

MICHIGAN TRADESMAN

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GRAND RAPIDS, JUNE 12, 1895

NO. 612

M. R. ALDEN

ALDEN & LIBBY,

C. H. LIBBY

STRICTLY FRESH EGGS,
Choice Creamery and Dairy Butter
A SPECIALTY

Wholesale Produce

Northern Trade supplied at Lowest Market Prices.

We buy on track at point of shipment, or receive on consignment.

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

There are thousands of SIGNALS,
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IT VANISHES IN SMOKE

A GOOD THING FOR
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OTHER DAY

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Absolute Tea!

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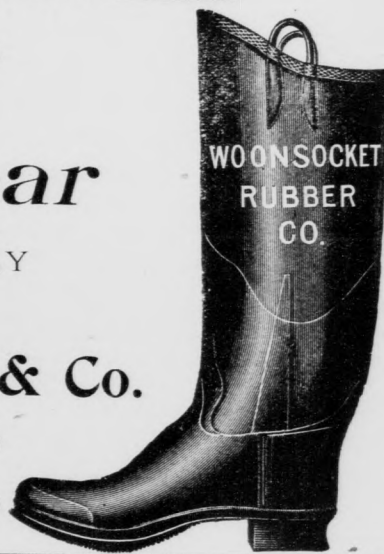
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EXCLUSIVELY

C. L. Weaver & Co.

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Wide Toe, Medium Toe, Narrow Toe,
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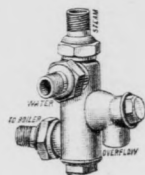
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IN ALL ITS PARTS.

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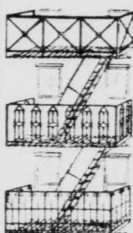
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WOOD MANTEL GRATE, GAS AND ELECTRIC FIXTURE DEPARTMENT
Is pronounced the FINEST IN THE COUNTRY, East or West.

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FOR THE BOILER AND ENGINE. ARE THE ENGINEERS' FAVORITES.
85,000 PENBERTHY AUTOMATIC INJECTORS in use, giving perfect satisfaction
under all conditions. Our Jet Pumps, Water Gages and Oil Cups are Unequalled!
SEND FOR PENBERTHY INJECTOR CO. DETROIT, MICH.
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SYMONDS' WIRE & IRON WORKS

J. L. SYMONDS
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Manufacturers of

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Bank and Office Railing, Wire and Iron Fences,
Roof Cresting and Weather Vanes,
Wire Signs, Stable Fixtures, Etc.

State your wants and send for Catalogue

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

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insist upon having the brands of

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prepared by the

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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.

Don't Try It.

See Price Columns.

IT HAS NO EQUAL.

Also manufacturers of the

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CONDENSED MILK,

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

Correspondence Solicited.



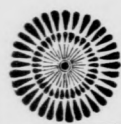
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CIGARS

Dealers who are desirous of adding an exceptionally fine Havana Cigar to their stock will find it to their interest to send a sample order to either of the following Jobbers. Ask their Salesmen to show you samples of the



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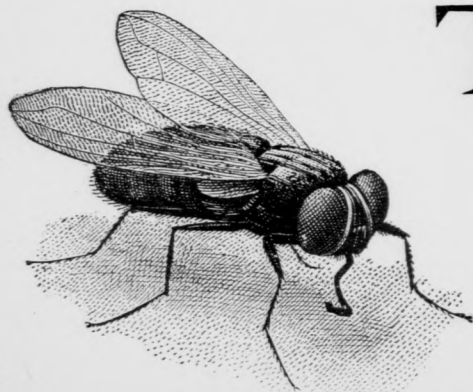
A. E. BROOKS & CO., Wholesale Confectioners

PUTNAM CANDY CO., Wholesale Confectioners

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M. H. TREUSCH & BRO., Wholesale Cigars



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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

"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.

Retails for 25 cents a box. Costs \$1.75 per case.

Profit nearly 115 per cent. Will be a Good Seller.

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

MICHIGAN TRADESMAN

VOL. XII.

GRAND RAPIDS, WEDNESDAY, JUNE 12, 1895.

NO. 612

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INDERS
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OOKS
5 AND 7 PEARL STREET.

The Michigan Trust Co.

Grand Rapids, Mich.

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EXECUTOR OF WILLS
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In the management of any business which may be entrusted to it.
Any information desired will be cheerfully furnished.

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Has a FIELD of its own.
THAT'S WHY
Advertisers get RESULTS.

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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.
Kortlander Building, Grand Rapids, Mich.

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

THE Grand Rapids FIRE INS. CO.
PROMPT, CONSERVATIVE, SAFE.
J. W. CHAMPLIN, Pres.
W. FRED McBAIN, Sec.

Michigan Fire and Marine
INSURANCE CO.
Organized 1881
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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
65 MONROE ST., GRAND RAPIDS.

Discourse on Rents and Renters, with a Local Application.

Written for THE TRADESMAN.

I have been thinking of that brave woman and her four children ever since I read the article entitled, "Heroic in Trouble," in a recent issue of THE TRADESMAN. It is a case that appeals straight to the heart and makes the reader want to do his share and something more to lift from those womanly shoulders the grievous burden she has uncomplainingly borne so long. One of the first ways of doing this was suggested by the rent. Why not assume that, and so relieve her from a rent bill as certain in its coming as "death and taxes?" That led naturally to the desire to learn more about the rented rooms and this is what I find: Two cellars, a window in each, and the rooms so small and dark "that one cannot see to read, even in a sunshiny day, without the aid of a lamp!" A dollar and a quarter for these rooms a week, or 62½ cents a room! Nothing is said about the locality, but it is probably in a locality where cellars are rented, and we all know what that means. Nowadays, the average house rented has about eight rooms. These houses are on wide well-shaded streets, well paved and in desirable parts of the town. These eight rooms—and they do not include bath room, closets, cellar, dooryard nor shed—at 62½ cents a room, will cost, for a year, \$260. It is a fact, however, that, for \$260 a year, larger houses, and with modern improvements, can be rented on some of the best streets of the city; so that this poor, unfortunate woman, rubbing her life out at the wash tub, is paying rent at the rate of \$260 for a cellar—a bare cellar—wholly unfit, and never intended, to be lived in! Strip your eight-room house of every convenience; let there be eight bare rooms, each so small "that one cannot see to read, even on a sunshiny day," by the light the one little window gives; remove everything but the hole in the chimney—who would rent it at \$260 a year? The man would be the laughing-stock of the community!

Let's take it from another standpoint: My house has nine rooms. It is well located and well lighted. It is a convenient house in every respect, and the nine rooms do not include a large bath room and a goodsized storeroom. For the nine rooms I pay \$5 a week, or 55½ cents a room—she, 62½ cents for a cellar!

The writer who describes the unfortunate woman's condition suggests that the landlord be interviewed. At this distance I respectfully suggest that it be done with a club! Should that be deemed impracticable, the next thing in order is the finding of rooms somewhere above ground fit for a respectable woman to live in with a family of children whom she wants to bring up in a respectable way, and, after helping her move into them, seeing that the rent is paid until she is fully able to pay it herself. That done, I would most heartily

urge the seventy-two church members to divide into pairs and each pair take turn in helping this woman wash, day by day. The sending in of a good Sunday dinner in the way suggested is a good one; and if they whose lives have fallen in goodly places will come, when the needful things have been provided, and take the worthy woman into their lives as she ought to be taken in, the tired hands and the tired heart will soon be rested, and the life once so heavily clouded will shine with a brightness which comes only from a grateful heart.

R. M. STREETER.

Explanation of the Embarrassment of Empire Straw Works.

W. C. Kiesel, Secretary of the Empire Straw Works, has issued the following statement to the creditors of the corporation:

GRAND RAPIDS, June 7—We are sorry to have to inform you that we have been forced to protect our directors, who had endorsed and guaranteed the notes of the company given for borrowed money used in the business, by mortgaging the property of the company for \$59,000. The Peninsular Trust Co., of Grand Rapids, is made trustee for the endorsers and guarantors.

When we organized, two years ago, we had a capital of \$50,000, but this amount was not enough to complete and start our factory, so that we had to borrow \$15,000 of Harrison Corey. This was secured by a note, which the directors endorsed, and a mortgage on the plant. Since then, for a cash capital to conduct the business upon, we have had to borrow of our local banks and give the notes of the company, endorsed by the directors and guaranteed by bonds signed by them. The notes of the company, so made and now outstanding in the hands of our local banks, amount to \$44,500, besides the above mentioned note of \$15,000, given to Mr. Corey, being a total of \$59,500 upon which our directors are liable.

The past year's business has suddenly and unexpectedly come to an end, and we find that the result is disastrous. When the directors came to realize the state of affairs, they demanded security to protect them against their endorsements and the company was forced to give it. We have a fine plant, well equipped, modern in every way, and assets enough, we hope, to pay every one we owe in full. Of course, the greater part of it is in property of one kind or another, and, perhaps, not readily to be realized upon. We are having a complete inventory now made, so that in a few days we will be able to state how we stand.

Blanks for Township Licenses.

The Tradesman Company has had its attorney prepare a blank form of license, for the use of township boards in issuing licenses under the new law, which it offers to send, postpaid, in any quantity at \$1 per hundred. Many of the township boards have already met and agreed upon a schedule of charges for annual licenses, many of the boards having adopted the following charges:

- Peddlers on foot, \$2.
- Peddlers with one horse, \$5.
- Peddlers with two horses, \$10.

The willing worker finds his labor light and his days short. The man who watches the sun cannot see it move.

The Shadow on the Wall.

Written for THE TRADESMAN.

If any confidence can be placed in signs, the doom of China—her traditions and customs—is sealed. To those who have watched the progress of events there is nothing surprising, certainly nothing startling, in the turn affairs have taken in the Celestial Empire. For years a general disintegration has been going on. Modern life, in spite of the Great Wall, has made itself felt inside that barrier, and while, from time to time, rumors of changes going on there have reached us, it is but recently that a portentous shadow has appeared upon the wall—the shadow of a severed cue.

It is true that Pekin has lately received a petition praying for the introduction of constitutional reform; for relief from official incapacity, and that freedom of speech and of the press be allowed: but these are changes to be expected from contact with the outside world and do not indicate, necessarily, any great internal disturbance. The petition, however, calls for the abolishing of the cue, the wearing of which is a matter of great importance among all classes in that Empire of three hundred and sixty millions.

For two hundred years the head of the Chinaman has been shaved and the cue worn as evidence of submission to the throne; and now, when the popular voice asks that it be abolished, the meaning cannot be mistaken. The dismemberment of the Empire may not be at hand, but it is safe to say that the life of tradition and stagnation which China has lived so long is over; and, now that Japan has so conclusively shown the superiority of modern methods, the old will give place to the new, practice will refute and rebuke the falsity of traditional theory, and that overweening vanity, which has led China to believe that everything in and concerning her has reached perfection, having been humbled, the Chinaman, bothered no longer with his cue and all that it stands for, will soon adapt himself to the new order of things. Then is the time for the rest of the world to look out for itself. A nation which has anticipated by centuries many of the important inventions of modern civilization—powder, paper, printing, porcelain and the use of the compass—may go to sleep, but, when she awakes, she will "arouse herself like a strong man from sleep and shake her invincible locks." That is what China will do; and there is nothing which predicts this so surely as the petition which asks to abolish the cue. RADIX.

Canada has furnished the United States with an average emigration of 15,000 per year since 1821. Although that country has spent about \$125,000,000 to promote immigration, it has not to exceed 45,000 foreign born inhabitants.

The statement is made on the authority of the English Gold and Silver Commission that the gold required for industrial purposes equals more than one-half the entire output of the world.

PAST VS. PRESENT.

Comforts, Conveniences and Possessions.

Written for THE TRADESMAN.

Is it not strange that, the farther we advance in the increasing light of a new civilization, with its unfolding liberties and rapidly increasing life comforts, the more ungrateful and discontented we become?

When I was a boy, at Sunday school I used to wonder how it could have been possible for the Israelites to so soon forget their former benighted state. The shackles of serfdom that had reduced them to mere beasts of burden had been shattered, but they had no sooner emerged from the terrible blackness of Egyptian bondage and started on the march of liberty to the promised land of milk and honey, than they set up a terrible howl in the wilderness and wanted to return to the "flesh pots" of the "good old times." Not being a model Sunday school scholar, I thought it was a pity that Moses did not drive every last one of them back to the brickyards of Goshen, where they might break their backs and sink out of sight in the mud deposits of the Nile. With my childish reasoning I thought it would have been a just retribution for their ingratitude. Since that time I have been wandering some forty years in the wilderness myself, and, during this time, have learned that modern gentiles are as forgetful and as ungrateful as ever were the ancient Israelites.

It is strange, but true, that this feeling of discontent with the present and of wild expectancy as to the future has taken possession, to a greater or lesser extent, of all of us, and we cannot entirely shake it off or give an intelligible reason for it. It may be that we have become so surfeited with the necessities, conveniences and luxuries which the dawning of the new light has given us that we have actually lost the sense of appreciation.

While recently discussing this question with an old gentleman, I was so impressed with the word picture he drew, showing the wonderful contrast between the conditions surrounding two lives so wide apart in comparative possibilities, and yet so closely related in point of time, that I resolved to put it on paper and give it to the readers of THE TRADESMAN. It will be noticed that the very names and characteristics of the two men mark two periods of time.

He said: "My father's name was Zedekiah Brown, without an e on the end. He was a strict churchman and believed that the eternal destiny of every individual was fixed before birth; that every unusual event was a special act of Providence, and that hell was a literal lake of fire and brimstone. My grandson's name is Carl Mortimer Lorne Gibson. Carl goes to church—when he feels like it. He believes that the old dogmas are about played out, and looks upon the religion of his fathers as mere superstition. He talks about "natural law," and is more positive about what he doesn't believe than about what he does believe.

"Change? Why, when father settled on his land here, mother had to use the spikes off thorn trees for pins, and there wasn't such a thing as a match. Real pins were \$1 a paper and only the rich were able to buy them. At night, the last thing to be done was to pull in the lathstring, and, in winter, to cover the

fire in one corner of the big fireplace, to preserve it. Sometimes the fire would "die" during the night, and then, if there was a neighbor near—an accommodating one—some member of the family would be dispatched, in the morning, to "borrow fire." In the absence of a near or accommodating one, resource would be had to the old "tinder box." I remember seeing father fire a tow wad into the old fireplace, with his old flint-lock musket, as a means of obtaining fire. Light? There was not much use for it. The old sputtering tallow "slut," or "dip," as it was called, gave light enough to see to read a chapter in the old thumb-worn Bible, and it didn't require a bright light to offer up thanks for the great blessings they enjoyed. Books, magazines and newspapers were not within reach of the masses in those times, as they are to-day. They were luxuries and none but the wealthy might indulge in them. Neither were there any free schools, and the common people were not all taught to read and write, as they are to-day.

"Carl lives in a three-story brick mansion, lighted with electricity and warmed throughout by a hot air furnace. He has a room he calls a "library." It is filled with encyclopedias and works covering every department of human knowledge. He takes several daily papers and his wife is a subscriber to as many magazines. In the evening he seats himself comfortably in a large richly-upholstered chair and, while the cat purrs at his slippers feet on the soft deep velvet carpet, he leisurely smokes his cigar and reads his evening budget of the day's happenings in every part of the civilized world. When the eight-day clock on the marble mantel points to rest, he retires to a bed that excels in comfort and elegance anything enjoyed by princes in his great-grandfather's day. But, instead of breathing thanks for the pleasant place in which his lot is cast, he growls about the low price of wheat and horses, and wonders "what the world is coming to."

"My father, at Carl's age, used a wooden plow and a "letter A" drag with wooden teeth and a log laid across it. He sowed and planted by hand, and, when "mush" was needed, he shelled a grist on the blade of a shovel and carried it on the back of a horse to a mill fifteen miles away. He cut his grass with a scythe and raked and pitched it by hand. He harvested his grain with a "turkey wing," threshed it with a flail and the winds of heaven fanned it for him. His forks, hoes, shovels, chains, axes, clevises, etc., were all made by the local blacksmith. The coarse brogans worn by himself and family were made by a cobbler who traveled from house to house. The windows in his house gave light through twelve 7x9 panes of glass and the chimney was made of sticks, stones and mud. My mother literally "stooped" to do her cooking in iron pots that hung on a crane in the fireplace, or in a "spider" standing among the glowing coals. Her baking was done in a "Dutch oven," or in a tin "baker" before the fire; when the weather was fair, in an outdoor oven.

"In father's time, clothing was not only made at home but the cloth itself as well, and the raw materials of which it was made were grown or produced on the farm. Linen for other purposes, as well as for clothing, was grown and dressed on the farm. Wool, also pro-

duced on the farm, was sorted, carded, spun, reeled into skeins, colored with butternut bark, warped, woven and made up into clothing and blankets by busy fingers that still found time to care for the children, go to tea parties and attend church. The old "well sweep," with the time-honored "moss covered bucket," the big rain trough and the old gum leach are relics of a departed age—an age God fearing, home loving, patriotic, an age that bred and reared a stalwart generation.

"To-day, one may ride on a spring seat, with an umbrella over his head, when he plows, harrows, sows, cultivates, reaps, mows, stirs and rakes. Steam threshes his grain at the rate of 1,000 bushels per day, and the same power cleans, steams, chops or cooks it on his own premises, where it is converted into pork, beef and milk, the latter being sent to a factory and converted into butter and cheese. Machines propelled by horse power or steam cut his feed and grind his apples; cut, husk and shell his corn; dig his potatoes—or his ditches; cut his fire wood; load and unload his hay and grain; pull his peas, reap his grain and bind his sheaves.

"He and his wife may ride in a finer covered carriage than the richest monarch in Europe could own one short century before my father's time. One half mile of macadamized road—steel springs underneath and leather canopy overhead—only sixty minutes to sit in a cushioned pew and be entertained with classical music and a thirty-minute oration on philosophy—and yet, one-third of the time, the weather is "unfavorable," and another third of the time they do not get up in time to go to church. Why, my old mother had to ride five miles—when she didn't walk—in a squeaking, clattering old linchpin "lumber wagon," bumping over long stretches of corduroy and plunging into mud holes on the right and on the left clear up to the hub. And, when she got to the church, she sat an hour and a half on a hard wooden bench, patiently listening to the sledge hammer blows aimed at the ungodly.

"Evolution? Why, when I think of my mother's early married life, I wonder what Mrs. Carl Mortimer Lorne Gibson can find to do! She neither makes, nor helps to make, one yard of any kind of material needed for clothing or house furnishing; it is all made in factories by machinery. She does not even make up this material, for all kinds of garments, every article of bedding, carpets, curtains—in fact, everything comes into the house ready made and ready for use, and, not only this, but cheaper and better than they possibly could be if made at home and the labor thrown in. Strange as it may seem, my mother might have been seen at church dressed in the very latest style, and yet every article in her apparel, except the brogans on her feet and the bit of satin ribbon at her throat, was made and fitted by herself, her only base of supply being the flax and wool in the raw state as furnished by Mother Earth. Sewing machines? They came too late. If my mother could have had one, it would not have stood in the corner in solemn silence, uncared for and unappreciated, like the one in Mrs. Carl's house. No. I can't, for the life of me, see what Mrs. Carl finds to do. Her cooking can be done on her gas range in half the time

The Trade is cordially invited to write us for summer prices on

COAL

S. P. BENNETT FUEL AND ICE CO.
GRAND RAPIDS, MICH.

Thos. E. Wykes

COAL AND WOOD,
LIME, SEWER PIPE,
FLOUR, FEED, Etc.

45 S. Division St., Grand Rapids.

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Wholesale Shipper

COAL, LIME, CEMENTS,
SEWER PIPE, ETC.

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Wholesale and Retail.
Agents for Alsen's German Portland Cement, the best in the world for sidewalk work.
GRAND RAPIDS, MICH.

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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

W. T. LAMOREAUX CO.,

Grand Rapids, Mich.

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, June 14.

and with one-half the labor required of my mother in the old fireplace, and she has no "farm help" to cook for. (It is needless to say that she has servants to do all the cooking done in that house.) She is thoroughly imbued with the spirit of her age; and it is not at all likely that she will be encumbered with as many maternal cares as fell to the lot of her great-grandmother. Is she happy and contented? No. Was her great-grandmother, whose life was one ceaseless round of comfortless toil and self-sacrifice, rendered so by the rearing of ten stalwart boys and girls, happy and contented? Yes.

"My grandson is better fed, better clothed and better housed, and, by the aid of labor-saving devices, steam, electricity, etc., he is freed from the old-time drudgery of life and given ample leisure to cultivate his mind, enlarge his understanding and make of himself a wiser, a better and a grander man than his great-grandfather was. Why should he not also be a happier and a more contented one?"

I will cut the old gentleman's story short at this point and submit the query to my readers. E. A. OWEN.

The Advantage of Discounts.

From the Pharmaceutical Era.

Too little attention is paid by retailers, and even jobbers, to the profits there are in discounts. One or two per cent. off for cash looks small, but in reality it is very considerable. If a man buys \$10,000 worth of goods and gets two per cent. off for cash, he saves \$200. Would he like to go out and pay \$200 for \$10,000 for twenty days, or \$20 for \$1,000 the same time? No, he would say that it was bad financiering, and yet that's just what hundreds of business men are doing every day all over the country. The writer says: "Nine dollars, 1 per cent. ten days; thirty days net. Does it pay to discount such a bill? At first glance you would feel inclined to say no, but did you ever stop to figure? Of course it's only nine cents. Suppose I come to you and say, 'Brother merchant, will you oblige me with a loan of \$9 for twenty days, providing I pay you interest at 18 per cent.?' You would not hesitate to comply with my request, that is, if my credit was good.

"Well, this is exactly what a jobber offers you when he says, 'One per cent. ten days; thirty days net.' Yes, he offers you 18 per cent. for the use of \$9 for twenty days, and, what's queer about it, you ignore his offer, preferring to pay him 18 per cent. for the use of that amount for twenty days. You may say, 'Had I the money, I would discount all my bills.' Why, you don't need the ready cash to do so. Now, let me ask you another question: Suppose I sell you a bill of goods with terms 1 per cent. ten days, thirty days net, and you were prepared to pay at the end of thirty days. Now suppose I offered you a discount when the bill became due, would you take it? Yes? Then, why don't you?"

"To be brief, why don't you, on the tenth day go to your banker and get the required amount for twenty days at 10 per cent., so that in reality you profit 8 per cent., as you pay the banker 10 per cent. and the jobber pays you 18 per cent. These little things are well worth your attention. Do not pass them by, and remember, discounting little bills makes it easier to discount the big bills."

How to Drive Rats Away Alive.

Somebody who has tried it, recommends putting pulverized potash, which soon becomes sticky when exposed to the air, in all the rat holes about the house. The special detestation of a rat is anything which will stick to his silky coat. Some persons find a mixture of equal parts of cayenne pepper and Scotch snuff sprinkled well into the holes still more efficacious.

Information Advertising.

Retail merchants have many opportunities for attracting public attention to their stores, and it may be of interest to note some of the methods which are being used in some sections to advantage.

An enterprising merchant in a small place can soon become a much-prized source of information if he will placard the reports of the Signal Service Bureau in public places about the town giving, at the same time, his store news. These weather forecasts can be obtained from the Department at Washington, by telegraph, at an expense not to exceed one cent a word, and in some cases will be furnished free. In this connection, a set of weather flags can be also obtained, and by having them displayed on the front of the store the public will soon fall into the habit of looking your way as they pass.

Some cards should be distributed to advise the public of the meaning of the several flags, and these bearing your advertisement will be preserved.

The newspaper space may be headed each day with the weather probabilities, and thus draw especial attention to your advertisement. This species of advertising is founded on the old and reliable principle that to secure anything, something must be first given; that is, if you would have a customer give you his trade you must first do something which will redound to his benefit and thereby enlist his assistance. I know a merchant, whose store is near a summer resort, who publishes each day at the top of his advertisement, during the season, the time at which the tide is high, medium and low, for the convenience of persons who might wish to go fishing or bathing, and it helps his trade by bringing his name constantly before an appreciative part of the public.

I know another man who printed the location of the fire alarm boxes once a week in his newspaper space, just leaving room for his name, business and address. The people, when they heard an alarm of fire, would eagerly look for his advertisement to find out where the fire was located, and his efforts were commercially rewarded. I know another merchant, whose store is in a suburban location, who placed in the center of his advertisement the time table of the local railroad trains, and, as he kept it always correct up to date, more people looked at his advertisement than at any other. Another merchant gave the hour, minute and second of the daily rising of the sun, which he prepared from an almanac, and it was astonishing how many people who had never before thought about the matter began to regularly look each day to notice the change in the length of the days. Still another dealer, by some research of statistical books, was able each day to date his advertisement and announce that on the same day of the month and year just one hundred years previous some remarkable historical event occurred. I might, from my observations, recite hundreds of similar instances where enterprising merchants have so combined some item of interesting public information with their advertising announcement as to help their own interests, while serving the general good.

It is not so much that the information you give shall be particularly rare news, but it is the fact of its daily recurrence and reliability which attract public attention. I submit this subject as a suggestion to the many retailers who realize the need of doing more than simply announcing their name, place and business in a commonplace form, and who may find in the instances given some hint as to the personal application of the principles involved. JOEL A. CALEB.

The Spider's Web.

The spider is so well supplied with the silky thread with which it makes its web that an experimenter once drew out of the body of a specimen 3,580 yards of the thread—a length but little short of two miles. A fabric woven of spider's thread is more glossy than that from the silkworm's product, and is of a beautiful golden color.

Use Tradesman Coupon Books.

Government Bonds



Are the surest investment in the world. The percentage of profit is small, but the income is sure.

The Tradesman's Advertising Columns

Yield much larger returns than Government Bonds, and are to be equally depended upon in

Positive Results!

THE TRADESMAN'S field is circumscribed only by the limits of progressive merchandising—where you find a wide-awake, up-to-date merchant, there you find THE TRADESMAN.

Consider these facts when you are in the market for advertising.

Tradesman Company
Grand Rapids... ..

AROUND THE STATE.

MOVEMENTS OF MERCHANTS.

Marquette—F. A. Rockwell has opened a new grocery store.

Albion—Torrey & Burnett, grocers, have made an assignment.

Chelsea—L. T. Freeman has purchased the grocery stock of John Blatch.

Ithaca—F. L. Convis succeeds Stephen E. Parrish in the grocery business.

Negaunee—Thomas M. Wells has put in a stock of general merchandise.

Dowagiac—The Jones Grocery Co., not incorporated, succeeds W. D. Jones.

Prairieville—W. L. Brown is succeeded by Geo. W. Kern in the drug business.

Escanaba—Gilmette & Pearce succeed Gilmette & Cleary in the furniture business.

St. Louis—H. E. Parshall has opened a restaurant under the style of the Grand Central.

Bad Axe—Geo. M. Dedy, druggist, is succeeded by the Bad Axe Drug Co., incorporated.

Farwell—Moses A. Herrick succeeds Eva A. (Mrs. Moses) Herrick in the grocery business.

Big Rapids—Brackney & Hamilton succeed M. M. Brackney in the boot and shoe business.

Iron Mountain—Louis Stockley has succeeded K. H. Ingram as proprietor of the Ingram Pharmacy.

Chelsea—J. A. Eisenman & Co., cigar dealers, have dissolved. The business is continued by J. S. Gorman.

Manistee—C. D. Stanley has purchased the stock in Conat's Bazaar and will continue the business at the old stand.

Gladstone—Weinig & Stezel, meat dealers, have dissolved partnership. Martin Weinig will continue the business.

Burton—Joseph Vincent has opened a new general store, carrying lines of groceries, dry goods, hardware and paints.

Cheboygan—H. A. St. Onge & Co. have isolated their shoe stock from their general store and will conduct an exclusive shoe store hereafter.

Springport—L. P. Roberts has sold his stock of dry goods, clothing, boots and shoes and groceries to Frank E. Dyer, who immediately took possession.

Montague—Mrs. Clara V. Austin has purchased a half interest in the grocery business of W. A. Austin, in Ashley, Ind., to which they will add a stock of dry goods.

Manistee—John Borneke has purchased the interest of Onufry Rodke in the grocery stock of Rodke & Borneke and will continue the business at the same location.

Jackson—W. V. Parmelee, formerly of Albion, has purchased the grocery stock of J. A. Daller, at 933 East Main street, and will continue the business at the same location.

Howard City—James A. Straith has sold the grocery stock he recently purchased at mortgage sale to L. R. Gates, the former owner, who will continue the business at the same location.

South Arm—Doerr & Goodman, hardware dealers at Central Lake, have purchased a lot of Mrs. Keat and will erect a new store building, to which they will remove their stock at Central Lake.

Alma—Chas. E. Mahan, the Elk Rapids druggist, has purchased the drug stock of B. Van Den Berg and will continue the business at the same location, plac-

ing the store in charge of a competent representative. Mr. Van Den Berg will remove to Detroit and embark in the real estate and lumber business.

Albion—E. J. Emmons has removed his grocery stock to the building occupied by the Albion Milling Co.'s office. J. E. Perrine has opened a branch store in the building vacated by Mr. Emmons.

Jackson—Slifer & Schuller, dealers in coal, wood and ice, have dissolved. Mr. Slifer retiring from the firm. Geo. Schuller continues the business. Messrs. Slifer & Emmons have formed a partnership and have engaged in the ice business.

Ironwood—M. & L. Wetzler, grocers at this place and also at Hurley, Wis., have dissolved. The business will be continued by Louis and Julius Wetzler, proprietors of the Gogebic Meat & Provision Co.

Detroit—The Davis Fish and Salt Co. has been organized with a capital stock of \$10,000, paid in. The stock is held by George H. Kirchner, 400 shares; James Donaldson, 300; Frederick B. Harper, 299, and Edgar A. Davis, 1.

Galesburg—L. L. Bowen and H. C. Trabert, the former of whom has been engaged for several years in the grocery business, while the latter has conducted a boot and shoe store, have joined hands. The two stores will be thrown into one and a general store will be the result.

Saginaw, E. S.—The McCausland Grocery Co. will be known as Melze, Smart & Co. after July 1. No change will be made in the stockholders or officers, which are as follows: G. A. Alderton (President); A. C. Melze (Treasurer); James S. Smart (Secretary and Manager); F. J. Fox.

MANUFACTURING MATTERS.

Kalamazoo—F. A. Taylor has purchased the stock and good will of the Strait Manufacturing Co. and will continue the business under the style of the Standard Brass Works.

Thompsonville—The Thompson Lumber Co. has sold its timber to Louis Sands, of Manistee, for \$30,000. The logs will be shipped to Manistee over the Manistee & Northeastern, a branch being put in for that purpose.

Bay City—Estey & Calkins are willing to locate a hardwood milling plant on the old McLean mill site on condition that Bay City will release the incumbrances on that property, consisting of a mortgage of \$2,000 and some delinquent taxes. A committee of the Business Men's Association will make an effort to close the matter up and secure the plant.

Belding—The man who was going to start a shoe factory here proved a slick fake, and has vanished, leaving sundry good fellows out some dollars for little loans and entertainment. Those who subscribed for the shoe factory meant business, however, and it looks very much as if a company will be organized to engage in some other business of a manufacturing character.

Ceresco—The Ceresco Mill and Hydraulic Co. has been organized with a capital stock of \$40,000, all paid in. The purpose of the corporation is to buy and sell real estate, build and operate flouring mills, handle all appliances essential to the use and sale of water power and buy and sell merchandise of all kinds. The signers of the articles are George Preston, Chairman; Harry D. Hall, Secretary, and Chas. H. Frisbie, Treasurer. All are Jackson gentlemen.

Detroit—Charles H. Metcalf, doing business as the American Pearl Button Co., has chattel mortgaged his entire stock of pearl, manufactured and raw, fixtures, machinery and accounts to Dudley B. Woodbridge for himself and as trustee for other creditors. The factory, which has been well advertised on account of discussions on the Wilson bill, is located at 59 and 61 East Fort street. The mortgage is given to secure belated merchandise accounts and to secure notes.

Manistee—The expert who was sent here by the tannery people to look over the hemlock forests tributary to this place has been in the woods for several days and states that he is surprised at the amount of hemlock in sight. He had no idea there was anywhere in this western country such a body of hemlock as we have contiguous to Manistee. He says that Manistee undoubtedly has the finest site for a tannery in the United States and can guarantee a longer life to an institution of that kind than can any other place he knows of. One advantage we have over most other points is that the bark is controlled by a few men, who can throw the supply in whichever direction they please, and a man has not to be dealing with dozens of irresponsible parties. Our Business Men's Association has worked this thing up in good shape, and the mill men have given valuable aid in all directions.

Manistee—Lumber is selling slowly; there seems to be a lull in trade which was not expected at this time. We were looking for a revival rather than otherwise. One very good feature is the excessive demand for bill stuff. Not since the World's Fair has there been such a demand for bill timber of all kinds as there is now. All the mills are full and a good many of them have to turn away orders. Some have not their bill logs to hand, and others filled up early on harbor bills, etc., and are now unable to take advantage of the higher prices. The railroads are beginning to look for lumber of all kinds, which indicates a revival of business. One party has been asking prices on 1,000,000 feet of car flooring, while car sill orders are quite frequent. One mill here is cutting a lot of 9x16-30, which go out by rail into Canadian territory for railroad bridges; 6x16 and 7x16 are in good demand, and the prices asked are \$1 in advance of last year's figures.

Clerks' Corner.

Traverse City—E. H. Pierce has arrived from Reed City and taken a position as druggist with the Mercantile Co.

Elk Rapids—S. B. Owen, who recently severed his connection with the Elk Rapids Iron Co., has gone to Traverse City, where he has taken a position in the shoe department of the Mercantile Co.

Manton—Mr. Jones, of Otsego, has taken a position in the hardware store of Ballard & Phelps. Mr. Jones comes to this place highly recommended as a plumber and tinner. He is also an instructor in band music and will give instructions to the members of the band here.

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

Use Tradesman Coupon Books.

The Grain Market.

Wheat advanced about 2c during the past week and everything points to still higher prices. The visible made another respectable decrease of 2,490,000 bushels, leaving 49,839,000 bushels still in sight. The world's available supply is about 13,000,000 bushels less than it was the same date last year. The stocks in the United States and Canada decreased about 20,000,000 bushels during the past month and the stocks are 10,000,000 bushels less than during the corresponding week last year. The conditions in the winter wheat belt show only about 60 per cent. of an average crop. The estimate is that the crop will be about 75,000,000 bushels less than it was last year. Foreigners are taking our wheat, but not in large blocks; still they continue to buy some, and, with the local demand all around, our stocks are reduced, so we will probably be near the normal before the new crop comes in. One car of new wheat from Kansas was received in St. Louis, Mo., which graded No. 2 red and brought the top of the market. The Government report, issued this afternoon, is not as bullish as was anticipated, which will have a depressing effect on prices. It shows 71.1-10th of an average crop, or about 11.9-10ths less than the May report.

Corn, in sympathy with wheat, had its ups and downs and closed at the same price as last week.

Oats were stronger and, owing to the extreme hot weather, the crop will be very short, notwithstanding there are four times as many bushels in sight as there were last year.

The receipts during the week were: wheat, 33 cars; corn, 8 cars, which is rather below the normal; and 5 cars of oats. C. G. A. VOIGT.

PRODUCE MARKET.

Beans—The market is stronger and higher East, but the Chicago market is without marked change. The firm market makes holders rather stiff in their views and no possibility of a lower level of values is discernible at this time.

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

Beets—New, 35@45c per doz.

Cabbage—Cairo stock is coming in freely, commanding \$1.75@2 per crate of three to four dozen.

Cauliflower—About out of market.

Cucumbers—Home grown are in ample supply, commanding 35@40c per doz.

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

Onions—10c per doz. bunches for green stock. Dry stock from the South commands \$1@1.10 per bu.

Potatoes—Old stock is weak and lower, selling in small quantities to the retail trade at 38@40c per bu. New stock is coming in freely, commanding \$2.25@2.50 per bbl. In spite of the predictions, early in the season, that new potatoes from the South would be late and scarce, on account of the backward spring and the late frosts, an ample supply is already here at the lowest basis of values ever known during the first week of June.

Pineapples—Commission men are receiving Florida stock via Baltimore in carlots, holding at \$1@1.50 per doz., according to size and quality.

Radishes—Round or Long, 10c per doz.

Spinach—25c per bu.

Strawberries—The season is fairly upon us, but it is not likely to be satisfactory to all concerned. Certainly, the consumer has reason for complaint, as the quality is very inferior in point of appearance and flavor, owing to the extremes in the weather and the absence of rain. Several carloads have come in from Baltimore during the past week, but about all that can be said for the fruit is its size. Homegrown will be at the flush of the crop the latter part of the week, the expectation being that the price will rule in the vicinity of 8c, although it may vary 1c either way, with fancy prices for extra fancy offerings.

Wax Beans—\$1.50 per bu. There is an entire absence of demand for ordinary string beans.

GRAND RAPIDS GOSSIP.

Edward J. Moore, meat and fish dealer at 842 La Belle avenue, has sold out to A. E. Peterson.

Hosmer Bros. will shortly open a grocery store at Coopersville. The Olney & Judson Grocer Co. has the order for the stock.

O. H. Robinson has removed his drug stock from 711 Wealthy avenue to the corner of East Fulton and Diamond streets.

Hilsinger & Vliet have opened a grocery store at 283 Jefferson avenue. The Lemon & Wheeler Company furnished the stock.

F. E. Maxon has taken his old territory with the Jackson Grocery Co., after a "lay off" of several months on account of sickness.

L. Corey succeeds Martin Beals and N. W. Crocker succeeds Mr. Dobson, both in the grocery business, at South Grand Rapids.

Wm. Habbeler, who has opened a general store at Lake Ann, placed his order for a grocery stock with the Ball-Barnhart-Putman Co.

Jacob E. Plischke has removed his grocery stock from 75 Gold street to the corner of Chatham and Straight streets, in his own building.

R. W. Griffin will open a dry goods and grocery store at Forest Hill next week. The Ball-Barnhart-Putman Co. has the order for the grocery stock.

W. T. Lamoreaux has purchased the sole right to manufacture Corbin's lightning shears and scissors sharpener and is preparing to push the sale of the article all over the country.

Fred R. Fuller, druggist at Newberry, recently uttered a \$795 chattel mortgage to his father, Rinaldo Fuller, the Traverse City druggist; a \$200 mortgage to Mr. Craig, of Newberry; and a \$1,810 mortgage to the Hazeltine & Perkins Drug Co., of this city. The stock was bid in by the latter on June 6 at \$1,050 and will be conducted by a representative of the house until a sale of the stock can be effected. Various other creditors, whose claims amount to \$1,200 or \$1,500, will probably realize nothing on their accounts.

Some of the furniture manufacturers in this city have adopted the plan of making up a line of samples, only, for the July opening, instead of a full line of goods ready to be shipped as soon as ordered. This is done with the view of guarding against overproduction, the goods not being cut until actually ordered. The chief objection to this plan is that goods cannot be finished ready for shipment before the latter part of August or September, and the average factory is liable to become badly filled up with orders if business pans out as well as hoped for.

A. Dunnebacke, who conducted a grocery business at 75 and 77 Gold street for ten years, retiring three years ago to embark in the meat business at the corner of Gold and Jackson streets, has decided to re-engage in the grocery business at his old location and has, accordingly formed a copartnership with his two sons—A. Dunnebacke, Jr., and John J. Dunnebacke—under the style of A. Dunnebacke & Sons, placing an order

for the stock with the Olney & Judson Grocer Co. The firm of Dunnebacke & Son will continue the meat business at the same location as before.

Purely Personal.

Henry B. Fairchild (Hazeltine & Perkins Drug Co.) has leased the Martin L. Sweet cottage, at Ottawa Beach, and will take possession of the property for the season about June 20.

Geo. N. Wagner, of Wagner Bros. & Angell, has returned from a trip to the Pacific coast. His firm has been handling the product of three red cedar shingle mills, but the demand for shingles this spring has been heavier than these mills could supply and on his trip he arranged for the product of three more, the six mills cutting an average of 75,000 a day, each. The shingles are held at the mill at about \$1.25, which represents just about the cost of manufacture, and are cut from timber which cost the operator, when purchased, about 10 to 25 cents a thousand stumpage. The shingles command \$2.40 in this market, leaving a margin, after paying the freight charges, for

edly is, a marvel of strength, capable of sustaining nearly half a ton. Mr. Hester received his wheel some ten days ago. For the first week neither were seen in public and the occurrences under the mask of darkness cannot be described, even if it were advisable to describe them. Suffice it to say Mr. Hester came out on top. The meekness of spirit shown now by the wheel and the calm expression of masterful satisfaction on the face of its owner, as he majestically rolls over the macadam, sufficiently indicate that his ambition is satisfied.

Gripsack Brigade.

J. P. Visner (Edwin J. Gillies & Co.) is confined to his home with tonsillitis.

E. D. Corbin, formerly engaged in the grocery business at Eaton Rapids, has taken Southern Michigan territory with Merriam, Collins & Co., of Chicago.

E. S. Smith, for several years with Geo. C. Wetherbee & Co., of Detroit, has taken the road in the interest of the Independent Baking and Candy Co., of Jackson.

Homer Hutchinson, color dyer for

of railway attorneys "saw him later" and he found it impossible to withstand the blandishments of corporate influence.

Wants Column.

BUSINESS CHANCES.

FOR SALE—STOCK OF CLEAN GROCERIES in good town, well located. Inventories from \$1,800 to \$4,000. Best of reasons for selling. Address No. 785, care Michigan Tradesman. 755

WILL PAY CASH FOR LARGE GENERAL stock, if cheap. Quick deal. Address Box 39, Sheridan, Mich. 786

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. 779, care Michigan Tradesman. 779

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

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, \$5,000. 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 warm climate. Address No. 769, care Michigan Tradesman. 769

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 TINNER'S tools. Address P. W. Holland, Elsie, Mich. 784

FOR RENT—B. V. STORE, 523 SOUTH DIVISION street. Splendid location for furniture, house furnishing, or ckey or gentlemen's furnishing goods. Apply to John C. Dunton, 777 Lyon street. 781

FOR RENT—DOUBLE STORE BUILDING for furniture and house furnishings. Only one in city of 3,400. Chance of a lifetime. Address Lock Box 669, 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., 81 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, BUTTER and eggs on consignment. Ask for quotations F. J. Dettenhafer, Grand Rapids, Mich. 760

WANTED—BUTTER, EGGS, POULTRY, potatoes, onions, apples, cabbages, etc. Correspondence solicited. Watkins & Smith, 81-86 South Division St., Grand Rapids. 673

FOR SALE—HOUSE AND CORNER LOT ON finest residence street in Grand Rapids. Lot 76x145 feet in dimensions, with alley. House on rear of lot, leaving room for mansion on front of lot. Price, \$9,000. Terms, \$3,500 cash; balance on time. Address No. 772 care Michigan Tradesman. 772

WANTED—EVERY DRUGGIST JUST starting in business and every one already started to use our system of poison labels. What has cost you \$15 you can now get for \$4. Four teen labels do the work of 113. Tradesman Company, Grand Rapids.

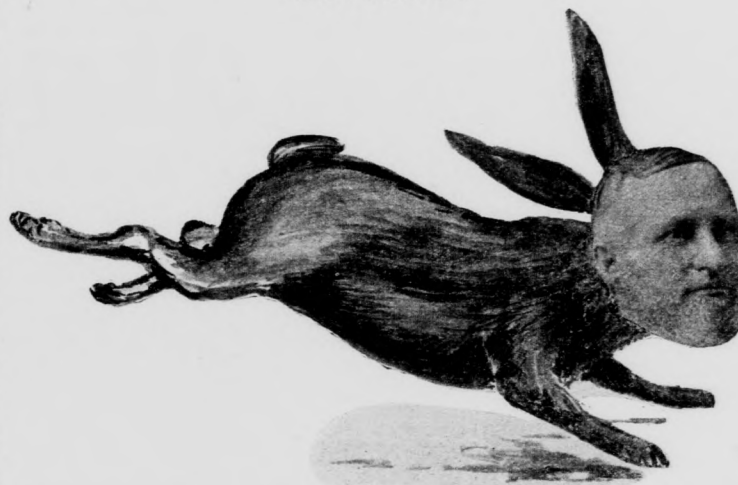
6 foot length.



Grocers
WE
KNOW
YOU

Patented Feb. 12, 1895.
WILL WONDER how you ever got along with that old-style counter, once you have seen and used "SHERER'S." Finished and framed in Oak, substantial and made to last, it displays the goods attractively and keeps them secure and clean. First-class and up-to-date in every respect. Standard height, 33½ inches; length, as desired, from 3 ft. 8 in. to 12 ft. Send for descriptive testimonial and price list to the Sole Manufacturers, SHERER BROTHERS, 37 River St., Chicago.

HOW THE GREAT GRAIN MAGNATE CAN JUMP.



The above illustration was suggested by the observation of a large customer of the Voigt Milling Co. in the South, who recently wrote substantially as follows:

"Mr. Voigt, you are always pretty stiff in your prices, but when there is an advancing market you can jump faster and farther than any rabbit I ever saw."

profit. The same quality of Michigan pine shingles used to bring \$2.50 a thousand at the mill.

Myron Hester, senior member of the Hester Machinery Co., is a man noted for his dignified appearance. He is, moreover, a large man—so large that when his neighbors were looking around for an office equal to the occasion they decided that an Alderman's chair was too small and so they elected him Supervisor. Nor is Mr. Hester any longer a young man, being a grandfather of several years' standing; yet, for all his dignity and large proportions, this fact seems belied by the youthful brightness of his eye and his great elasticity of spirit and demeanor. This reference to Mr. Hester's personal appearance would not have been written, had not his vaulting ambition aspired to the mastery of the bicycle. When his application came before the manufacturers, a consultation was held, at which the risk was quickly voted extra hazardous, but it was finally accepted. A wheel was built scarcely heavier in appearance than a common wheel, yet it is said to be, and undoubt-

Belding Bros. & Co., at Belding, has taken a position as traveling salesman for a Chicago chemical house and will cover the silk, cotton and woolen mills of the country.

Governor Rich could not resist the temptation to veto the Donovan interchangeable mileage book bill on the alleged ground that it was unconstitutional, thus ignoring the opinion of Attorney-general Maynard and usurping the prerogative of the Supreme Court, which is the proper tribunal to pass on the constitutionality of all legislative measures. Considering that the bill received the almost unanimous support of the House and a handsome majority in the Senate, the action of the Governor is all the more reprehensible, as a hearing before the Supreme Court would disclose the constitutional weaknesses of the measure, if any, and enable the people who are interested in the enactment of such a law to prepare a statute which would pass muster before the highest tribunal in the State. Governor Rich assured a committee of traveling men that he would approve the bill, but a coterie

The Contracts of the Carriers of Freight.

From the Boot and Shoe Recorder.

The recognized doctrine of the day is that railways, in the attitude and relation in which they stand to the commerce of the country, are public carriers for private gain, and that their duty to the public and the shipper requires that the obligations and engagements which they enter into for the transportation of goods shall be based upon contracts that are essentially fair, just and reasonable, not only to the carrier but to the shipper. The rule of public policy that condemns such engagements as are unreasonable, unjust and unfair to the public and shipper finds sanction in the modern judicial utterances upon this subject, and the legislation of the day, which, in this direction, is almost universally sustained by the courts.

When we consider the duty that these carriers owe to the public, and the aid and benefit they have received from that source, and the virtual control of the transportation of the commerce of the country that now lies in their hands, and the unbridled license that may prevail in imposing upon the shipper terms that may in effect relieve the carriers from all of their statutory and common law duties if this check did not exist, we cannot well, with reason, question the soundness of the doctrine and the public policy upon which it rests; for whatever may be the theory of the law that parties, when they voluntarily contract with their eyes open, will be held to their promises and engagements, although they bear with burdensome and disastrous weight upon one, with a resulting advantage and benefit to the other, it must be conceded that, discarding the theory, and looking to the conditions of the carrier and shipper, as they actually exist in making their contracts, the advantage is on the side of the carrier, and it is in a position to impose upon the shipper, who finds himself under the necessity of resorting to the means offered by the carrier for transporting his products to a market, just such terms as it may see fit.

The shipper presents his goods to the carrier for transportation to a market, and it accepts them for that purpose only, upon conditions that are burdensome and unfair to the shipper; otherwise, the shipper is informed that unless the terms dictated by the carrier with reference to the shipment are accepted they will not be received. What choice has the shipper? He must accept the terms or lose the benefit of the sale of his goods in the desired market, or he must resort to a court of law for redress in damages for failure of the carrier to receive and ship the goods, and this, with the expense of litigation and the hazard and uncertainty that exists in nearly all legal battles. The unequal position of the parties in their contractual relation to each other commends the wisdom of the doctrine that requires the carrier to deal fair with a shipper, and that prevents it from imposing unjust and unfair contracts upon him.

The question is whether it can be declared, as a matter of law, that an intending shipper is under a necessity to agree to a special contract which the carrier proposes as a condition to receiving and carrying his property? And, if so, whether it can be further declared that the carrier takes an unfair advantage of his necessity to obtain the contract? It is a well known fact that the prosperity of the public collectively, and of its members individually, depends absolutely upon transportation and transportation agencies, and that the carrying business is mostly concentrated in a few powerful corporations, to a large extent controlling monopolies, natural, if not legal, whose position enables them to control it. Circumstances, well understood, that exist without any design of the law, give them the power to shape the carrying business, and impose upon it such conditions as they see fit. Every demand it makes represents the will of its aggregate being, backed up by all its concentrated powers. The public, in meeting such demands, acts separately, and not collectively. The individual stands alone, and can oppose the demand coming from such con-

centrated aggregation of corporate power the influence of but one member of the vast segregated elements that comprise the public. Whether he gives the carrier his patronage or not matters little to the latter; but whether the carrier transports his property promptly and safely will, perhaps, determine whether he succeeds or fails in business. If he declines the terms proposed and refrains from shipping, he has no adequate redress. If he sues to recover his damage, he is subjected to all the delay and expense incident to such litigation, and at last recovers only what the law regards as his damage, and he himself must stand what would generally be much greater—the loss which the law deems too remote to estimate as damage. If he withholds his patronage, and attempts by this means to induce the carrier to recede from his terms, he can accomplish nothing; for his business is too small to make his patronage material, and, besides, if his property is to be transported, he must at last deliver it to the exacting carrier, for, from the nature of the business, he can rarely find any other.

In considering the relative positions of the parties, Judge Bradley thus states his attitude: He is one individual in a million. His business will not admit of his haggling or standing out, or seeking redress in the courts. He prefers rather to accept any bill of lading, to sign any paper, the carrier presents; often, indeed, without knowing what the one or the other contains. He has no alternative but to do this or abandon his business.

Incubation Period of Diseases.

The Clinical Society of London, wishing to establish a period of incubation for various diseases, instituted a series of investigations with the following results:

Diphtheria—In this disease the incubation period does not, as a rule, exceed four days and is more often two days. It may also extend to five, six and seven days. The infection may take place at any time in the course of the disease. Mild cases may spread it.

Typhoid Fever—This may vary within wide limits twelve to fourteen days, but not infrequently it is less. As the disease is usually introduced into the system by food and drink, it is not carried from one person to another, but several may get it from the same source. Contaminated water and milk is the usual cause.

Epidemic Influenza or "Grippe"—The shortest incubation period in this disease is from a few hours to three or four days. It generally strikes suddenly and without warning. A patient may carry infection throughout the whole course of the disease.

Measles—The incubation period of measles is usually short. It is counted from the date of the eruption, which decides the disease.

Mumps—The incubation period of mumps is rather long, from one to two weeks, and the chances of infection diminish daily.

Rubeola, Rotheln, or German Measles—This has a long incubation period, like ordinary measles, and its infectivity diminishes in a day or two after the rash disappears.

Variola or Smallpox—The incubation period of this disease is from one to three days.

Varicella, or chickenpox, has a period of incubation slightly longer than variola.

Good Business Maxims.

Carefully examine every detail of your business. Be prompt in everything. Take time to consider and then decide positively. Dare to go forward. Bear troubles patiently. Be brave in the struggle of life. Maintain your integrity as a sacred thing. Never tell business lies. Make no useless acquaintances. Never appear something more than you are. Pay your debts promptly. Shun strong liquor. Employ your time well. Do not reckon upon chance. Be polite to everybody. Never be discouraged, then work hard, and you will succeed.

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The above is an advertisement in the Detroit Evening News Weekly. We offered the same paper an advertisement at the same time, quoting Buckeye Rolled Oats at

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per case. The Detroit Jobbers bulldozed the paper into suppressing our advertisement.

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THESE

TEAS

And feel sure our friends will appre-
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Our ambition is to place "QUAK-
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E. A. STOWE, Editor.

WEDNESDAY, JUNE 12.

THE INDUSTRIAL IMPROVEMENT.

The continued advance in general prices and strengthening of demand seem to indicate that the industrial tide has finally turned. The first advance was in lines so generally sensitive to speculation that it was thought to be temporary; but, while there has been a reaction in these, it has been arrested at figures much in advance of starting. In the meantime all the more standard commodities have fallen into the advancing ranks and, while there have been slight reactions, the gain is generally held. An encouraging feature of the present situation is that the advance has continued until it has affected industries, and the demand for labor at improving wages has already so decidedly affected consumption as to become a positive and permanent factor in the improving conditions.

Iron is generally considered the barometer of trade most to be depended upon, as it is the least sensitive to temporary or speculative changes. The fact that with a decided advance in prices there is an increased demand is most encouraging. Many of the concerns in the Pittsburgh vicinity are having a larger output than ever before in their history, and other great steel industries are projected.

Another favorable indication is that the beginning of the advance in prices was attended by an unusual activity in the demands of labor. This is always a drag upon the wheels of industrial revival, and is sufficient to check or stop it unless the advance is based on unusually favorable conditions. That this has continued, in spite of these demands, argues well for its permanence.

Railroads and other carrying enterprises are slower to show improvement than other branches of industry. The fact is becoming more patent every day that transportation is overdone. The boats of the Erie Canal are rotting at their wharves in Buffalo and the railroads are reporting constantly lessening revenues, and more of them are passing into receivers' hands or other forms of liquidation. The truth of the matter is there are too many of them in the principal routes for the present requirements of trade, and in the most improved conditions that can be hoped for it will be a long time before they can all be supported. That the present improvement

is independent of transportation or other more speculative enterprises argues well for a solid foundation.

JAPAN AND FORMOSA.

The Japanese have met little difficulty in suppressing the rebellion in their new acquisition from China and establishing their authority in that Island. At the first show of force the officials fled and left the coast clear for the new owners. These will soon secure full possession, although China had not been able to establish her authority over much of the Island in an occupation of 200 years.

Formosa has an area nearly double that of the State of Massachusetts. Its climate is as favorable as the adjacent coast of China, while its fertility and natural resources are far greater in proportion to extent. Yet during so long an occupation the Chinese have not penetrated at all east of the high range of snow-covered mountains which separate it running north and south. This part of the Island is sparsely inhabited by untamed savages, the aborigines of this and other Pacific islands. The western portion is settled to some extent by Chinese emigrants, who find it a paradise of fertility.

Japan has some claim on this Island besides the one of might, as she was in possession of it some hundreds of years ago. It was afterward successively in possession of the Spaniards, Portuguese and Dutch, until it passed into the nominal control of China. In the present enterprising temper of Japan the last change of ownership will be important. Its proximity, favorable soil and climatic conditions will make it an outlet of some importance to the overcrowded land of flowers, and its advantages will, no doubt, be quickly exploited.

Pedestrians who put themselves in the way of bicycles, or fall under wheels and stop their progress, must be punished. Things pertaining to the wheel, if the *Figaro* can be relied upon, are managed better in France. Every pedestrian is to be supplied with a bell and a signal horn, which he shall sound on crossing a street whenever he spies a cycle on the horizon. At night the foot passenger shall carry on his breast a lantern containing a lighted candle. France shall be entirely leveled, in order to save cyclists the annoyance of hill-climbing. The tax on cyclists shall be abolished, and a tax on pedestrians shall be substituted. Any foot passenger who, by his awkwardness and want of attention, shall occasion the fall of a cyclist by allowing himself to be run over shall be liable to a fine of 100 francs, and for a repetition of the offense shall be transported to a mountainous region.

The Supreme Court of the United States has decided that a man does not have to run away when he is threatened, especially if he is on his own premises. The decision was made in the case of a resident of the Indian territory, named Beard. A neighbor, with whom he had had a quarrel, came to his house, and made threatening demonstrations with his hand in his hip pocket, whereupon Beard shot him. In the trial court the judge instructed the jury that before shooting Beard should have made every effort to get out of his enemy's way, so as to avoid trouble, and he was convicted of murder. The decision was reversed in the Supreme Court.

ADDITIONS TO THE U. S. FLEET.

The latest addition to the ships of the navy in active service is the coast defense monitor *Amphitrite*. This vessel is one of four similar monitors commenced fully twenty-five years ago. After the hulls and principal machinery of these ships were completed, work upon them was stopped for years, and was only resumed when their completion was authorized by Congress in 1887. The original plans, which provided only for iron turrets, were changed, and the vessels were provided with steel armor belts, steel turrets and the latest improved guns.

The *Amphitrite* is similar in nearly every respect to the monitor *Miantonomoh*, which was recently laid up in ordinary, after being in commission for several years. Her turrets are protected by heavy armor plating, further reinforced by armored barbettes. The main battery consists of four 10-inch breech-loading rifles and two 4-inch rapid-fire guns. The other monitors, namely the *Monadnock* and *Terror*, are also completed, and could be commissioned at short notice. The heavy coast defense vessel *Puritan* is nearing completion, lacking only some of her armor plating to be ready to be put in commission. This last-named ship will carry the heaviest armament of any of the coast defense monitors. Her main battery will consist of four 12 inch breech-loading rifles and six 4-inch rapid-fire guns. Her secondary battery will be correspondingly powerful.

With the six heavily armored coast defense vessels added to the fleet, our strength afloat will be greatly reinforced. It is the policy of the Navy Department to keep one of these vessels in commission on either coast, the others being laid up in ordinary, that is in condition for service at short notice.

The United States now has ready for service ten armored vessels, and when all the ships are completed which are now authorized, the strength of the armored fleet will be seventeen vessels. This will entitle the United States to no mean place among the naval powers.

AN INTERNATIONAL HOLIDAY.

The 18th of June will be an important date in the German calendar. During the last eight years, a canal has been dug between Kiel on the Baltic and Brunsbützel on the North Sea, a distance of some sixty miles. It is a waterway which has long been needed. The trip around the Denmark peninsula is long and often stormy. Worse than that, to the mind of the German, is the passage of German vessels through the waters of a foreign power, a condition of things now, happily, avoided. As a saver of time and distance the canal will add materially to commercial interests in times of peace, while the advantage to be gained from it in war-time can hardly be estimated.

These two facts make the opening of the canal a matter of wide-spread interest, and the occasion will be taken advantage of by the other powers for a grand display of all that is best in naval construction and equipment. Germany, of course, will not fail to do her best to impress her visitors with her greatness; Russia will be there in all her naval glory; England, so long the acknowledged mistress of the seas, will unfurl

the flag of St. George over a fleet without an equal—in England's eyes; Italy will be there, determined, at any sacrifice, not to be outdone; France, with a smile on her lips and pride for Alsace and Lorraine in her heart, will brighten the Baltic with a splendor as magnificent as it is foreboding, and the United States, a peer of the best, will do much, on that occasion, to weaken any European determination to question any doctrine, Monroe or otherwise, which the master of such an armament may bring forward.

The notes taken by the different powers on the opening of the Baltic Canal would make interesting reading and would throw much light on some of the political problems which are puzzling the brains of statesmen the world over.

The loss of the Pacific mail steamship *Colima* near Mazatlan, Mexico, on her voyage from San Francisco to Panama, appears to have been caused by improper lading or stowing of cargo. On account of the increased cost of stowing all the cargo in the hold and carefully trimming and securing it, there is a temptation, when there seems to be a prospect of fair weather, for comparatively short voyages, to run the risk of heavy deck loads or unsecured freight in the hold. The testimony of survivors indicates that such neglect was the cause of this disaster. In the lake commerce there is special temptation to such risks and many losses are to be charged to this cause. It is to be hoped that this great loss of life will call attention to the matter of properly loading vessels, and that if necessary some system of inspection may be adopted that shall prevent such criminal risks.

The Mohammedan fanaticism which prompted the outbreak of the Bedouins at Jeddah in the assault upon the European consular representatives, on account of the sanitary measures taken for the care of the Pilgrims to Mecca, is likely to serve an excellent purpose in the interest of Christian civilization in Armenia. Until this assault occurred the Sultan had plausible reasons for his position in declining foreign interference in the government of his Christian provinces; but this is such a flagrant insult to the representatives of the three governments—Russia, France and England—that his turbanned majesty will quickly be brought to a realization of the necessity of taking such action as will relieve the Christians in Turkey from the intolerable tyranny to which they have been subjected, upon the united demand of these powers.

Spain is gradually awakening to a realization of the fact that she has a serious task on hand in re-establishing her authority in Cuba. She is about sending ten battalions of troops to the Island, in addition to those already there, with another general to assist Campos. The stories of Spanish success are still being denied, and reports of the killing of famous rebel chiefs are being corrected. Official solicitude continues as to the fitting out of filibustering expeditions from the southern coasts of the United States. The prospects of a long struggle are not lessening.

Chicago physicians have secured some of Dr. Paul Paguin's newly invented serum for the cure of tuberculosis, and will give it a trial.

GENIUS AND MORAL DEPRAVITY.

Human society cannot exist without morality. Morality is the basis of the principles that produce honesty, chastity and fidelity to trusts. Morality causes human beings to respect the property, the persons and the rights of others. It causes them to esteem their own chastity, virtue and obligation to fulfill trusts and perform contracts. Without such morality, human society would be wholly disorganized; men, in their living, would fall to the condition of beasts; the most shameless and degraded licentiousness would prevail, and the only right would be the right of the strongest.

It is a favorite notion with many intelligent and law-abiding persons that education is all that is wanted to make people better, and this thought has crystallized into an expression that "Every new school opened closes a prison." This is a most serious mistake. Some of the most depraved of human creatures have been men and women of the highest education and intellectual prominence. One of the most conspicuous examples is the English poet who has just been consigned to a felon's cell for the most degrading and beastly crimes.

All effort to identify the moral faculty, which is the spiritual part of the human intelligence, with mere intellectuality must end in hopeless failure, and morality must be recognized as something apart from mere mentality, and must, therefore, stand for itself. A highly cultured man without morality can be, and commonly is, as utterly depraved as is a densely ignorant one destitute of morals, while the former is vastly more dangerous to society, because his learning and exalted position give him an incomparably wider influence for evil.

These observations suggest a mention of the researches of Prof. Cesare Lombroso, of Turin, one of the profoundest of the students of nervous and mental disorders. He has found that in many cases a high degree of mental activity and brilliance is associated with some defect of the bodily functions, just as if the excessive mental development had been at the expense of some other growth. There was also frequently a defective morality. Lombroso finds that insanity is constantly associated with deficient morality, and that when genius assumes, as it sometimes does, the forms that ally it to insanity, there is always more or less moral degradation.

Mental and moral obliquity are considered by Lombroso as the strongest evidences of the decay of the people among whom they prevail, and this proposition is made the basis of an important and very striking statement concerning modern society by a celebrated pupil of Lombroso—Dr. Max Nordau. In a volume entitled "Degeneration" he attacks the modern sensational schools of art, literature and music, criticising them with unsparing hand, denouncing the chief priests of those schools as maniacs in art and shipwrecked as to morals.

In art, Maddox-Brown, Burne-Jones and others of the pre-Raphaelites; in letters, Maeterlinck, Baudelaire, Ibsen, Zola, Swinburne and others; in music, Wagner—all come in for Nordau's scathing and bitter condemnation. Here is a criticism of Charles Baudelaire, who is classified as a type of the Diabolists:

"Baudelaire sings of carrion, maladies, criminals and prostitutes; in short, if

one contemplates the world in the mirror of Parnassian poetry, the impression received is that it is composed exclusively of vices, crimes and corruption, without the smallest intermixture of healthy emotions, joyous aspects of nature and human beings feeling and acting honestly. It is not necessary to demonstrate at length that Baudelaire was a degenerate subject. He died of general paralysis, after he had wallowed for months in the lowest depths of insanity. But even if no such horrible end had protected the diagnosis from all attack, there would be no doubt as to its accuracy, seeing that Baudelaire showed all the mental stigmata of degeneration during the whole of his life. He was at once a mystic and an erotomaniac; an eater of hashish and opium; he felt himself attracted in the characteristic fashion to other degenerate minds, mad or depraved."

This is a sample; but every criticism is a marvel of discrimination, suited to each special and separate subject. Naturally, Nordau has been violently assailed for his exhorting and severe judgments of men and their works, for every victim of his keen scalpel strikes back with all rage and fury; but they only demonstrate how deeply they are wounded, and certainly some such irresistible and deadly attack on the immorality that infests the art and literature of the day was necessary.

It would seem that modern genius had run to erotomania or sexual insanity. It is an insanity that no longer recognizes the nobility and beauty of humanity, but only its filth. There are majesty and purity in human nudity; but these are lost sight of, and only the most shocking depravity is delineated in the degraded art of this last end of the great century. It is time that it should be thrown down and cast out.

There is nothing like ridicule and satire to cure vices which no other remedy can reach. The law which forbids the circulation of depraved literature applies only to those works which display cheap and commonplace obscenity, and a lack of grammatical construction. When the names of men of genius are signed to narratives of astounding depravity and shocking immorality the law fails, and so the worst books that ever emanated from the pen are open to public gaze in the windows and on the counters of reputable booksellers.

Max Nordau is doing with his accurate scientific analysis, and with the keen scalpel of his science, for morals to-day what grim old Juvenal did with his savage satire in the days of Nero. But Nordau has something besides science. His wit is as sharp as is his surgical blade, and he dispenses it with astonishing liberality. His remarkable book could have been compressed into one-third its compass if it were not so largely devoted to classifying, cataloguing and impaling upon needles the innumerable vices of degenerate genius. His book is as much a contribution to the science of psychopathy as it is to artistic and literary criticism and to morals, and it renders a great service to virtue and to art.

The limit for the construction of the new bridge across the Hudson at New York is fixed at \$25,000,000. It will probably be a center-hinged suspension bridge.

SILVER IN MEXICO.

In the current number of the North American Review, M. Romero, the Mexican minister to Washington, has an instructive and suggestive article on the effects of the silver standard in Mexico. The writer is careful to avoid any comparisons with this country or other countries, confining himself to a simple statement of the conditions produced by silver monometallism, some of which are not, he states, in accord with his political theories.

After explaining that the conditions obtaining in Mexico are not matters of choice, that Mexico has produced during the past 400 years two-thirds of the world's output of silver and that its depreciation in other countries forced her to accept the present depreciated silver standard, he proceeds to enumerate some of the resulting advantages:

1. While other leading commercial nations have the gold standard, the silver currency encourages very materially the export of domestic products. These, being produced on the silver basis and sold in other countries on the gold basis, yield great profits, although the wages in their production are considered good.

2. The silver standard is a great stimulus in developing home manufactures, because foreign commodities have to be paid for in gold. This fact has a great influence in the building of railroads and the improving of other means of transportation, opening coal fields and developing water power. The writer states that many American manufacturing plants are being removed to Mexico.

3. While the silver coins are only worth their bullion value in other countries, the purchasing power of the silver dollar is now, on the whole, as great in Mexico as it ever was.

4. The fact that foreign commodities have to be paid for in gold operates as a protective duty against them. The writer is reluctant to admit this as an advantage, as he is not a believer in protection.

5. The fact that every gold dollar is converted into two silver dollars, when sent to Mexico, encourages the investment of capital from the gold standard countries. When that capital is invested in the production of commodities, like coffee, to be sold in gold markets, the profits are very large.

6. Before the Mexican railroads were built, the only articles that could be exported were gold and silver dollars—coining was then compulsory by law—because no other products would pay the cost of transportation. This resulted in the use of so much of the currency in payment for imports that little was left for circulation. Money was high and labor low. These conditions are now reversed. Agricultural products pay for the imports and thus there is an ample supply of money for domestic uses. This stimulates industry, maintains prices and increases the demand for labor.

7. Most of the wealthy Mexicans having fixed incomes preferred to live in Europe and spend their money there. The higher rate of exchange has reduced their incomes so materially in the gold countries that they have returned and are spending their incomes at home.

He enumerates as disadvantages:

1. Importations are considerably reduced, for reasons corresponding to the increase of exports.

2. The fluctuation in the market price of silver tends to further discourage im-

ports, as it makes their value uncertain when the time for payment arrives.

3. The reduction of imports diminishes the import duties and correspondingly reduces the revenue.

4. The national expenses are increased by the payment of the interest on the national debt in gold.

5. To meet the increased expenses of the gold obligations and the diminished import duties, it is necessary to increase direct taxation.

6. Railroads collect freight charges in silver and pay interest on their securities in gold, as well as for necessary foreign supplies.

7. The transportation of foreign products is much reduced, although local traffic has so greatly increased as to compensate that loss and leave a large surplus.

8. While the cost of the necessities of life for the poor, who do not use foreign products, is not increased, the cost to the middle and rich classes, who do use these commodities, is increased.

As a result of these conditions, there are fewer failures than in other countries. Railroad traffic is so profitable that, with but one exception, none have gone into the hands of receivers.

One of the principal causes of the financial distress in other countries is the low price of agricultural products. Some of the prices have advanced in Mexico when fixed by the value in the gold market. This is the case with coffee, for instance, which is mostly exported and commands cash in gold markets at prices nearly double in value. There is also greater stability in prices, wages, rents, etc., with a tendency to increase.

The writer sums up by saying that, in his opinion, the advantages of these conditions more than offset the disadvantages, although he would like to see silver commanding the same price as before 1873; and he thinks the world must come back, sooner or later, to bimetalism "as the only way to have a common and more stable level of values and to avoid most of the financial trouble which the commercial nations of the world are so keenly suffering."

Recent anatomical investigations prove that the gorilla has a 10-inch vermiform appendix, but no mention is made as to whether that animal suffers from the fashionable complaint of appendicitis or not. The great length of the appendix would tend to disprove the supposition that in man it is an outcome of civilization and increasing in size with each generation. The opposite theory, that the useless appendage is breeding out receives support.

Some interesting discoveries have recently been made about animal life on the Hawaiian Islands. It appears that all the land and fresh water shells are peculiar to the locality. Nor is this all: Fifty-seven out of seventy-eight species of birds and 700 out of the 1,000 species of insects do not exist in any other portion of the globe.

Populism does not seem to have produced much reform in Kansas. The State Accountant reports that the "State Board of Charities has expended funds in a reckless and unbusinesslike manner." He characterizes it as "outrageous plunder," though he does not attempt to fix the blame.

GETTING THE PEOPLE.

Art of Reaching and Holding Trade by Advertising.

Written for THE TRADESMAN.

That person who advertises a stock of clothing in so clever a manner as to keep the clerks busy and turn over the stock rapidly, undoubtedly arises early and burns the midnight oil to some extent.

Every city, town and hamlet has its numerous clothing stores, each and every one endeavoring to outsell its fellow. There is a constant rivalry between them. If one house advertises a "tearing down sale," the other publishes a "tearing up sale," and so it goes.

It has become a common thing to see in the columns of the newspapers, "Suits worth \$20, at our Closing Out Sale go for \$8." Now, you and I, and everyone else, for that matter, know this is as base a fabrication as was ever uttered—in fact, we may call it a monstrous "Ananiasism." Only the most benighted denizens of Podunkville or "darkies" Africa will, for an instant, attempt to swallow such a mouthful. And yet, in various forms and modified degrees, this means of "inveigling the unwary" is resorted to continually, and good jingling coins are paid for space in which to verbalize the falsehoods.

The truth of the matter is, the mass of the buying public is too well posted and intelligent to believe in such trash, even in the most remote and infinitesimal degree. The merchant who writes these ads. may do so with the full conviction that, so far as building up a paying and permanent business is concerned, he might do better with his "advertising money" by using it for cigar lighters. This, at least, would attract attention.

The thinking man, the man whose trade secured—plurally—builds up the solid and substantial business houses of today, never gives eye or ear to such "catch-alls." If, by accident, he reads such an advertisement, his first thought is, "What an exaggeration!" and the second—"Some 'fly-by-night' concern, without doubt."

The clothing advertiser who will win, in the end, is he who speaks absolute truth—bangs the public in the eye, day after day, with the sledge-hammer blows of rigid and unalterable truth, giving these \$20 for \$8 "Something for Nothing" falsehoods a black eye at every turn.

Here's an ad. which suggests the old story of losing one's modern fig-leaf while bathing a mile from home. The fable is old—the ad. idea is new:



TRILBY'S FELLER.

Cheaper Than Old Barrels!

Don't exhibit yourself in this costume, nor an old suit of clothes, when we are offering to a nude public an elegant

Black Cheviot Suit for only \$10

This is actual value—not a cent more nor a cent less. You will get just \$10 worth of wear and style out of it.

O'VERALL & CO.

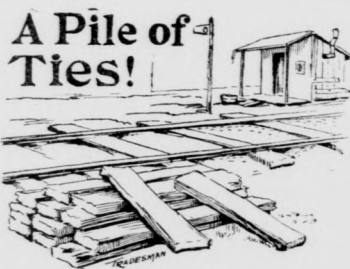
Fine Clothiers.

Illustrated advertising in the newspapers, giving close prices, values of goods and a fair proportion of details, is the most reliable and sure means of "Getting the People" into the clothing store. In

this age, of the world—which might appropriately be termed the "illustrative age"—genius and science have so improved and, by their combined efforts, cheapened the production of pictures, that their cost is merely nominal as against the benefit arising from their use.

It is to be remembered that in no other kind of business, scarcely, is so great a variety of readers to be reached and influenced by advertising. All classes make their purchases of clothing at the same place. Therefore, it will be found that advertising directed to the medium and cheaper class of trade will generally give best results. The man with money "to throw at the birds" knows what he wants and calls for it. He doesn't look for bargains—a cheap article doesn't suit him, no matter how valuable as a "wearer."

The following is an original ad. which is sure to attract the attention of all who see it. It is simple, explanatory and right to the point:



Never had so big a pile of

Gentlemen's Fine Neckwear.....

In our store before. Beautiful Colors—the Latest Shades in Bows, Tecks, Four-in-Hands and all the Novelties. We must dispose of these Ties at once, therefore, we have put them in a "pile" on the "main line," and you may have your choice at 25c each.

RHAMESES & NOTICK.

These advertisements are suitable for double or single column, and may be added to as the space will permit, and may be varied in a thousand different ways to suit the class of goods or trade desired to sell.

A bicycle is like a balky horse inasmuch as it's "here to stay." So far, this means of advertising has been neglected, and it's very surprising that such is the case, considering the possibilities of the "tricky baste," as the Irishman calls it. If I were conducting a clothing emporium, I should get up early some fine morning, before the "other fellow" got ahead of me, and rig up a nice-looking chap, with pronounced calves, in a gorgeous bicycle suit. This suit I should make bright and harmonious in color—for instance, a scarlet silk jacket with light blue knee-pants and gold or yellow hose, topped off by a fancy cap of some sort. I would sew little bells all up and down the seams of the pants and on the sleeves of the jacket, adding bright ribbons, where possible. Then I should have a banner painted with my name and address, and other brief matters of interest. Perhaps a word or two like this might help out: "Gentlemen's Bloomers in all the latest fashionable styles." I should instruct the young man to ride slowly, as closely to the walks as possible, in order to attract the pedestrians. This has never been used, to my knowledge, and he who first introduces it will be a six-time winner, until the novelty wears off, at least.

One method of advertising, which costs "nary red," is by far too much neglected

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.

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.



We are ready to show, both in the house and on the road, samples of

**Fall Underwear, Overshirts,
Yarns, Hose, Socks, Batts,
Dress Cashmeres** in 36, 38, 40, 45 in. widths
Dress Flannels, 26, 36, 50 in. widths,
**Eiderdown and Teazel Down
Flannels**,

And all at our usual Low Prices.

P. Steketee & Sons

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.

by the clothing merchant, and this is by word of mouth of the clerks. When you get a customer in the store, you should not only courteously show him that which he asks to see, but should endeavor to interest him in something else. Of course, judgment must be used as to when to do this so as not to lose the sale of what he really wishes to buy. This kind of advertising sells a "heap of goods," besides making the clerk vastly more valuable to his employer.

The subject of window display for the clothier and furnisher is one of much interest and overflowing with possibilities to the ingenious advertiser and window dresser. This branch will require a separate article at some future time.

Let me caution the merchant or advertising man of the house not to exhaust all his "ammunition" during the first day's battle with competition. Keep sufficient in reserve to bang away at the enemy's intrenchments with a new kind of shot each day or week, until such time as the "brain-wagon" brings up new supplies. By this means, your ads. will never become stale or lose their "battering" power against the rocks of novelty and newness employed by your rival clothiers. FDC. FOSTER FULLER.

A fellow got a licking the other day for being too familiar with another fellow's fiancée, and when he tearfully explained that he had known her for the last thirty years, she took a hand in it and nearly scalped him.

A penny-in-the-slot restaurant, invented by an Italian and now in use at the Berlin Exposition, in one Sunday recently sold 2,700 sandwiches, 9,000 glasses of wine and 12,000 cups of coffee.

REPRESENTATIVE RETAILERS.

G. M. Harwood, for Nineteen Years a Petoskey Druggist.

Guy M. Harwood was born at Mottville, Onondaga county, N. Y., March 19, 1854. He attended the common school of his native place from the age of 6 to 13 years, when he entered the educational institution at Skaneateles, where he remained until 18 years of age. He then went to Syracuse, where he worked a year in a drug store, after which he devoted a year to the hotel business in the positions of clerk and superintendent. He then removed to Linden, Mich., where he formed a copartnership with a gentleman named Moody and opened a drug and grocery store under the style of Moody & Harwood. A year later they parted company, Mr. Harwood removing the drug stock to Petoskey, where he conducted a pharmacy for nineteen consecutive years, disposing of his stock about two weeks ago in order to devote a few months to the recuperation of his health. In 1879 Mr. Harwood erected a two-story and basement brick building, 25x60 feet in dimensions, which property he still owns. He is, also, the owner of a half interest in the opera house and has managed to accumulate other property of a desirable character.

Mr. Harwood was married in January, 1876, to Miss E. A. Clark, of Linden, who has borne him two children—a daughter, who died a year ago at the age of 15, and a boy now 12 years of age.

Mr. Harwood was First Vice-President of the Michigan State Pharmaceutical Association in the early days of that organization, and on the occasion of the annual meeting being held at Petoskey he

served as Local Secretary in a highly acceptable manner. He is a member of the Royal Arcanum and possesses the respect and friendship of all with whom he comes in contact, either in a business or social way.

The Invention of the Telephone.

In a recent address Prof. Hughes says it is 30 years since his first experiments with a working telephone. In 1865, while at St. Petersburg fulfilling a contract with the Russian Government for the establishment of his printing telegraph instrument upon all their important lines, he was invited by Emperor Alexander II to give a lecture before the royal family, which he did. As he wished, however, to present not only his own telegraph instrument, but all the latest novelties, Prof. Philip Reis, of Friedricksdorf, Frankfort-on-Main, sent to Russia his new telephone, with which Prof. Hughes was enabled to transmit and receive perfectly all musical sounds, and also a few spoken words, though these latter were rather uncertain; at moments a word could be clearly heard, and then from some unexplained cause no words were possible. This instrument was based, Prof. Hughes states, upon the true theory of telephony, and contained all the necessary organs to make it a practical success. Its unfortunate inventor died in 1874, almost unknown, poor and neglected, but the German government has since tried to make reparation by acknowledging his claims as the first inventor, and erecting a monument to his memory in the cemetery at Friedricksdorf.

"My opponent," shouted the attorney for the defense, "has seen fit, in the course of this case, to make remarks distinctly derogatory to my character as a man and a citizen. I wish to inform him right here and now that his puerile performances can only be compared to a comma bacillus making faces at the solar system."

One Man's Idea of Leaders.

Correspondence Dry Goods Reporter.

A friend of mine is in business in a town which knows the fiercest kind of competition. The past year has been an especially trying one to most merchants, yet this party has made money and established a reputation among drummers as the best merchant in his part of the State. I am compelled to attribute to him a keenness for bargains, yet I know that his blunders are very apparent, as are every merchant's. This party makes himself the talk of the community by advertising cambric linings at 1 cent per yard. Cheap advertising, when you consider it; 3½ cents less 1 cent is 2½ cents. Fifty times 2½ cents is \$1.25, the loss on each piece of cambric. One hundred pieces a year is only \$125; 200 pieces is only \$250. Not very much for advertising when you are selling \$75,000 to \$100,000 per year. This is one extreme; here is another: A serge that cost him 42½ cents he is getting 80 cents for. In these two facts you have a whole volume on up-to-date merchandising. This merchant secures attention by offering a well-known article at an astonishingly low price. He selects one on which he can lose money. He advertises it thoroughly. He gets the people to his store, and when he gets them there "gets back at them" by selling a French serge at almost 100 per cent. profit.

Pardon an allusion to myself. When in a general retail store I had handed me a memorandum of groceries by a party whose trade I was anxious to secure. It was for a barrel of this and a box of that, a very nice order indeed. I was informed that six different stores would be given a copy of the memorandum and whoever figured the lowest would secure the order. He knew approximately the cost of sugar, so I quoted him this article at a price that surprised him. I got my profit on stuff which he wasn't acquainted with quite so well. The result was that I got his order and a profit of 17½ per cent., a very good transaction, inasmuch as I used the fact to advertise my grocery department.



We are a live, progressive firm who always keep in the swim with the finest goods in market--not selling them "at cost" or at "factory prices," but guaranteeing you Full Value for price asked every time. Send us your orders. PUTNAM CANDY CO.

INCIDENTS OF TRAVEL.

Written for THE TRADESMAN.

No scenery through which our railroads pass is half so interesting as the scenery within the coach—the fellow traveler by our side. If we see remarkable phases of nature outside, we see still more remarkable phases of human nature inside. We find ourselves unconsciously studying the new faces and reading there many a history, which, doubtless, considering our limited supply of material, would prove to be, on the whole, quite accurate.

In other gatherings there is generally a community of interest, I mean of temporary interest, as at a theater or a lecture, and we know the probable motive controlling them; but in a railway coach are gathered people whose interests are not only widely different, but wholly unknown to us, and whether they have started to take a trip around the world or only a half day's journey, we cannot even guess. We know that some dominating thought is in the mind of each, for, except to the business man who daily employs this mode of travel, a trip means something out of the everyday line of affairs. But what the controlling thought in the mind of each one is we do not know. Whether the one who sits beside us is going away in pursuit of pleasure or of health, whether another is a banker or a bank robber, we are left to conjecture. We do not know the eager longing of some nor the sickening dread of others to reach their destination. However fast the train may speed along, it is not fast enough for someone in that coach who has had summons to the dying. Another feels that it is merciless in its speed, so fast does it separate him from the loved ones he has left behind. I think it may be this lack of knowledge concerning our fellow passengers that gives us such a sense of isolation and loneliness and prompts us to arrange to travel in company with someone with whom, even, we may have a very limited acquaintance.

In speaking of the interesting study of character through these strange faces upon a railway train, I know no surer way to discover the selfish and the unselfish than to have a crying child on board. How differently people are affected by it. Even women, in whom the motherly instinct would prompt to pity and helpfulness, I have seen look back with withering censure to the poor mother who was doing all she could to get the child still. I say "all she could"—I mean all she knew how to do, for the practice of jumping and tossing a child to get it to stop crying is, I think, not only useless, but positively cruel. How would we like to be treated that way for a violent headache? Often the child is crying, I dare say, from fright. Out of the quiet nursery into the noisy car, and with strange faces all about them, is it any wonder that they are afraid? I once knew a man who was traveling one night, and on board was a tired mother with a tired baby. The child cried and men and women looked and frowned. Some wanted to sleep but could not. At last, this large hearted man took pity on this tired mother, and politely asked her if she would allow him to relieve her and get the baby to sleep. Away from the nervous mother, the child went at once to sleep. He sat and held that sleeping child and let the mother rest, and when, at last, he returned it, still asleep, to the

mother, he said he should never forget the look of gratitude that was upon her face. It was a brave and manly act.

But I never realized so fully the easy tendency we fall into to philosophize upon the virtues and vices of mankind, to analyze and criticize, to admire and censure, as I did in returning, the other day, to our beloved city. Nowhere is seen more clearly than in a railway car the worst and the best of human nature. Because no one dreams that his manner is being noted by those around him whom he does not know, and whom he never expects to meet again, we see the selfishness and self-importance of some, we notice others timid and shrinking and in need of someone to make elbow-room for them. And this reminds me of the young man in the car, the other day, who sat alone in one seat and used another for his feet and overcoat. Passengers came in and looked wishfully but did not venture to ask him to turn the seat for them. He evidently believed that his ticket, together with his good looks, entitled him to extra accommodations. In front of me sat two Sisters of Charity, in their black and curious attire, devoutly reading their prayer books and scarcely looking up during the whole trip. I thought, "How much good these saintly women might do if they would exchange their somber and unbecoming garb for a style more attractive and less conspicuous." I have seen so many pretty faces

GRINGHUIS'
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

INVOICE RECORD OR BILL BOOK.

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

TRADESMAN COMPANY,

Agents,

Grand Rapids, - - Mich.

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.

THE MICHIGAN BARREL CO.

GRAND RAPIDS, MICH.
MANUFACTURERS OFBus'el Baskets, Cheese Boxes,
Bail Boxes, Axle Grease
Boxes, Wood Measures.

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.

The Bradstreet Mercantile Agency,

The Bradstreet Company, Props.

Executive Offices, 279, 281, 283 Broadway, N.Y.

CHARLES F. CLARK, Pres.

Offices in the principal cities of the United States, Canada, the European continent, Australia, and in London, England.

Grand Rapids Office, Room 4, Widdicomb Bldg.

HENRY ROYCE, Supt.

DECOY FLY PAPER.
Manufactured by
DETROIT FLY PAPER CO.
DETROIT, MICH.
U. S. PATENT, OCT. 28, 1899
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 every-
body.Every box guaranteed
by the manufacturer.Costs no more than com-
mon fly paper.

They all say

"It's as good as SAPOLIO," when they try to sell you their experiments. Your own good sense will tell you that they are only trying to get you to aid their new article.

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

beneath those ugly bonnets with the white and ghostly muslin closely fastened to the face, and what a pity it is that they cannot have a more cheerful religion that believes in the sacred ministry of beauty, not only of the mind, but of the body.

As I said, we have a chance to see all phases of human nature—the worst and the best. I saw a boy with an honest face and a ragged overcoat buy two apples for five cents and slyly give them to two other boys whose mother had been looking into the newsboy's basket but did not buy. Perhaps this boy was himself hungry, but, as I watched that simple act of kindness, I said to myself, "Royalty is not always clothed in purple and fine linen and many a royal head goes uncrowned to the grave."

But how shall I describe that child mother, that Madonna, who sat beside me and shared with me a seat—a face so beautiful with its light and color, with its perfect outline and fine intelligence, that it has been before me like a beautiful vision ever since. We fell into easy conversation and she told me that the child that she held upon her lap was hers and that she herself was not yet 17. A wife and mother and not yet 17! But what did she care for theories—and facts, too—against too youthful marriages and its deleterious effects upon offspring, with that beautiful child looking up into her happy face? And why need I care for such theories, for the time being, when I saw mirrored in that face, not only perfect happiness but perfect health. She was tastefully dressed and they three—the husband occupied another seat—were going to their new home in Iowa. She was a blonde, with the most beautiful complexion I have ever seen. Her hair was golden and her eyes were large, dark and beautiful. She was tall and regal robes would have well become her. The look of joy and motherly pride upon her face a queen might envy. The child, too, was beautiful and strong, and I thought, "Love is, indeed, the great elixir of life, and a mother's love for her child makes even a plain face radiant." H. A. R.

The average traveling salesman is not a clam. The duties of his position necessitate qualities that every Tom, Dick or Harry does not possess. Like the poet, he is born for his particular vocation, and no man can become a truly successful traveling salesman by artificial training alone. The qualities that bring success must be a part of the nature of the man. The traveling salesman is a great institution, and it pays every merchant to cultivate his acquaintance. As he journeys from place to place and meets many well-informed business men, he obtains a fund of information of which the merchant would do well to take advantage. He knows what are the latest styles in his line; he can tell what the large city stores are doing; he is acquainted with the latest movements of the trade, and he understands the situation of the markets akin to his line of business. He is, generally, able to give hints about clever advertising schemes in vogue in other sections, and is most always able to mention some incidental item that is beneficial to the merchant. Don't be afraid to interrogate him, as it rather hurts his vanity if his fund of knowledge does not have frequent requisitions made upon it by the merchants upon whom he calls.

Thirty-one Additions During May.

GRAND RAPIDS, June 9—The following new members joined the Michigan Knights of the Grip during the month of May:

ACTIVE.

C. G. Eakin, Crawfordsville, Ind.
C. W. DeYoung, Grand Rapids.
A. Kuppenhimer, Grand Rapids.
Geo. T. Brown, Sea Cliff, N. Y.
Geo. S. Brush, Detroit.
R. D. Mead, Manistee.
W. S. Budge, Fremont.
C. W. Shaw, Cassopolis.
C. F. Des Camp, Detroit.
M. E. Frame, Clayton, N. Y.
D. R. White, Grand Rapids.
Carl Potter, Chicago.
W. H. Stevens, Marblehead, Mass.
E. E. Stutzman, Goshen, Ind.
A. J. Carleton, Richmond.
Hugh Lyons, Lansing.
W. B. Wood, Detroit.
John E. Hill, Ovid.
A. H. Ayers, Howard City.
H. A. Bartlett, Flint.
M. B. Field, Detroit.
Chris. Kielhorn, Chicago.
A. A. French, Baltimore.
E. M. Tyler, Grand Rapids.
W. A. Monroe, Grand Rapids.
HONORARY.
Sydney Steele, Grand Rapids.
E. E. Whitney, Plainwell.
Dr. L. B. Bartlett, Charlevoix.
J. B. Kelley, East Jordan.
Geo. F. Bow, Kalkaska.
W. J. Call, Mancelona.
GEO. F. OWEN, Sec'y.

A Milan correspondent writes: W. S. Frisbey came to this town six weeks ago and put up at the Commercial Hotel, where he has since boarded. He is a civil engineer and is here for the purpose of making maps for an atlas of Washtenaw county and taking orders for the same. That part of his work he has done in an apparently satisfactory manner, but it appears that he also has had a penchant for appropriating other people's property, which finally terminated in his arrest on complaint of Charles L. Lawton, a commercial traveler of Grand Rapids, who lost a mileage book and a handsome leather case sometime ago at the Commercial Hotel. During Frisbey's absence a search warrant was taken out and his room searched, and not only were the mileage book and the case found among his belongings, but also several other mileage books, several boxes of cigars, etc. The cigars he claimed he bought of Irve Vescelius, a hostler at Hooker's livery stable, connected with the Babcock Hotel. They proved to be the property of the Plymouth Tobacco & Cigar Co., and had been stolen from that firm's wagon in town that very day. Later, Frisbey owned to having stolen the cigars himself, but in the meantime Vescelius had been arrested. He was, of course, immediately discharged. The mileage books were issued to different persons and are probably the property of traveling men, patrons of the Commercial Hotel. After having been caught so nicely, Frisbey owned up to everything, even to the stealing of a gold watch from the landlord's daughter about three weeks ago, and which he sent to his wife in Indiana.

Must Charge More.

The merchant who grants credit must, as a consequence, charge more for the shoes extended on "trust" than if he received spot cash for them. This is required because he cannot do otherwise. When he extends credit he incurs a risk of not receiving a remittance, because it sometimes occurs that debtors will not pay their debts. Therefore, he must make up the deficiency caused by bad debts by charging a little more to credit customers.

THE STAR CLEANER AND FABRIC RENOVATOR

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

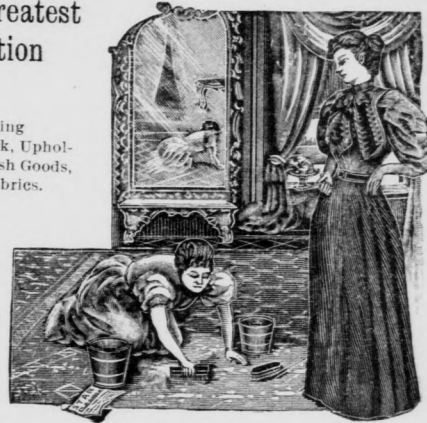
Manufactured Expressly for Cleaning Carpets, Rugs, Curtains, Glass, Woodwork, Upholstered Articles, Woolens, Silks, Satins, Plush Goods, Hats, Kid Gloves and all kinds of Fine Fabrics.

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.



SHE USES

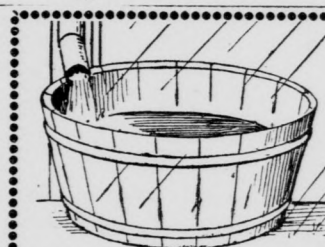
CONCORDIA SOAP

SOLD BY ALL GROCERS.

Manufactured by

G. R. SOAP WORKS

See TRADESMAN'S QUOTATIONS.



Catching Rain Water

is a familiar practice in sections where the regular water supply is too hard for use. Its softness and purity make it very desirable on wash day. The same results can be derived by using

OAK LEAF SOAP.

It makes the hardest water soft, makes the clothes white without injuring them, and reduces the labor of washing one-half. Ask the grocer for it.

OLNEY & JUDSON GROCER CO.,
Wholesale Agents, Grand Rapids, Mich.

LEMON & WHEELER CO.

WHOLESALE GROCERS

Grand Rapids

CHAS. A. MORRILL & CO.

Importers and Jobbers of

TEAS

21 LAKE ST., CHICAGO, ILL.

STRAPPED!

Written for THE TRADESMAN.

That's what Josh Whitman said one morning when he went into the house and threw himself into the big rocker by the window. "I'm completely strapped and I may as well own it first as last. I thought, the first of the month, I should be able to stave it off a little longer; but I can't do it and I might just as well give up first as last. I'm strapped and that's all there is to it."

"What's the matter now?" asked his wife, coming from the pantry with the flour clinging to her hands. "Has Higley been at you again for his money?"

"That's just it. I thought, when I gave him the mortgage, that that would satisfy him, but he's more determined than ever. I've played my last card and everything has got to go."

"Yes, if that is the best; and so all we have to do is to go right on, just as we are going, you with your work in the store and I with my bread, and, by that time, something else will come to both of us; so don't let's worry. (There's Swansey coming with his butter. Pull up the corners of your mouth a little—it isn't any affair of his—and send him home thinking there never was another quite so good a storekeeper in the world as you and that the Northwood store is the only one worth trading at.)"

The mouth corners went up according to directions and Swansey was correspondingly affected. The butter was a prime article—fresh June butter from Mary Swansey's dairy was worth five cents a pound extra just to look at—hard as a rock on that warm summer day, and, when Josh got through praising it, he forgot all about the impending ruin. When it again came back to worry him, it was dinner time; but that cheery wife of his, who wouldn't let anything worry either herself or him, if she could help it, had just the kind of dinner that he liked, so that he didn't hurry right back as soon as it was eaten, and so it happened that the children went off to school and left them to themselves.

"How much is that mortgage, Josh?"

"Five hundred dollars."

"You think there isn't any use in your going to see if you can put Higley off?"

"Not the slightest; and the worst of it is, deary, there aren't so many goods on the shelves as he thinks there are and there'll be the old Nick to pay when he finds it out."

"You didn't do that, Josh?"

"What?"

"Lead him to think that you had more stock than you have?"

"Why, everybody does it."

"Then 'everybody's' dishonest, my Josh among the rest. That I don't like. What's in those rooms over the store?"

"Nothing. Why?"

"We must do something to straighten this matter out, and I don't know of a surer way than to lessen our expenses. How many rooms are there?"

"Oh, I don't know. Snyder lived there, you know. They had the two back rooms upstairs; but gracious, Susan, we can't live in that hole, broiling in the summer and freezing to death in the winter. So don't bother your head with that. The only thing I can think of is to see if I can't get Clerk Smith to lend it to me for a while. He has it and he might just as well let me have it as to have it lying idle in the bank."

"You'd think so, but he wouldn't, and I wouldn't. Don't ask him just yet, anyway. I think you had better go to Higley and tell him, out and out, just how the matter stands. Be honest with him and I believe it'll make all the difference in the world."

"You don't know Higley, Susan."

"Then you won't go?"

"No, I don't think I shall."

"Then I will; and I'll go this afternoon." And, in spite of protest, Susan Whitman, a half-hour later, tapped at 'Squire Higley's office door.

"I've come on my own responsibility, 'Squire Higley, to see if I can't induce you to postpone the foreclosing of that mortgage."

"Why, the fact is, Mrs. Whitman, I need the money, and, in addition to that, I've got tired of asking Josh to keep up the interest. He said he only wanted the money 'until he got a chance to turn around'—that's the way he put it—but he doesn't seem to have 'turned around' yet, as he hasn't paid a cent of interest, and he's had the money going on five years. The last time he talked with me about it, I told him I must have it; and I guess, Mrs. Whitman, I shall have to keep my word. It's the only way to make Josh keep his, I find."

"What you want, then, is your interest and the assurance that the principal is safe?"

"That's all."

"Then let me tell you, 'Squire Higley, that the surest way to get both is not to foreclose this mortgage now. I might tell you why, but I would rather not just yet. What I will say is that, if you will not push the matter, I myself will see that the interest is paid, and I think something can then be done with the principal. Let it run for a month. We can all see by that time what can be done and, with that for a basis, can make our plans accordingly."

"A month, you say?"

"Yes, a month. This is the 29th. The first will be day after to-morrow, and when next month begins, my husband or I will see you."

"Very well, Mrs. Whitman, it shall be as you say." And she went away with a mental, "All right so far," and the 'Squire said to himself, as the catch clicked behind her, "I'm going to get my money, no mistake."

From the 'Squire's place of business Mrs. Whitman went to the store. It was a building common enough, years ago. It stood with end to the road—the village was not large enough to have streets. It was built at a time when Grecian architecture swept the country, its four stout pillars giving it a patrician air, even when utility had fastened a piazza to them at the second story. In the early days, when Sam Heath "run the store," he and his family occupied all but the store room; but, when he sold out, the new proprietor lived in a separate house, a custom followed by each successive storekeeper. Mrs. Whitman thought of this after her interview with the money lender, and she proceeded at once to see if her idea was at all practical.

Of course, the rooms were in a wretched condition, but she had expected that. What she was after was to find out if they were, or could be made, habitable. To her delight, in certain ways the rooms were better than where she was living and in no way inferior.

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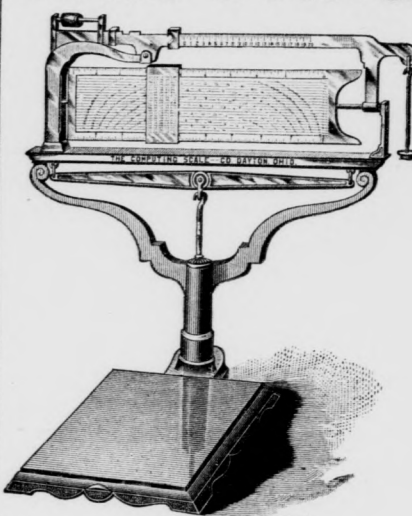
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Josh heard her rummaging and rushed up the first chance he could get.

"How'd you make it?"

"All right. He will put it over for a month; and everything will depend on what we do in the meantime. I told him we would pay at least a part of the interest. You didn't tell me that not a cent had been paid since the money had been borrowed! Why didn't you, Josh?"

"Oh, I knew you wouldn't understand such things—women never do—and I thought Higley knew he'd get it sometime and so I just let it go. What you doing up here, anyway?"

"Seeing what the size of these rooms is. I should think this room is all of fifteen feet square, shouldn't you? Just measure it with that pocket measure you always have with you. Yes, I thought so. Never mind about the others. Let's go out where the kitchen used to be. The pump won't work, although it doesn't seem to be much rusted. Pump a little, while I pour in some water from the fire-barrel. There—that's all right! Now, open that window over there for a little air and then sit down—you left Tom in the store, didn't you?—and I'll tell you what I've been thinking about.

"So long, Josh, as you owe a single cent, you can't afford to be paying two house-rents. Fifteen dollars is too much, anyway, for that house, and we'll move in here day after to-morrow, and, instead of paying that fifteen dollars to Sackett, I'll take it over to the 'Squire. The interest is really all he cares for, but, Josh, we want to do more than that. I don't care if the times are hard—there isn't any good reason why we can't do considerable towards reducing that five hundred dollars and lifting that mortgage by a year from now."

"Well, all there is about it, we can't live up here, Susan; the sun would roast us alive."

"If we stay where we are, 'Squire Higley will do the roasting and I rather stand my chances with the sun; but we're not going to suffer. Just feel this breeze now; and you know that that sitting room of ours is always like an oven from June till September. How much do you pay Tom?"

"Fifteen dollars a month. You're not going to cut his head off, are you?"

"A penny saved is a penny earned," any day, and I don't know any better way to earn it than to let Hal go in there the first of the month and do what he can. He's as old as Tom and as stout, and, so far as his school is concerned, I'll see that he doesn't lose anything in the two weeks he'll miss at the end of the term. He's up in his work and can go in for his examinations with the others. If worst comes to worst, I'll take his place that last week. That'll be a saving of \$30 a month, and that will do something, in the course of a year, towards reducing the five hundred dollars. What do you say?"

"Say? I'm willing; but, now that you've fixed your and Hal's \$15, where do I come in?"

"I was going to let you go free, but, since you are going to feel so bad about it, I'll let you help move, for I'm determined that it shan't cost us a dollar. Let's begin now," and, suiting the action to the word, she tossed through the open window some of the broken box covers lying all about her.

"Here, now, you hold on," said Josh; "that part somebody else can do just as

well as you can, and you'd better save your strength for something else."

"All right," was the cheery answer; "but remember that we're to be in here day after to-morrow, and that clearing out these rooms is the first thing to be done."

"Day after to-morrow it is, then!" And, without a minute's delay, the rest of the rubbish began to follow the bits that had gone before. "If that interest gets paid in four months, by Susan's planning," communed Josh with himself, with the flying dust almost hiding him, "what sort of a chump must I be, I should like to know, if, with this store on my hands, I can't knock thunder out of a five hundred dollar mortgage in less than no time! We'll see!"

Don't undertake to tell me that what we call "the inanimate" does not take an intelligent part in the concerns of human life—I know better. This very instance proves to the contrary. The minute that the Whitmans got started on the right track, what did the weather do but shift right around from the coldest, rainiest, wretchedest weather that ever scandalized what ought to be one of the pleasantest months of the year, and, with the brightest of suns and balmiest of breezes, and the superlative of everything else delightful, favor the moving in every possible way. And when, on the evening of the first day of the month, neat, trim, pretty Mrs. Whitman tinkled her little silver tea-bell over the banister, you wouldn't have dreamed that moving had ever been thought of, and that only a few hours before chaos had reigned, where now was to be seen the ruling only of "heaven's first law." There wasn't a thing broken; there wasn't a garment torn, and, if there ever was a stovepipe on its good behavior, it was that one which Josh Whitman and his son Hal put up in that long-unused back kitchen. The front parlor carpet fitted exactly and the others—well, they simply went right down without a bit of fuss—Hal hadn't the least trouble with them. But a curtain, with its fastener, felt forced to exhibit the pigheadedness of its race, and was as ugly, for a while, and rebellious as the whole stupid tribe can be; but it was promptly frowned upon by the inanimate nature about it, and so, by furnishing an exception to the rule, confirmed the existence of that "pure cussedness" so often attributed to inanimate objects.

From that time on the unrest caused by the mortgage ceased. On the first of the month, Mrs. Whitman took over, not \$15, as she had said she would, but \$50; and it doesn't require a course in mathematics to tell how long it took, at that rate, to pay off the interest and lift the mortgage. That ought to have satisfied the woman, but it didn't; and it wasn't until Josh became urgent about moving again that the determined little woman took his breath away by a single sentence: "When I move again, Josh, I shall move into a home of my own!" After he'd put that into his pipe and smoked it a while, she went on: "There isn't really any need of living anywhere else, of course, but, if we had been as decided about it, years ago, as we are now, we would not be living here now. Paying off this mortgage has opened the eyes of both of us. It has mine, anyway, and, now that we are out of debt, we can turn that money over a good many times in the course of a year."

So she went on with her plans, and Josh



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listened and wondered. The result of it all was that the store became livelier than ever. "They" began to talk about it and it got so that not only a wider circle of farmers began to come to it, but folks at "the Center" got into the habit of driving over to Whitman's to do their trading; and, finally, it got so that "the only store 't was worth anything in a good bit o' country was Whitman's over to Northwood." Whatever custom came remained, and it came to pass that, in due time, there was a fine residence lot deeded to "Susan;" and after another while there was a comfortable house built upon on it; then, one happy Christmas when the children—pretty large children by this time—came from school and college for the holidays, there was a "Hanging of the Crane" in the handsome, well-furnished house.

—A new star just sprung to birth,
And rolled on its harmonious way
Into the boundless realms of space."

When it was all over, when

"The lights were out and gone were all the guests."

John Whitman, with his arm around the little woman who had planned it all, said, as he kissed her, "She will do him good and not evil all the days of her life;" and she, returning his endearment, answered, "And what a great pity it was that she was not allowed to begin until he was forced to acknowledge himself 'strapped!'"

STEPHANOFF.

THE MOON'S STORY.

I do not think there is any chapter in modern science more remarkable than that which I here propose to describe. It has, indeed, all the elements of a romance. I am to sketch an event of the very greatest moment in the history of this universe, which occurred at a period of the most extreme antiquity, and has been discovered in the most remarkable manner.

The period of which I write is far more ancient than that of the Pyramids of Egypt, or of any other monuments erected by human effort. It is even more early than that very remote time, hundreds of thousands of years ago, when man himself first came upon this globe. Our retrospect has to pierce right through those vastly protracted cycles which the geologists have opened up to us. We speak of a period long anterior to the ages during which our continents were being sculptured into their present mountain chains and river courses. We have to look through those periods still earlier, when great animals, long extinct, flourished on this earth. The time of which I write is more remote than that very remarkable epoch in earth history during which the great coal forests flourished. It is earlier than the supreme moment, countless millions of years ago, when living organisms first became inhabitants of this globe. Even here, however, our retrospect must not stop. We have yet once more to look back through certain anterior periods to a time when our earth was in its earliest youth. The chapter of history about which I am now writing is, indeed, in the very dawn of things terrestrial.

It might be thought that it would be utterly impossible for us to learn anything with regard to what took place at a time so immeasurably anterior to all sources of tradition, and, indeed, to all the ordinary channels for obtaining knowledge by observation. It, however, fortunately happens that the darkness of this early period is illumined by a bright and steady source of light which will never deceive us if only we will follow it properly. Our trustworthy guide is to be the pen of the mathematician, for it is well known that, unless we are going to dispute the fundamental proposition that two and two make four, we cannot impugn the truths which mathematics disclose. This science knows no boundaries of space. It recognizes no limits in time. It is ever ready for discussing operations which take place either in the millionth part of a second or in the lapse of un-

counted millions of centuries. The processes of mathematics are alike available for tracing out the delicate movements in the interior of a molecule not one millionth part of the size of a grain of sand, or for investigating the properties of space so vast that the whole solar system only occupies an inconsiderable point by comparison. Let us, therefore, see what this infallible guide has to teach us with regard to that momentous epoch in the history of our system when the moon was born.

Our argument proceeds from an extremely simple and familiar matter. Every one who has ever been on the seashore knows the daily ebb and flow of the waters, which we call the tides. Long ere the true nature of the forces by which the moon acts upon the sea was understood, the fact that there was a connection between the tides and the moon had become certainly known. Indeed, the daily observation of a fisherman or of any one whose business was concerned with the great deep would have taught him that the time of high water and the time of full moon stood at each place in a certain definite relation. The fisherman might not have understood the precise influence of the moon upon the tides, but if he had observed, as he might in some places, that when the moon was full the tide was high at 10 o'clock in the morning, it would be perfectly obvious to him that the moon had some special relation to this ebbing and flowing of the ocean. Indeed, we are told of some savage race who, recognizing that the moon and the tides must be associated, were still in some considerable doubt as to whether it was the moon which was the cause of the tides, or the tides which were the cause of the moon.

The ebbing and flowing of the tide opens up this chapter in remote history, which we can now explore, mainly by the help of the researches of Prof. George Darwin; for, as the tides course backward and forward, sweeping to and fro vast volumes of water, it is obvious that the tides must be doing work—in fact, in some places the tides have been made to do useful work. If the water, as it rises, be impounded in a large reservoir, it can be made to turn a water wheel as it enters, while another water wheel can be driven as the reservoir empties itself a few hours later. Thus we produce a tidal mill. It is quite true that, so long as coal remains tolerably cheap and steam power is consequently readily available, it is not often possible to employ the direct power of the tides in an economical manner. For our purpose it is merely necessary to note that, day after day, week after week, year after year, the tides must be incessantly doing work of some kind or other.

Every practical man knows that a certain quantity of work can only be done by the expenditure of a certain quantity of energy. He also knows that there is in nature no such thing as the creation of energy. It is just as impossible to create out of nothing the energy which should lift an ounce weight through a single inch as it would be to create a loaf of bread out of nothing. If, therefore, the tides are doing work, and we have seen that they undoubtedly are doing work, it follows that there must be some source of energy on which the tides are enabled to draw. A steam engine is able to put forth power because of the energy developed from the coal which is continually supplied to the furnace. But where is the equivalent of the coal in the great tidal engine? We might at first hazard the supposition that, as the moon is the cause of the tides, so we must look to the moon to provide the energy by which the tides do their work. This is, however, not exactly the case. The match which lights the fire under a steam boiler is in one sense, no doubt, the cause of the energy developed; but we do not, therefore, assert that the power of the engine is derived from the match. It comes, rather, from the fuel whose consumption is started by the match. In like manner, though the moon's attraction causes the tides, yet it is not from the moon that the tidal energy is drawn. There is only one possible source for the energy necessary to

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IT REACHES THE PEOPLE.

sustain the tides. Every one who is conversant with mechanical matters knows the important duty which the flywheel performs in a mill. The flywheel, in fact, may be considered as a reservoir into which the engine pours the power generated with each stroke of the piston, while the machinery in the mill draws on this accumulated store of power in the flywheel. If the engine is stopped, the flywheel may yet give a turn or two, for the energy which it contains may be still sufficient to drive for a few seconds the machinery throughout the mill. But the store of energy in the flywheel would necessarily become speedily exhausted and the flywheel come to rest unless it were continually replenished by the action of the engine.

The earth may be regarded as a mighty flywheel which contains a prodigious store of energy. That energy is, however, never added to, for there is no engine available. If, however, no energy were withdrawn from the earth, then the globe would continue to spin round its axis once every twenty-four hours, forever. As, however, the tides need energy to get through their work, they abstract what they require from the store which they find at hand in the rotation of the earth. Next time you see the tides scouring up and down a river, you may reflect that the power which impels that mass of water to and fro has been obtained solely at the expense of the spinning of our globe. Indeed, the little child who digs a moat in the sand, which is filled by the rising tide, affects, to a certain extent, the revolution of this earth about its axis.

This withdrawal of energy from the earth is incessantly taking place along almost every coast. From day to day, from century to century, from æon to æon, energy is daily being withdrawn and daily wasted, never again to be restored. As the earth has no other means of replenishing its stores, the consequence is inevitable. The quantity of energy due to the rotation of the earth must be gradually declining. Stated in this way, perhaps the intimation is not very alarming, but, placed in other words, the results at which we have arrived assume the more practical expression that the tides must be gradually checking the speed with which the earth turns round. The tides must, in fact, be increasing the length of the day. In consequence of the tides which ripple to and fro on our shores, and which flow in and flow out of estuaries and rivers, to-day is longer than yesterday, and yesterday is longer than the day before. I may, however, admit at once that the change thus produced is not very appreciable when only moderate periods of time are considered. Indeed, the alteration in the length of the day from this cause amounts to no more than a fraction of a second in a period of a thousand years. Even in the lapse of ordinary history, there is no recognizable change in the length of the day. But the importance of our argument is hardly affected by the circumstance that the rate at which the day is lengthening is a very slow one. The really significant point is that this change is always taking place, and lies always in the same direction. It is this latter circumstance which gives the present doctrine its great importance as a factor in the development of the earth-moon system.

We are accustomed in astronomy to reason about movements which advance for vast periods in one direction, and then become reversed. Such movements as this are, however, not the real architects of the universe, for that which is done during one cycle of years is undone during the next. But the tides are ever in operation, and their influence tends ever in the same direction. Consequently the alteration in the length of the day is continually in progress, and in the course of illimitable ages its effects accumulate to a startling magnitude.

The earth now revolves on its axis once in twenty-four hours. There was a time, millions of years ago, very likely, when it revolved once in twenty-three hours. Earlier still it must have spun on its axis in twenty-two hours, while this succeeded a time when the day was only twenty hours. The very same ar-

guments applied in those times which apply at the present, so that, if we strain our vision back into the excessively remote past, we find the earth spinning ever more and more rapidly, until at last we discern an epoch when the length of the day, having declined to eight hours and seven hours, had at last sunk to something like five or six hours. This is the time when the moon's story commences. At this eventful period the earth accomplished about four revolutions in the same time that it now requires for a single one. We do not attempt to assign the antiquity of this critical moment. It must certainly have been far earlier than the time when this earth became fitted for the reception of organized life. It must have been at least many millions of years ago. If it be thought that the vagueness of our chronology is rather unsatisfactory, then it must be remembered that even historians who have human records and monuments to guide them are still often in utter uncertainty as to the periods during which mighty empires flourished, or as to the dates at which great dynasties rose or perished.

But our story has another side to it. Among the profoundest laws of nature is that which asserts that action and reaction are equal and opposite. We have seen that the moon is the cause of the tides, and we have further seen that the tides act as a brake to check the speed with which the earth is rotating. This is the action of the moon upon the earth. And now let us consider the reaction with which this action must be inevitably accompanied. In our ordinary experience we observe that a man who is annoyed by another feels an unregenerate impulse to push the annoying agent away as far as possible. This is exactly the form which the reaction of the earth assumes. It is annoyed by the moon, and, accordingly, it strives to push the moon away. Just as the moon, by its action on the earth, through the medium of the tides, tends to check the speed with which the earth is rotating on its axis, so the earth reacts on the moon, and compels that satellite to adopt a continuous retreat. The moon is, therefore, gradually receding. It is farther from the earth to-day than it was yesterday, it will be farther to-morrow than it is to-day. The process is never reversed and it never ceases. The consequence is a continuous growth in the size of the track which the moon describes around the earth. It is quite true that this growth is a slow one; so, too, the growth of the oak is imperceptible from day to day, though, in the lapse of centuries, the tree attains a magnificent stature. The enlargement of the moon's orbit, though imperceptible from month to month, or even from century to century, has revolutionized our system in the lapse of many millions of years.

Looking back through the mists of time, we see the moon ever drawing nearer and nearer to the earth. Our satellite now revolves at a distance of 240,000 miles, but there was a time when that distance was no more than 200,000 miles. There was a time, millions of years ago, no doubt, when the moon was but 100,000 miles away, and, as we look farther and farther back, we see the moon ever drawing closer and closer to the earth, until at last we discern the critical period in earth-moon history, when our globe was spinning round in a period of about five or six hours. The moon, instead of revolving where we now find it, was then actually close to the earth; earlier still it was, in fact, touching our globe, and the moon and the earth were revolving each around the other, like a foot ball and a tennis ball actually fastened together.

It is impossible to resist taking one step farther. We know that the earth was at that early period a soft molten mass of matter, spinning round rapidly. The speed seems to have been so great that a rupture took place, a portion of the molten matter broke away from the parent globe, and the fragments coalesced into a small globe. That the moon was thus born of our earth uncounted millions of years ago is the lesson which mathematics declares it learns from the murmur of the tides. ROBERT BALL.

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THE BACK OFFICE.

Written for THE TRADESMAN.

The other day, West Man, a well-to-do farmer in this locality, was in here and wanted to know if I didn't think his boy John, who wants to be a doctor, couldn't just as well study at home, along at first, with old Dr. Holliday, then take a lecture course at the University and, in a couple of years, be ready to hang out his shingle and be equal to the best of 'em.

West Man is one of the best farmers anywhere around here. He and his farm show it. He likes the farm and the farm likes him; and there isn't a foot of land under his control which doesn't illustrate his idea that "ye can't git a good crop out o' half tilled land." By "tilling," West Man means all that the word implies—and perhaps a little more—beginning with hard work and a great deal of it, together with such help as an abundance of fertilizing can render, so that, it makes but little difference what the crop is, West Man is as sure to get a good one as he is of planting. Knowing him to be that sort of farmer, I was surprised to hear that sort of question from him. I looked at him a minute and then said: "Why, West Man, you're the last man that I should expect to be guilty of manuring in the hill."

"What do you mean?"

"Just what I say. I have heard you storm about these farmers who never think of enriching their fields, but who will dump some kind of fertilizer into the hill and think themselves pretty smart if they get anywhere near a crop; and you always wind up by saying that a farmer can't do anything quite so sure as that to run out the farm and himself, too. I have heard you say something else that I have remembered, and that is that, after a field has been brought to the point where it will yield a good crop of anything, there is still a certain kind of produce that it 'takes to' better than any other. Haven't I heard you say that?"

"I guess likely, for I've said it often enough. But how about John?"

"Do with him as you do with your land—he's worth it. So far, all you have done for him is to clear off the timber and cut down and burn the brush. From the size of the checkerberries and the high blackberry bushes you think you can raise the likeliest doctor there is in the country; and so you are going to harrow in the seed now, and, by the time you get ready to pull the stumps, there's your doctor ready to cut off a leg or cure the worst consumptive to be brought. That is, you study your fields and, when they are brought up to that point where they yield everything, you keep testing until you find what they can produce best; but you start the boy off with old Dr. Holliday and then send him to a course of lectures, for a kind of pat and a promise, and lo, an M. D.!

"You know better than that. Such a physician as that stands no chance nowadays. No; that boy should be sent where he will receive a thorough training generally. While that is going on, he, or you, or his cultivators will find out his specialty and then help him to follow his bent. That is what will make not only a successful physician, but a man as well, and that last is what the world is searching for to-day. Your theory is all right, West Man, and in farming your practice is all right, but, when you come to boy farming, you want to call in

somebody as successful in that line as you have been in yours.

"So, then, if John wants a professional life, start him for college in September; and, if he isn't ready for it, pack him off, then, to the best preparatory school you can hear of. When his college course is done, give him a course at the best school his chosen profession can furnish; and, by the time the cultivating process is over, he will be a son to be proud of. Don't ask me what all this will cost. You have cleared up too much land to expect any returns for a number of years after you begin clearing; but, when the work is over, and someone praises you for what you have done, you can say, as you did when you showed me the results of that north lot, 'It's mighty hard work and it takes a long time; but there ain't anything in this world wuth havin' that ain't wuth workin' for, and then, when ye've got it, it's suthin' to be proud on.'"

West Man went out chewing a match he had picked up and relieved of the brimstone. Whether the boy will go to school in September remains to be seen. I think he'll go, for I think the farmer long ago concluded that it doesn't pay to cut 'cross lots in anything, and that the usefulness which comes from that kind of training is impaired in proportion to the amount of cutting indulged in.

RICHARD MALCOM STRONG.

Meal of Sunflower Cake.

Sunflower cake has been found, especially in Russia, one of the best auxiliary cattle foods. As early as the year 1866 about 100,000 centners of sunflower oil (oil of the seeds of *Helianthus annuus*) were manufactured in Russia, and its amount has increased year by year, it being esteemed as a very palatable alimentary oil. The oil was formerly obtained by hydraulic means; the residual cake is harder than any other variety of oil cake, and for this reason apparently it has not found a wider application. Denmark and the northern countries import large quantities annually, as do also the eastern provinces of Germany, and the problem of its disintegration has been successfully solved by several manufacturers there. It is still unknown in Southern and Western Germany; now, however, that it is put on the market in the form of meal, it will doubtless soon find general application, suited, as it is, both on account of its composition and pleasant taste, for fattening cattle. The percentage of proteid varies between about 30 to 44 per cent., the fat between about 9 to 18 per cent. It is possible to prepare two qualities, one rich in proteid and poor in fat, and the other rich in fat and poor in proteid. When, for example, the somewhat finely ground meal is sifted, employing a mesh of 1 mm., that which passes through is much richer in proteid and poorer in fat than the original, while the reverse is true of that which remains in the sieve.

Arrangement of Displays.

The arrangement of displayed goods in the store should be changed as often as possible. A customer does not like to enter a store where the things have been in position so long that he can tell where each article is with his eyes shut. "Variety is the spice of life." The great secret of attractive displays is simplicity and frequent changes. The simpler the display, the more easily the change can be effected, and the simple arrangement really produces a better result in most cases than the complicated one. It is not necessary for one to be a genius to enable him to make an attractive display of his merchandise. Let him keep everything scrupulously neat and clean, not be afraid of wasting elbow-grease, and change his counter and window arrangements at least twice a week and, with the simple exercise of good taste in the selection, his store will then be as attractive as any.

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.

JESS

JESS

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.

GRAND RAPIDS

JESS

JESS

DID YOU NOTICE

S

ON YOUR CRACKERS?

S

EARS'
UPERIOR
EYMOUR

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.

CURRENT COMMENT.

A curious legal case came up in Columbus, Ohio, the other day. A grocer of that town asked the courts for an injunction against his wife, restraining her from visiting his store and bothering him there to the detriment of his business. It seems that the parties did not agree very well, and that the wife made frequent visits to the store and so conducted herself as to interfere with the conduct of the business and drive away customers. Affidavits were submitted, showing that the business had suffered materially in consequence of these visits, and the court granted the relief prayed for.

* * *

A new industry has lately developed in the Piedmont district of North and South Carolina. The mountaineers have discovered that the heavy yellowish sand which abounds along the streams and branches of their country is valuable, and now hundreds of families are supported with the money obtained from the finding of monazite. The enthusiasm with which the search for this valuable ingredient is being prosecuted is something remarkable. Men, women and children are interested in the new business to the exclusion of all other aims and desires. Nothing else is talked of, and it would seem they must even dream of monazite in their sleep. Gold miners, year after year, when hunting for the precious metal along the streams, would fling aside as worthless the heavy sand they found in their pans; but now they have waked up to the folly of such a proceeding, and often throw aside tolerably fair specimens of gold in their eager search for the monazite. Monazite has been found in small quantities in Russia, Norway, Bohemia and in gold washings in Brazil. It has also been found in the mica veins at Quebec, but nowhere has it been discovered in such large quantities as in this belt.

* * *

It is related that in North Carolina, lately, a case was tried in which, the defendant's character having been impeached, it was sought to bolster it up by showing that he had reformed and joined the church. The witness, who belonged to the same church, insisted that, as the defendant was now a Christian man, of course his character was better. Counsel asked him: "Doesn't he drink just as much as he ever did?" The witness, who was colored, and evidently embarrassed by the inquiry, slowly raised his eyes and said, with much deliberation: "I think he do, but he carries it more better."

* * *

Railroad rates on wheat from Buffalo to New York are so low that the Erie canal boats cannot afford to handle it, and it is said that there are over 300 boats tied up at Buffalo for lack of business. The terminal elevator at Buffalo has handled 3,500,000 bushels of grain this season, and of this amount the canal has secured but three boat loads, though the boats were making a rate of 1½ cents for wheat, and 1½ cents for oats. The canal has played a most important part in the development of the Empire State, but its usefulness seems to be a thing of the past.

* * *

An auction sale story comes from Philadelphia. A refrigerator was put up. It was a good-looking article, and \$10 was bid. "Ridiculous," said

the auctioneer, "who bids \$11?" A man in the corner nodded, and for a moment it looked as though he would get a bargain, but somebody else shouted \$12. The auctioneer looked at the man in the corner and got another nod, and after some delay, somebody went a dollar better. "Fourteen I'm bid," shouted the man with the hammer, and he shouted it four or five times, and just before he declared the lot sold came another nod from the quiet bidder, and the lot was sold. "Your ice box. What name?" asked the book-keeper. But the man only nodded his head and appeared not to hear. "What name?" was again shouted, and somebody leaned over and repeated the question in stentorian tones. The man made a quick movement, rubbed his eyes and wanted to know was the matter. "I didn't buy no ice box," he said. "I've been asleep." "This ain't no place to sleep," said the auctioneer, "and you'll pay for that box or stand the difference on the resale." There was a warm altercation, and a lawsuit is threatened. A nod is as good as a wink to an auctioneer who knows his business.

* * *

Newfoundland has finally made arrangements for a government loan, the money to be furnished by an English syndicate. The Government has been unable to meet its obligations for some time and there has, consequently, been great financial suffering. The prospects of the loan have been a great relief already.

The Credit System.

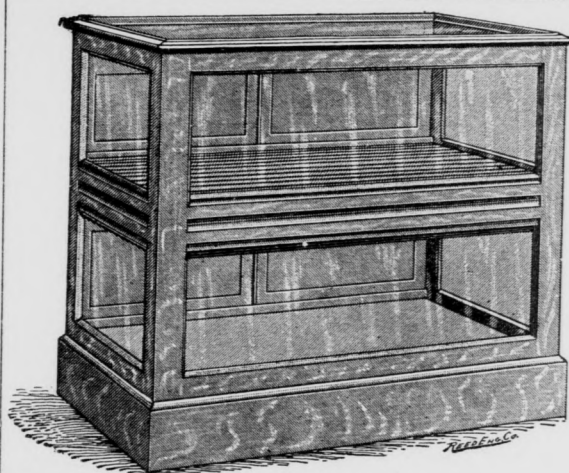
From the Industrial World.

Why do merchants encourage the credit system? You answer that you don't. Yes, but you do. If the system were not encouraged by the merchants it would not be in existence to-day. Did you ever stop to think that the mercantile community of the country are the only body of men that tolerate the credit system? Let's see you buy postage stamps, postal notes, money orders, etc., on credit; try it, and see what will be told. Go to the theater and you pay money. Express companies demand cash, and railroad tickets are cash on delivery to the purchaser. Why should not the merchant demand and receive cash? Simply because he encourages the credit system. It may be an impossibility to completely eradicate the system, but strict limitations on credit is a step on the right road, and the evolution will be practically a cash basis system of doing business. It is worth a trial and should be begun at once. It would quickly spread, like measles in a country school, and when it does it will solve the great problem for all time. When sifted down it would be found that the credit system is the progenitor of and responsible for more evils that affect the financial and business world than all other agencies combined. Not only this, but it fosters extravagance—the purchase of goods which can be very well done without.

Good Times Coming.

Pittsburg is happy. Dispatches are coming in from many places in Western Pennsylvania, Eastern Ohio and West Virginia on the business situation. These dispatches show that business is booming at every place heard from, and that confidence in the future seems fully restored. Not since the spring of 1893 has such activity been noticed. The revival is not confined to any one line of industry, but to all kinds of manufactures and trades. Near Pittsburg alone more than 10,000 workmen received an advance in wages during last week. The walking delegate must be asleep, or the alarmist politician is not attending to his business.

Use Tradesman Coupon Books.



NEW CIGAR SHOWCASE.

Heyman Company

WRITE FOR PRICES
ON ANY SHOWCASE
NEEDED.

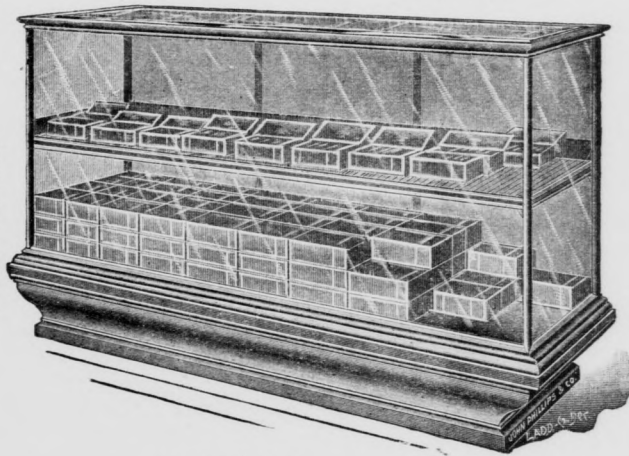
55, 57, 59, 61
Canal St.

GRAND RAPIDS

Silent Salesman

TRADE MARK

Show Cases, Store Fixtures, Etc.



Silent Salesman Cigar Case. Send for Circular.

J. PHILLIPS & CO., Detroit, Mich.

NELSON - MATTER FURNITURE CO.

MAKERS OF

Furniture for City and Country Homes

SELL

FURNITURE

AT RETAIL

33-35-37-39 Canal Street, Grand Rapids

Bedroom Suites, Sideboards, Bookcases,
Chairs, Tables, Chiffoniers,
Couches and Lounges,
Upholstered Parlor Furniture,
Lace Curtains and Drapery Silks.

Correspondence and orders by mail solicited.

NELSON-MATTER FURNITURE CO.,

GRAND RAPIDS, MICH.

PERKINS & HESS,

DEALERS IN

Hides, Furs, Wool & Tallow,

Nos. 122 and 124 Louis Street, Grand Rapids, Michigan.

WE CARRY A STOCK OF CREAM TALLOW FOR MILL USE.

Terms Applied to Kid Gloves.

Pique Kid—A leather of heavy weight. **Pique Sewn**—A method of sewing by which one edge of the seam overlaps the other and is stitched through and through, leaving the upper edge exposed to view. Used on heavy-weight gloves of all materials.

Overseam, Outseam—Synonymous terms applied to a form of sewing in which the two edges of a seam are placed together and sewn over and over.

Prick Seam—Applied to a mode of sewing by which both edges of a seam are placed together and sewn through and through, leaving both edges exposed.

Welt or Border—The binding on the wrist of a glove.

Bandalette—The piece of leather that binds the opening of a glove.

Fourchette—The piece of leather between the fingers of a glove.

Gusset—The small piece of leather in the fourchette between the fingers.

Nervura (known in America as Paris Point)—A form of embroidery, consisting of a single stitched roll in one, two or three rows.

Spear Point—A form of stitching; also known as crow's foot.

Ridelle—A stamp put on the leather before the glove is sewn, to indicate the size of the glove.

Will Cause Comment.

The advent of some extreme metropolitan fashion into a quiet rural district may give rise to wonder and comment in the simple community for months afterwards. Some of my readers may possibly remember a few of the expressions of curiosity which greeted the first appearance of the russet shoe; most of the rural populations are even now holding up their hands in holy horror at the "monstrosity" called the razor toe. Last summer a coaching party from a large city passed through a certain country village, several of the gentlemen being attired in duck trousers, and the latter aroused such comment that the storekeeper doing business there was kept busy for a week answering questions in regard to them. The farmers who had seen them passing along the road had never seen or heard of such garments before and could hardly comprehend their use. The fact is that the rural population is generally about a year behind the ultra-fashionables, and a revelation made prematurely comes upon them like a thunder clap.

GENERAL STOREKEEPER.

Must Know His Patrons' Requirements.

The general merchant should be as energetic and painstaking in building up his trade as any young lawyer or doctor in establishing a practice. He should be as particular about knowing every person in the community as a politician usually is just before election; he should endeavor to learn each person's requirements for their different occupations, and, as far as possible, their individual tastes. In this way he will be able to perceive almost immediately the style which a customer wishes and thus guide him insensibly into using reliable goods without seeming to act in an officious manner, and the customer, finding the article an exceptionally good one, will give the merchant credit for it and come again; while, if the merchant sold him an article at a low price and it eventually proved to be a shoddy one, he would patronize no one who kept that class of goods.

Good Feelings Toward Employees.

One thing which is very unpleasant to a person on entering a store is to find a wrangle in progress between the proprietor and an employee, or strained relations of any kind. If you have an employee who is incapable or indifferent, dismiss him; if he is a good one, watchful of your interests, keep him if possible, even if it is necessary to humor him a little; but never keep an employee who presumes on his position and thinks himself a necessity to you. In any event, do not quarrel with him all the time—a half dozen words on Saturday night will be sufficient.

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

Chas. A. Coye

MANUFACTURER OF

Tents, Awnings,

HORSE, WAGON and
BINDER COVERS.

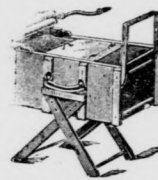
11 PEARL STREET,

GRAND RAPIDS, MICHIGAN.

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

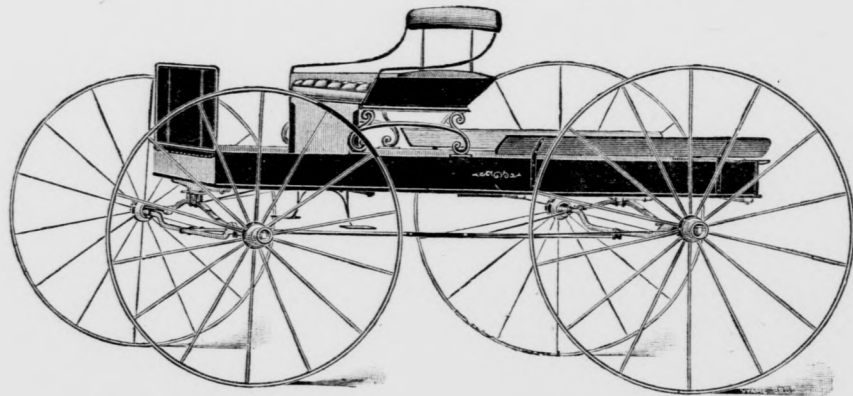
100 Pieces in One Hour as clean as can be washed on the washboard.

Write for Catalogue and Trade Discounts.

ROCKER WASHER CO., Ft. Wayne, Ind.

BELKNAP, BAKER & Co.

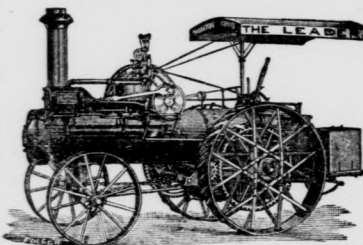
WHOLESALE AND RETAIL.



Light Delivery and Order Wagon.

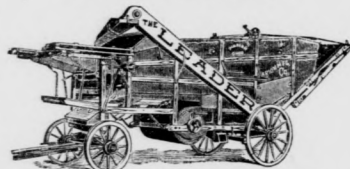
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"LEADER"



TRACTION ENGINES

"LEADER"



SEPARATORS.

Are "BUILT ON HONOR," and SOLD ON THEIR MERITS. First class threshermen always fall in love with them at first sight. They are sold on a warranty that is "GILT EDGE." Write for Catalogue.

We also sell the justly renowned Westinghouse Bean Thresher, the best in the world. Also a full line of Heavy Machinery, including Stationary and Portable Engines, Sawmills, Picket Mills, Clover Hullers, Corn Huskers, Hay Balers, Feed Cutters, Feed Mills, Horse Powers, etc.

The Goods, Prices and Terms ARE RIGHT. Correspondence solicited.

ADAMS & HART

STATE AGENTS.

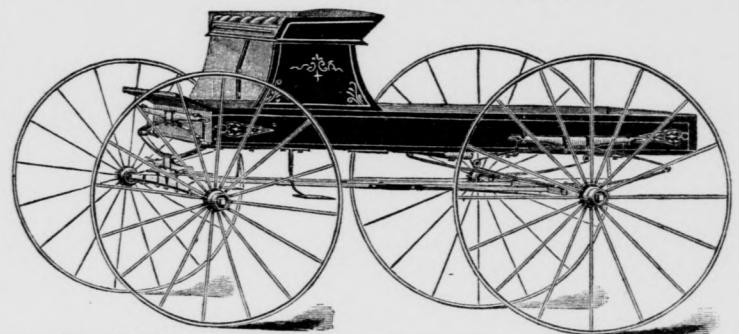
12 West Bridge St.
GRAND RAPIDS, MICH.

BROWN, HALL & CO. BUGGIES, SLEIGHS & WAGONS,

MANUFACTURERS OF

ESTABLISHED 1865.

GRAND RAPIDS, MICHIGAN.



THE GROCER'S SAFETY. MADE IN 2 SIZES ONLY. FULLY WARRANTED.

Body 7 ft. long, 36 in. wide, drop tail gate.....\$40 00
Body 9 1/4 ft. long, 38 in. wide, drop tail gate.....48 00



Brown & Sehler,

GRAND RAPIDS.

CARRIAGES, WAGONS

Harnesses, Harrows,
Plows, Cultivators.

AND A FULL LINE OF SMALL IMPLEMENTS AND REPAIRS.

Prompt attention to Mail and Telegraph Orders. Prices right. Write for Catalogue. Telephone 104.

Star Island Meeting of the Board of Pharmacy.

Owosso, June 12—A meeting of the Michigan Board of Pharmacy for the purpose of examining candidates for registration will be held at the Star Island House, St. Clair Flats, June 24 and 25, 1895.

The examination of candidates for both registered pharmacists and assistant pharmacists will commence Monday, June 24, at 8 p. m., at which hour all candidates must be present. The examination will occupy the evening of the 24th and the morning, afternoon and evening of the 25th.

Candidates must file their applications with the Secretary and must furnish affidavits showing that they have had the practical or college experience required before taking the examination.

Applications for examination and blank forms for affidavits for practical or college experience may be obtained from the Secretary.

The writing, grammar and spelling, as shown in the candidate's paper, will be taken into consideration in marking percentages. This step is taken in compliance with a resolution passed by the Michigan State Pharmaceutical Association.

A special rate of \$1.50 per day has been secured for the candidates at the Star Island House, which is good for such time as they may desire to remain, either before or after the examination days.

Other examinations will be held during the year as follows:

Sault Ste. Marie, August or September.
Lansing, November 5 and 6.

STANLEY E. PARKILL, Sec'y.

An Extended General Knowledge Requirement.

DETROIT, June 9—Although it is the outspoken opinion of many persons, and often seems verified by experience, that a merchant to be a successful one should know as nearly nothing as possible as regards everything else except his business, and should know the latter perfectly, yet I must confess that I do not believe anything of the kind. Knowledge gives him courage and confidence and enables him to "rise to the occasion" and grasp opportunities which the man buried behind his counter would never hear of. It is not so much book knowledge, or even the knowledge professed to be acquired at the so-called "business colleges," where a boy wades through several kinds of book-keeping and emerges a practical business man, but it is the knowledge necessary for men in all pursuits in which they deal with their fellow-men, and it comes from observation alone. It is the knowledge of men and things, and no other is so valuable. The merchant should have only one end in view, his success in his business being his sole aim, but he should never neglect a favorable opportunity to hasten it, and should make capital of all the knowledge which he possesses in the work. He should collect the thoughts of other men and, after rejecting that which is poor and unsuited to his purpose, the rest should be forged in the workshop of his mind into a grand and irresistible force for his advancement and ultimate triumph.

RADIX.

The Toothpick Industry.

Insignificant articles like the toothpick represent the investment of millions of capital, the employment of skilled labor, utilization of the latest inventions, the consumption of vast quantities of wood, and the operation of a long line of complex activities. These small articles play an important part in the economies of all civilized nations. To stop at once the manufacture of toys and all not really needful articles in these nations would be to put a stop to a large part of the working producing forces that constitute the origin of civilization. Some European nations live mainly by their work on articles that are really only mere toys and playthings. In the United States we are rapidly adding to our productions all the wares that find favor abroad, while we have originated scores of novelties in the amusement line that are being sold and

imitated abroad. There is in humanity a chord that responds to the touch of frivolity and that chord has enabled the inventors of ingenious nothings to coin fortunes out of their trifles.

Brewery Profits.

The Legislature of Pennsylvania has passed an act taxing beer 24 cents per barrel. In discussing this measure, Representative Bliss said: "One bushel of grain will produce four gallons of whisky, while the same amount of grain will produce eighty gallons of beer. The actual cost of a barrel of beer to the brewer is but \$1, while it is sold anywhere from \$6 to \$9 per barrel. The proposition for a 24-cent tax would amount to 1 cent on twenty glasses, which he held not to be a hardship. The drinker would pay the tax. Everybody knew that neither the brewer nor the seller would pay it. If the seller adds a fraction of froth to each glass of beer the drinker will pay the tax. In other words, the trade can get the tax back in the shape of froth. There is no question but that the consumer will pay the tax, and that is the reason why the brewers are making no opposition to the bill. This is a tax on a luxury, one of a class of articles in which there are inordinate profits, and which can easily bear a tax. The tax is a step in the direction of reform in the State's scheme of taxation."

How To Put on Rubbers Properly.

TOLEDO, June 9—Get good rubbers, and they will give you the worth of your money in wear, providing that you know how to put them on. Some people take a rubber by the rear upper and pull until it is in place. That is no way to do. A rubber should be treated almost as carefully as a glove. The toe should be well worked onto the foot, and then the heel. Both hands should be used. Take hold of each side of the rubber instead of at the heel. Then be sure to work the heel on well. If these rules were carefully followed there would not be one-half of the complaining done in regard to the short life of rubbers. A poor rubber cannot be expected to wear, but a good rubber will wear if it is handled properly.

SALESMAN.

Some Causes of Failure.

A disregard for the interests of the public.

A mistake in the location and class of trade.

Extending large lines of credit on long time.

Not sufficient nerve to cope with everyday difficulties.

Competing on prices below a safe margin of profit.

Lack of good judgment in properly assorting purchases.

Purchasing too large quantities of goods on limited capital.

Depreciation of values due to goods being carried too long in stock.

A Country Editor's Sense.

The editor of a little newspaper may not be a money maker, but he had the sense of dollars in him when he wrote:

Money and brains, a rare combination, often fail to unlock the door of success. Money can buy the goods which the brains selected, but it takes something more than either to build up a business and gain a reliable foothold in the world. Often the most brilliant minds are anchored to an impatient disposition which cannot brook delay. The intellect may involve a scheme to increase trade, but if the body is unwilling to bestow the tedious labor necessary to carry out the project it is all wasted.

George W. Vanderbilt, has already spent \$4,000,000 on his estate in the mountains near Asheville, N. C., and it will cost \$2,000,000 more to carry out his plans for the improvement of the place.

"The horse is a very useful animal," wrote Johnny in his composition, "but if I can't have my sossiges made out of pig's meet, I don't want no sossiges."

Use Tradesman Coupon Books.

Fireworks

We have a complete line of the best goods made, besides many others which no other house has.

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.



SEE QUOTATIONS.

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.

TOM'S TEN STRIKE.

How a Rubber Salesman Secured a Wife and a Partnership.

Russell Gardner in the Money Saver.

"Thanks, old man, I do smoke occasionally. So trade has been fair, has it? Glad to hear it, for the majority of the boys have found it hard sledding this season.

"You've one mighty big thing in your favor. You're following as good a man as ever showed a line of samples.

"You didn't know Tom Williams, eh? He was a corker. The road lost a good one when he quit, but Tom fell into as good a thing as a man can ask for on this earth.

"He's crossing his legs under his own table now; got as pretty a little 'trick' for a wife as you ever saw, and is taking life in an easy, quiet way.

"What! you don't mean to say you never heard of the clean sweep he made? Well! I'll trouble you for a light, as I've lost the fire on the weed. Thanks; now she's a-going again.

"You remember I said Tom was a dandy salesman. Honor to whom honor is due. The Rubber Company never did do much in this section till Tom came down here for them.

"He is one of those chaps that every mother's son and daughter, particularly the tender side of the house, couldn't help getting sort of 'stuck' on.

"Not a remarkably handsome boy, either; never would take a prize in a beauty show, but he has the most amiable disposition and agreeable manners of any man I ever met.

"This is my nineteenth year as a commercial ambassador, and I ought to know a thing or two by this time.

"I'm handling ladies' shoes, you know, so, of course, we used to run across each other a good bit.

"He had what they call 'personal magnetism' in big lots, and a plenty of it to 'job' if necessary.

"Good dresser, fine talker, fair looker, and square as a die.

"That's Tom Williams, and 'no discount for cash.'

"Before he got to hustling 'gums,' he was an actor, and I'm told he was good at it, too.

"Left the 'biz' because he knew the future wasn't big in it.

"You know lots of drummers never seem to get in socially with their trade. Now, Tom did, and his actor business stood him in big stead, for many's the time he'd do a 'turn,' as he called it, for some church charity or parlor entertainment, and this made him a heap of friends.

"There's a queer old duck down in Y—that Tom sold a heap of truck to, and he thought Tom was the only drummer on earth.

"The old sardine was as short as piecrust to the balance of the fraternity, but to Tom—well, he always gave him a good bill, and that is eulogy enough.

"The old chap had a slashing business; was good as wheat, and had a pretty daughter as well, so, of course, all the boys made him a call and tried to work him.

"No go; Tom had him solid. That daughter of his was as pretty and cute a little bunch of femininity as you'd see in a season's travel.

"Plump as a partridge, with a figure that 'Old Corsets' used to say 'beat any display dummy ever gotten up,' and from a crusty old chap like him, who had dealt in articles for the human form divine for fifteen years, that was proof positive it was all right.

"Her hair was dark chestnut, and had a saucy way of curling 'round her pretty dimpled face that made the boys willing to throw up their job and exchange places with one of those wayward curls that kissed her white forehead.

"Eyes! Well, I always get sort of sentimental when I get to talking of Fannie Richards, so I'll quit by saying she was as sweet and pretty as she was good and true.

"Tom never went to Y—but what he made it for a Sunday, and the old man had him up to the house for dinner.

"That little witch of a daughter was

always down to 'dad's store' when Tom and his trunks struck town, and the first greeting he got was from a pair of demure soft brown eyes that nearly knocked all the business out of him.

"I'm spinning this out altogether too long.

"They were getting up some sort of an amateur theatrical show, for some sick man's benefit, and Fannie was going to play one of the leading parts.

"Tom got around just after the thing was started, and, as she knew he was at one time a professional actor, she asked him to coach them for a rehearsal or two.

"He not only did this, but he made it so he could be there on the night of the performance.

"The hall, or opera house, rather, was right up over old man Richards' store, and he owned the whole outfit.

"I happened to be in town that night, and Tom and I went up together, and sat well down in front.

"The hall was jammed, even had chairs placed in the aisles.

"There was a little balcony at the back, and that was chock-a-block, too.

"The hall was a dingy old affair, lighted by a chandelier with about a dozen or fifteen kerosene lamps, and the footlights were lamps also. They had the town orchestra on deck, and it got in its work on an opening overture.

"I'm not a musician by nature, but I can tell when a tune is off color. That outfit of so-called musicians was enough to drive a man to do violence, and no sane jury on the face of God's green earth but what would acquit the man, under a verdict of justifiable homicide.

"Up went the curtain, and the show was on.

"Pretty fair, too. You could see Tom had done them a heap of good.

"Fannie looked fine in a simple white dress and a bewitching poke bonnet.

"Tom never saw a thing in the world but that dimpled, smiling face, tucked away in its frame of white.

"She was looking at him, and for once, dried up 'old bach' as I am, I envied the man at my side, and felt like annihilating him, jumping over the footlights, snatching up that bunch of sweetness, and carrying her away where nobody but myself could see her.

"Yes, my boy, I was like a good many more 'knights of the grip.'

"I was one of Fannie's admirers, but she didn't know it, and would only have pitied the gray-headed old fool, if she had.

"I heard a soft sigh from Tom once or twice, and I knew he was a gone man, while the look Fannie gave him told me plainly enough that the rest of the boys stood not a ghost of a show with the 'gums' salesman.

"She came down to the front of the stage to sing a song.

"Bang! bang! saw! saw! screech! screech! fiddle! fiddle! went that farmer orchestra.

"They were playing the introduction, but, bless you, man, it was more as if they were ushering in his royal highness, the devil, than a demure little half-frightened angel in a white dress and poke bonnet.

"She had sung a line or two when I noticed, back up the stage, a little curl of smoke.

"I was about to call Tom's attention to it when some infernal idiot in the gallery, yelled 'Fire! fire!'

"My God! man, I'll never forget what followed.

"Such a demoniacal screeching, such a wild pandemonium, I never saw before, and never want to see again.

"If the population in Hades is on that order, you'll excuse me, and I'll turn over a new leaf at once.

"Tom had been in sort of a dream, but he pulled himself together, and, jumping to the stage, he stood beside the trembling little girl whose white dazed face was turned so beseechingly to his.

"He didn't seem to see her, but, facing that wild crowd, he sang out firm and clear, not a tremor in his magnificent voice:

"'Stop! The first man or woman who makes a move for the door I'm going to shoot, and I'll shoot to kill.'

"Then I noticed he'd drawn his gun,

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want they BUY.

VALLEY CITY MILLING CO.

GRAND RAPIDS, MICH.

and had it leveled on the people in front. "I tell you, boy, he made a grand picture, standing there. He looked as calm as if he were merely quoting prices, instead of facing a crowd of maddened, frightened beings and standing back to a lot of blazing scenery."

"The fire had gained quite a little headway by this time."

"He called to me:

"Bill, look out for Miss Richards."

"Then, facing the people again, he said:

"If there's a half dozen men here, up with you on the stage, and tear down this burning stuff."

"The volunteers were quickly at work."

"Again Tom's voice rose clear and full:

"Those in the gallery file out quickly. No rushing, for the first one that breaks I'll attend to," and up went that gun again."

"I was working at the blaze, but I looked up as I heard him call:

"Now the women on the floor first. Move quickly, but do not rush. Mr. Richards, I make no distinctions; keep your place."

"Tom now for the first time noticed the poor devils in the orchestra, and, bending down, he said to the leader in a low voice:

"Make your men play; play the 'Star Spangled Banner.'"

"God bless that orchestra. They played, and that music sounded mighty sweet just then."

"By this time the fire had forced us nearly to Tom's side; but he stood there, not a muscle moving, only his face a little pale, and a fire in his eye I never saw before or since."

"Now the hall is clear, and Tom orders the orchestra out, and, putting the gun in his pocket, he turns to fight the fire, when the curtain barrel, its ropes burned away, falls with a crash, striking him a glancing blow that drops him to the floor as if he were killed."

"We picked him up and hurried him to the street. The crowd saw us coming and set up a rousing cheer, but when they saw the senseless form in our arms all were hushed and awe-stricken. Only the shiver of suppressed alarm ran its round. A little white figure rushed up, and, throwing itself beside the prostrate form of poor Tom, sobbed:

"Tom, Tom, look at me. It's Fan; don't you know me?"

"Boy, I cried with joy as I saw his eyes open; a smile played over his face, and he murmured low:

"Know you? Yes, dear, I —," and he fainted away in a pair of clinging soft arms, while a sweet anxious face peered into his, and pitying, love-lit eyes dropped their dewy benediction on his ghastly face."

"Tom was carried to old man Richards' home, and you can bet your pile no man ever had better care than he had."

"One arm and leg was broken, but Fannie and her gentle nursing pulled him through all right."

"Well! you've got his job on the road, but Tom's got a share in the old man's business, a good, true, loving wife, a cozy home, and he wouldn't change places with Chauncey Depew, Grover Cleveland, or the president of the Rubber Company."

"Hanged if this cigar isn't out again."

Good Money in a Bad Dog.

A Pennsylvania story comes from Pottsville concerning one John Sheehan, who is wondering how he is to recover his hard-earned wages. He was paid \$11 in paper money, and, taking it home, placed it on the cupboard for his wife. John has a dog and a little son. The boy took the money off the cupboard to play with it, and the dog wanted also to enjoy the sport. He made a grab for the money, pulled it out of the boy's hand and chewed it up. Sheehan was frantic when he learned of his loss. He took the dog out on the hill and shot him. Then he dissected the canine, but found only one corner of a \$1 bill.

A New Jersey farmer proposes to go into the business of raising snails for the market and thinks he sees a fortune in it.

No Danger from Chinese Competition.

Written for THE TRADESMAN.

The probable result of the victory of Japan in forcing the light of civilization and advancement in modern manufactures upon China has brought forth a large amount of conjecture and some dismay as to the starvation wages on which the Chinese workman can exist.

In some instances, these pessimistic views have amounted to positive fright among certain classes, both on the part of operators and their workmen. The idea has obtained prominence that open Chinese competition, with modern appliances, directed by the intelligent leadership of a few skilled American and English mechanics, will immediately and lastingly result in the complete demoralization and ruin of American products and producers.

The argument, at a casual glance, is sound and, apparently, warrants this uneasiness. It is this: Large Chinese families of the present day can and do exist on an amount which will scarcely suffice for even a child living in the United States. How, then, can the American producer hope to compete with such odds in favor of the celestial?

It is history of all time that greater civilization means greater needs and greater luxuries among the nations so advancing, as well as broader views and more liberal education as to the demands of life. This is true of all degrees of civilization. The natural and necessary result of this advancing condition is to create a greater desire for those articles which were before deemed impossible or superfluous.

How does this affect the wage earner? In America, during the past quarter of a century, we have received a large accession to our population through the immigration of the poorest and least civilized classes of European countries. They have invaded our coal and iron mines, our public works and all departments of rougher grades of labor in factories, primarily, at a largely reduced scale of earnings. As American ideas have become inculcated, this rough element has, in a certain sense, become recreated. Those things which were deemed luxuries now assume the proportion of necessities, and a demand arises in their lives for better food, better clothes, better furniture. The wages which sufficed for their wants previous to their insight into American life becomes at once entirely inadequate to supply all these increased demands upon them, with the result that by far the larger proportion of strikers for higher wages in this country to-day is among the very men who were willing to supplant American wage-earners a few years or months ago at less than half rates.

History repeats itself, and what has been true of other countries will be as surely manifested in this case. The Chinese as a nation have similar characteristics and elements for development to those possessed by the Japanese, although dwarfed and degraded by centuries of superstition and despotism. Once the light of freedom and independence pours its redeeming rays upon the benighted empire, the few "cash" necessary to the existence of its individuals become a drop in the bucket, as compared with their increased needs and the remuneration they will finally receive for their labor.

RELLUF.

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are from the hands of 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.

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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.

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Tradesman Company
Grand Rapids.....

SANITARY VALUE OF THE BICYCLE.

Written for THE TRADESMAN.

Mankind—that is, civilized mankind—has been slow in learning that the most effective remedial agent for many of the ordinary ills of this life is exercise. The list of diseases for which this remedy is a specific may not comprise the major number of those in vogue, but it undoubtedly comprises the diseases afflicting the vast majority of the sick ones of the most civilized countries. The situation in other countries may be as bad but it is not of so immediate interest to us.

That this remedy has been so long in obtaining recognition, if it can be said that it has finally done so, is perhaps not so very strange. The class of ailments referred to is comparatively modern in this country. At an earlier day the necessity for exercise in the avocations of life was vastly greater and our ancestors were apt to look upon "rest" as something greatly to be desired. Some of us may have inherited this tendency. The gradual advance of less laborious ways of doing things—the watching of the automatic machine so speedily turning out the work our fathers did by hand, with the increase in other sedentary employments consequent on advancing civilization, have changed the conditions of life so gradually that we do not realize that laziness is at the root of most of our ailments. Then, again, our medical counselors, honest and unselfish as the average, no doubt, have not had as great inducements to advocate this remedy as they would have to advocate some remedy for which they could realize more specific returns.

Thus we have gradually become a nation of dull, headachy dyspeptics, and the fact is beginning, to some extent, to dawn upon us. This awakening is due to the increase of education and intelligence, and to the general observation of the effects of regular exercise. Perhaps there is nothing that has conduced to this latter more than the use of the wheel.

There has been much preaching on the subject of exercise, so much that it may be said that we are "gospel hardened" by it, as many are by some other kinds of preaching, and all sorts of exercise and apparatus for exercise have been prescribed, from walking to gymnastics, and these have done some good; but the number of those who could make them effective is comparatively small, and most of the exercise has been of a laborious character that becomes distasteful and a drudgery. Walking is too slow and wearisome or, if rapid, too exhaustive. Horseback riding is not practicable for many, and is too irregular and unreliable. The Indian club and dumbbell are soon irksome. Any exercise that must be pursued as a task is of comparatively little value.

It was reserved for the wheel to supply the perfect mode of exercise. The rapid transportation from place to place gives an object for the exertion and accompanies it by a pleasing change and variety. It induces the fullest inspirations of pure air, which cannot be enjoyed in indoor calisthenic or gymnastic exercises. It gives opportunity for just as much or just as little physical exertion as may be required, though this fact is contrary to the ideas of many on that subject. But every experienced wheelman will bear out the statement

that a wheel may be ridden slowly, though at a rate twice as fast as a walk, with scarcely perceptible exertion.

The value of the wheel in this direction is rapidly becoming realized. The senseless prejudice against it as too severe for the semi-invalid is being discarded. Its use is being adopted by all classes and all ages. Many a gray-haired father or mother may be seen spinning as lightly and rapidly along our streets as their younger competitors. And to how many of such has the wheel opened new possibilities of enjoyment and healthful exhilaration.

Many fail in making this means of exercise available on account of their indiscreet intemperance in its use. As soon as they can ride straight enough to keep in a roadway they must needs "scorch," or before they have become accustomed to its use they must try to see how great a record of miles they can make in a day. It is not strange that such find the wheel too severe or acquire a distaste for it.

The person who cannot learn to ride the wheel or profit by its use is indeed an invalid. But, where one is not strong and is unaccustomed to any exercise, great care should be taken in learning, and, when that is accomplished to the extent of riding without falling off, the rides taken should be short and at as slow a rate as possible, until riding becomes so easy that the speed and distance may be greatly increased without danger. The wheel is rescuing many such from hopeless invalidism.

To the vast army of those who are accounted well but who are, nevertheless, ailing with headaches, loss of appetite, occasional neuralgic or rheumatic attacks, or are so weak they are "all out of breath" on ascending stairs or taking a rapid walk, the wheel is becoming the means of rescue to new life. "I eat like a boy." A boy eats because he takes exercise. "I feel like a new man." It is all exercise, and the wheel is of value because it affords it.

The unprecedented demand for wheels this year is occasioned by the fact that people begin to realize their value in this direction, and this fact will continue the demand for a long time to come.

W. N. F.

Wide-Awake Salesmen.

The salesman who perseveres in doing "the right thing" is sure to get there. The road to success is the same as it always was. Intelligence, industry and honesty always lead to prosperity. The merchant for whom the salesman is working may be a veritable Shylock, but he is too wise not to appreciate and properly reward the man, if the latter is intelligent, industrious and honest. If the salesman takes an interest in his employer's business, works for the success of the store as though it were his own, and draws trade to it, and is able to sell goods, his employer must be either a fool or a knave if the employee is not properly compensated. If such a worker is not appreciated in the store where he is engaged, there are hundreds of other establishments that would be only too glad to receive him and give him freely all that he is worth. Expert salesmen are not to be obtained as easily as an errand-boy is procured. They are rare, and the merchants who have them appreciate and reward them accordingly. They command liberal salaries, and possess privileges that ordinary salesmen are not entitled to. In fact, in many large retail stores wide-awake salesmen earn more money every week than if they went into business on their own account.

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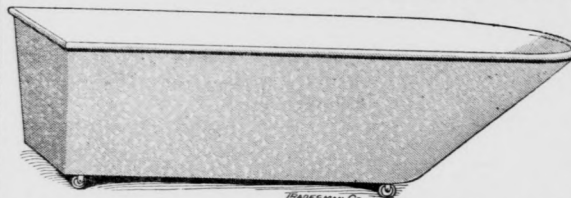
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Franklin E. Bushman was born at Tekonsha, March 6, 1862, of poor but honest parents, who died when he was 2 years of age. He then lived in various families in the neighborhood until he was 5 years of age, when he was taken by a farmer near Burlington, with whom he remained five years. During the next ten years he worked around by the day and month, acquiring the rudiments of a common school education by occasional short attendance at country schools during the winter months. When 20 years of age, he entered the employ of a blacksmith at Burlington as an apprentice and learned the trade, when he found he was too tall to pursue the blacksmith's calling. He then worked two years in a gristmill, but was compelled to abandon the business on sanitary grounds. He then resumed the occupation of a farmer, subsequently renting a farm near Burlington, which he conducted on shares for two years, at the end of which time an inventory disclosed the fact that he had nothing to show for his two years' work, whereupon he got out auction bills and disposed of all the stock and personal property he had managed to acquire.

Realizing that ordinary agriculture brought too meager returns to satisfy his ambition, he decided to abandon the farm, and in the fall of 1889 embarked in the manufacture of cigars at Burlington, under the style of F. E. Bushman. At first he had but one employe, but he kept adding to his force until he had eight people on his payroll. The following spring he removed his factory to Athens, where he remained one summer, selling out in the fall to W. J. Francisco, when he removed to Homer, where he opened a factory, subsequently taking a partner in the person of W. L. Bibbins, after which the firm name became Bushman and Bibbins. By March 1, 1892, the working force had been increased to fifteen persons, when exceptional inducements were held out by the business men of Benton Harbor for the removal of the business to that place. Previous to this time, the factory had been an open shop—that is, employed non-union as well as union men—but, on the change of location, it was thought desirable to conduct a strictly union shop, in consequence of which the union improved the opportunity to raise the scale from \$1.50 to \$3 per thousand more than had ruled at Homer. Two months later, and without any motive, the union again raised the scale from \$1.50 to \$3 per thousand, when Mr. Bushman saw that it would not be possible for his firm to manufacture its established brands at a profit, without lowering the quality of the stock, and he thereupon sold out to his partner, taking a position on the road for the tea and cigar house of J. T. Quin & Co., of Chicago.

In February, 1892, he secured a coveted position with Edw. W. Ruhe, the well-known cigar jobber, of Chicago, with whom he has since been identified. His territory covers the entire State of Michigan and he endeavors to see his trade with absolute regularity every sixty days. He resides at Kalamazoo, to which place he removed a couple of years ago, where he is favorably known by a wide circle of acquaintances.

Mr. Bushman was married Jan. 1, 1890, to Miss Belle Hyatt, of Burlington, and one child—a boy three years of age—is the fruit of the union.

It is not a state secret that Mr. Bushman is now in receipt of one of the largest incomes paid any traveling salesman in Michigan, his commissions for the past two years having aggregated about \$5,000 per year. Mr. Bushman attributes his success to persistent effort, believing that, if a man can play pedro half the time and sell goods, he can sell a good many more goods by refraining from indulging in card games or any other pastime which takes his time and attention from his business.

The change wrought in Mr. Bushman's condition in the short space of five years is little less than remarkable, as it illustrates the rapid strides which can be made by a man who starts out with the intention of rising above the common herd and is willing to make any ordinary sacrifice and subordinate every minor consideration for the sake of acquiring success. Mr. Bushman is still a young man, in the full vigor of manhood, and

The Drug Market.

Acids—The combination prices of salicylic have been reduced, but the decline has not improved the situation, as outside makers are still cutting under. How far the struggle will be carried is an interesting question. Citric and tartaric are both seasonably active, the latter being particularly strong at the recent advance. Carbolic is held with steadiness under a consuming demand. Other varieties are without important feature.

Balsams—Tolu continues in strong position, with values higher and still tending upward, owing to increasing scarcity. Stocks are very light both here and in Europe and no advices are at hand of any to come forward. Under similar conditions a few years ago with double the present stock prices advanced to 90c. Peru inclines in buyers' favor, but the direct arrivals in first hands remain unsold. Copaiba is moving fairly in a jobbing way at unchanged prices. Canada fir quiet and somewhat nominal.

Borax—A decline of $\frac{1}{4}$ c per pound

mint is quiet, only small orders coming to hand and they are limited.

Gums—Asafetida is again lower. Camphor has met with a largely increased demand, which has been met almost exclusively by second hands; the stock is, consequently, very much depleted and prices are materially higher, refiners announcing an advance of 6c per pound. This is the largest advance which has taken place in the article for a long time, but is claimed to be fully warranted by the wild speculation in crude in London, which has forced prices up to an extreme figure. The disturbed condition of affairs in Formosa, with a rebellion in progress at the principal camphor shipping port, is also responsible to a considerable extent for the rapid advance. Importers of foreign have withdrawn from the market. Kino is unsettled. Gamboge is lower, the last London sales showing a decline. Mastic is also lower, owing to fresh arrivals and competition between sellers.

Leaves—The better grades of short buchu are becoming scarce, both here and abroad; holders' views are stronger. Tinnevely senna are active, with medium grades steadily advancing. Exaggerated reports were recently circulated of an extreme advance in Alexandria, and Cairo, but they lack confirmation.

Opium—Has ruled quiet but fairly steady, with only a moderate inquiry from consumers, and no new features are reported from primary markets.

Quinine—The market ruled steady during the week but accounts of the situation are somewhat conflicting, some reporting an easier feeling, due to freer offerings of outside lots, which had been held out of the market in anticipation of an advance by manufacturers, others claiming that they are willing buyers at the lower figures intimated.

Roots—Jamaica ginger is in active request for consumption and dealers report a good business at satisfactory prices. Mexican sarsaparilla is unchanged.

Seeds—Celery is higher in France, owing to the poor crop prospects, and during the past week prices have advanced. The coming crop of caraway promises to be large, so that lower prices are anticipated. Millet is somewhat firmer and Calif mustard is slightly stronger.

Annual Meeting of the M. S. P. A.

DETROIT, June 8—The Annual meeting of the Michigan State Pharmaceutical Association will be held in Detroit July 16, 17, 18 and 19. It is proposed to make this meeting one of great interest to the druggist. Trade matters will be prominently brought out and every Michigan druggist is earnestly requested to be present, whether he be a member or not. An exhibit of unusual interest is also promised. Representatives of the Association have just returned from the East, where they succeeded in booking a large number of representative houses, who will send exhibits. The house of Mulford & Co., of Philadelphia, will show their antitoxin. A musical programme will be furnished for the afternoons and evenings and games, prizes and an evening ride on the River are promised by way of entertainment.

Let every druggist come. We want to meet them all. A few days of recreation will add years to their lives.

Again we say, come one, come all!

A. S. PARKER, Pres.

"It Was Nicht Wery Goot."

MUSKEGON, June 6—A few days ago a German came into our store and purchased a box of Japanese Pile Cure. Evidently he was not well versed in English. Thinking the word "insert" (in the directions) to mean "take," he took the suppositories internally. To-day he came back and said, "It was nicht wery goot."

J. A. TINHOLT.



FRANKLIN E. BUSHMAN, WIFE AND SON

THE TRADESMAN confidently predicts that he will be at the head of a jobbing house of no mean pretension before another ten years shall have rolled around.

Annual Meeting of the Jackson Grocers.

JACKSON, June 6—The annual meeting of the Jackson Retail Grocers' Association was held at the office of the Association June 6, President Haefner in the chair.

Bills for current expenses were received and referred to the Auditing Committee.

The Secretary and Treasurer submitted reports of their respective offices, which were referred to the Auditing Committee.

The election of officers for the ensuing year resulted as follows:

President—Byron C. Hill.

First Vice-President—E. W. Swick.

Second Vice-President—Geo. E. Lewis.

Secretary—W. H. Porter.

Treasurer—J. F. Helmer.

Trustee—L. Pelton.

On motion, a committee of three was appointed to consider time, place and conditions for holding the annual excursion and picnic of the Association.

On motion, the meeting adjourned to June 30.

W. H. PORTER, Sec'y.

Use Tradesman Coupon Books.

was announced on Monday last, but the demand has not increased and only an average volume of business is reported.

Cocaine—Is without further quotable change, and only a limited business is reported at the decline noted last week.

Cod Liver Oil—The market is very active and strong, with indications favoring a still further advance, as even the latter is very low compared with ruling values in primary markets.

Flowers—Samples of new crop German chamomile have been received, but there is none offering to the trade in a regular way, and business is chiefly in jobbing parcels of old at previous quotations. Lavender are in steady consuming request.

Essential Oils—The general market has been moderately active in a jobbing way, with values steady for nearly all descriptions. Citronella is tending upward, in sympathy with primary markets, together with increasing scarcity of spot supplies. Anise and Cassia are hardening under the influence of stronger advices from abroad. H. G. H. Pepper-

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 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. Schrouder.

Safeguards against Deterioration of Drug Stock.

A large proportion of the materials which constitute the stock of an average drug store are particularly prone to deterioration, and painstaking pharmacists are required to exercise more than ordinary circumspection to prevent exposure of sensitive pharmaceuticals to pernicious influences—in fact, the art of affording such protection is quite as important as the ability to select drugs and prepare medicines properly.

A complete tabulation of all the chemical and physical changes which can modify and injure pharmaceutical preparations is not within the scope of this article, but it is deemed apposite to mention a few exemplary forms of deterioration which will serve to suggest to the minds of intelligent pharmacists others which can occur from similar causes.

The importance of maintaining a uniform temperature through day and night, in a pharmacy, is apt to be overlooked. Remember that your stock is largely made up of fluid preparations holding chemical substances in solution. These are reasonably permanent at a normal temperature, but, as the temperature lowers, the solvent power of the menstruum is reduced and precipitation of the less soluble ingredients occurs. Results grow gradually worse as the temperature goes down, until disaster comes in the freezing of aqueous solutions and consequent bursting of bottles.

Change of temperature may also cause loss and annoyance from breakage of demijohns through expansion or contraction of liquid contents. If a demijohn is filled with cold liquid, tightly corked, and subsequently transferred to a warm room or climate, the liquid will expand with rise of temperature and blow out the cork or burst the vessel. Tightly corked demijohns filled with hot liquids frequently collapse under atmospheric pressure as the contents cool and contract. It is, therefore, a safe rule never to fill such large glass containers completely, but rather leave an ample cushion of air to allow for expansion and contraction.

Sunlight can do incalculable damage to chemicals, pharmaceuticals, plush goods, and toilet articles in general, unless special precautions are taken to prevent its injurious action. Calomel is not altered by the atmosphere if kept in the dark, but when exposed to sunlight it gradually turns gray or black, indicating decomposition. Santonin acquires a yellow color by exposure to sunlight. Silver nitrate becomes gray or black on exposure to sunlight in the presence of organic matter. Sunlight darkens yellow mercurous iodide and yellow mercuric oxide in consequence of their partial reduction. Bright green scales of soluble ferric phosphate and soluble ferric pyrophosphate turn dark on exposure to sunlight. Red mercuric iodide is permanent in the air if kept in the dark, but acquires a brownish tint by exposure to sunlight. Quinine bisulphate readily acquires a deep brown-red color on exposure to direct rays of sunlight. Quinine sulphate and quinine hydrochlorate are gradually colored yellow by similar exposure. Ferric salts in solution with sugar is reduced to ferrous salts by action of sunlight. Many volatile oils are injured by prolonged exposure to atmospheric oxygen and sunlight, while some are eventually rendered worthless and

entirely unfit for use. Perfumes exposed to direct rays of sunlight rapidly degenerate and soon acquire a rank odor. It is apparent, therefore, that they should not be habitually presented in show windows.

Drugs and chemicals are frequently injured by absorbing moisture or carbonic acid, or both, from the atmosphere. Solids that absorb moisture from the air are called hygroscopic. Solids which absorb moisture from the air and become liquid, or dissolve therein, are called the deliquescent. Crystalline substances which part with their water of crystallization on exposure to air, thereby losing their crystalline form, are called efflorescent.

On exposure to atmosphere, caustic soda absorbs water and is liquefied, subsequently solidifying and becoming efflorescent. This change is caused by the absorption of carbonic acid and the crystallization and efflorescence of the sodium carbonate thus formed. Potassa also deliquesces and absorbs carbonic acid under similar exposure. Chlorinated lime absorbs moisture and carbonic acid from damp atmosphere, with loss of valued properties and formation of a plastic mass; it should, therefore, be kept in a closely covered jar and stored in a cool, dry place.

Lime becomes "air slaked" by exposure to ordinary atmosphere, absorbing water and carbonic acid, and being converted into hydrate and carbonate of calcium. Carbonate of potassium is extremely deliquescent in humid air, forming a colorless or yellowish alkaline liquid of an oily appearance. Chloride of zinc, acetate of potassium, and chloride of calcium are also very deliquescent salts which require special protection.

Powdered extracts should be carefully protected from exposure to moist air, in small bottles with mouths wide enough to admit the blade of a spatula. Selected corks should be used, and the bottles should be kept in a cool place—never in a current of hot air from a stove or furnace.

It is particularly essential that granular effervescent salts be kept in securely corked bottles, for if access of air be permitted, sufficient moisture will soon be absorbed to cause the acid to act upon the carbonate base and gradually liberate carbonic acid. The valued effervescent properties of the preparations will thus be irretrievably lost.

If clear lime water be exposed to the influence of air, a pellicle of calcium carbonate is formed upon the surface; this film sinks to make room for another, until finally nearly all the lime is rendered insoluble and the supernatant liquid is comparatively valueless. It is essential, therefore, that a goodly excess of lime be kept in the bottom of the lime water bottle to maintain the strength of the solution. The container should be kept in a cool place, as cold water dissolves more lime than hot water.

Solution of lead subacetate is decomposed on exposure to air or on being mixed with water containing air in solution, white precipitate of insoluble carbonate of lead being formed. When freshly made, it should be divided into two or four ounce bottles and kept full and tightly sealed until required for use. Liquor potassa and liquor soda also possess marked affinity for carbonic acid, and should be preserved in securely stoppered bottles.

Quinine sulphate, like some other alkaloidal salts, does not "lose strength" by exposure to ordinary dry atmosphere, but rather loses water of crystallization by evaporation and becomes correspondingly richer in quinine. It should be borne in mind also that effloresced carbonate of sodium is stronger than the normal crystallized salt in proportion to the amount of water it has lost. Sulphate of soda, commonly called Glauber salt, contains more than half its weight of water of crystallization, nearly all of which is dissipated on exposure to dry atmosphere, leaving a dry, white powder which is a correspondingly richer salt. Sulphate of zinc also effloresces slowly in dry air.

Atmospheric oxygen causes many undesirable changes in chemicals and phar-

maceuticals. On exposure to air the color of syrup iodide of iron slowly changes to yellow and subsequently to brown, the change of color proceeding from the exposed surface downward. This color can sometimes be bleached and the syrup restored to its original appearance, but here is a case where an ounce of prevention is worth a pound of cure—keep the syrup in small bottles, full and well corked. Syrup bromide of iron is, of course, similarly affected.

Certain fixed oils will remain unchanged for a great length of time in airtight vessels, but when exposed to the atmosphere they attract oxygen and ultimately become concrete. The tendency of linseed oil to dry or harden on exposure to air is typical in the extreme. Exposed to the air, lard absorbs oxygen and becomes rancid; it should, therefore, be kept in well-closed vessels, or procured fresh when required for use. In the rancid state it irritates the skin, and sometimes exercises an injurious reaction upon sub stances mixed with it.

Phosphorus absorbs oxygen from the atmosphere with sufficient avidity to cause rapid combustion and necessitate its preservation under water. Prolonged exposure to air gradually transforms light green ferrous carbonate into the familiar red-brown "subcarbonate of iron," which is ultimately little more than ferric oxide and can undergo no further change from similar influences.

Not content with ravaging the pharmacist's stock, this belligerent element exhibits a remarkable propensity, in the presence of moisture, for rusting his spatulas and other metallic utensils.

Serious pecuniary loss by evaporation of volatile solids like camphor results from exposure of these substances in ordinary open wooden drawers. Menthol is extremely volatile, and should, therefore, be kept in securely corked bottles to prevent loss. Exposed to the air, carbonate of ammonium partially volatilizes, becomes opaque, and crumbles into a white powder. Iodine is most advantageously kept in securely closed glass receptacles—most ordinary wares are liable to be attacked or permeated by it. Chloral evaporates slowly when exposed to dry atmosphere. Powdered drugs which depend upon volatile constituents for medicinal virtue, like cinnamon, cloves, orris root, and valerian, should, so far as practicable, be kept in bottles or some other comparatively airtight container.

Stronger water of ammonia should be kept in strong glass-stoppered bottles, which should be stored in a cool place and opened with extreme care. When warm, the liberated gas frequently forces the stopper out with considerable violence, and many accidents resulting in injury to the sight of operators are on record.

Pressed roots and herbs are more convenient to handle, occupy less space and are better preserved than crude drugs in bulk form. Furthermore, the danger of error is materially reduced by handling neatly pressed, wrapped, and labeled packages.

Examine your stock of dandelion and

rhubarb roots occasionally to be sure that purchasers do not find worms in them and form unfavorable impressions of you and your business methods.

Cantharides should be thoroughly dried and kept in securely closed containers. The vapor of chloroform quickly kills insects which infest cantharides, and their destruction can be accomplished by placing a small quantity of chloroform in a wide-mouthed bottle or other open vessel upon the surface of the infested drug and securely closing the container. The heavy chloroform vapor

[CONTINUED ON PAGE THIRTY.]

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Wholesale Price Current.

Advanced—Gum Camphor, Cod Liver Oil, Linseed Oil.

Declined—

ACIDUM.		TINCTURES.	
Aceticum	80 10	Aconitum Napellis R	60
Benzoleum German.	65 75	Aloe	50
Boracic	15	" and myrrh.	50
Carbolicum	22 34	Arnica	50
Citricum	41 44	Asafetida	50
Hydrochloric	32 5	Atrope Belladonna.	60
Nitricum	10 12	Benzoin	60
Oxalicum	10 12	" Co.	50
Phosphoricum dil.	20	Sanguinaria	50
Salicylicum	65 70	Barosma	50
Sulphuricum	1 1/2 5	Cantharides	75
Tannicum	1 40 21 60	Capelium	50
Tartaricum	30 33	Ca damon	75
AMMONIA.		" Co.	75
Aqua, 16 deg.	40 6	Castor	100
" 20 deg.	60 8	Catechu	50
Carbonas	12 14	Cinchona	50
Chloridum	12 14	" Co.	50
ANILINE.		Columba	50
Black	2 00 2 25	Conium	50
Brown	80 21 00	Cubeba	50
Red	45 50	Digitalis	50
Yellow	2 50 2 30	Ergot	50
BACCAR.		Gentian	50
Cubee (po 25)	20 25	" Co.	50
Juniperus	80 10	Gualica	60
Xanthoxylum	25 30	" ammon.	60
BALSAMUM.		Zingiber	50
Copaiba	45 50	Hyocyanus	50
Peru	23 00	Iodine	75
Terebinth. Canada	45 50	" Colorless	75
Tolutan	45 50	Ferri Chloridum	35
CORTEX.		Kino	50
Abies, Canadian	18	Lobelia	50
Cassia	12	Myrrh	50
Cinchona Flava	18	Nux Vomica	50
Euonymus atropurp.	30	Opil	85
Myrica Cerifera, po.	20	" Camphorated	50
Prunus Virgini.	12	" Deodor.	200
Quillaja, grd.	12	Aurant Cortex	50
Sassafras	12	Quassia	50
Ulmus Po (Ground 15)	15	Rhatany	50
EXTRACTUM.		Rhel	50
Glycyrrhiza Glabra	24 25	Cassia Acicifol	50
" po.	33 35	" Co.	50
Haematox, 15 lb. box	11 12	Serpentaria	50
" 1s.	13 14	Stromonium	60
" 1/2s.	14 15	Tolutan	60
" 3/4s.	16 17	Valerian	50
FERRU.		Veratrum Veride	50
Carbonate Precip.	15	MISCELLANEOUS.	
Citrate and Quinia	23 50	Ether, Spts Nit, 3 F.	35 38
Citrate Soluble	80	" Nit, 4 F.	38 40
Ferrocyanidum Sol.	20	Alumen	2 1/2 3
Solut Chloride	15	" ground, (po.	2 4
Sulphate, com'l	90 2	Annatto	40 50
" pure	2 7	Antimoni, po.	40 5
FLORA.		" et Potass T.	55 60
Arnica	12 14	Antipyrin	21 40
Anthem.	18 25	Antifebrin	15
Matricaria	18 25	Argent Nitras, ounce	53
FOLIA.		Arsenicum	50 7
Barosma	140 30	Balm Gilead Bud.	38 40
Cassia Acutifol, Tin-	180 25	Bismuth S. N.	1 20 21 30
nivelly	250 30	Calcium Chlor, 1s, (1/4s	10 1/2 12
Salvia officinalis, 1/4s	120 20	Cantharides Russian,	21 00
and 1/2s.	80 10	Capaci Fructus, af.	15
Ura Ursi	80 10	" " po.	15
GUMMI.		" Bpo.	15
Acacia, 1st picked	60	Caryophyllus, (po. 15)	10 12
" 2d	40	Carmine, No. 40	23 75
" 3d	40	Cera Alba, S. & F.	50 55
" sifted sorta.	20	Cera Flava	40 42
" po.	60 80	Cocous	20 40
Aloe, Barb. (po. 60)	50 60	Cassia Fructus	25
" Cape, (po. 20)	12	Centaria	10
Socotri, (po. 60)	50	Cetaceum	20
Catechu, 1s, (1/4s, 14 1/4s	18	Chloroform	60 63
16)	18	" squibbs	21 25
Ammoniac	55 60	Chloral Hyd Crst.	1 15 21 30
Asafetida, (po. 40)	35 40	Chondrus	20 25
Benzoinum	50 55	Cinchonidine, F. & W	15 20
Camphora	50 55	" German	34 12
Euphorbium po.	35 40	Cocaine	5 30 50 50
Galbanum	25 30	Cocrea, lit, dis. per	85
Gamboge, po.	65 80	Cocreaum	2 35
Gualacum, (po. 35)	20 30	Creta, (bbl. 75)	2 2
Kino, (po. 2 50)	22 50	" prep.	50 55
Mastic	80	" precip.	90 11
Myrrh, (po. 45)	40	" Rubra.	8
Opil (po 3 10 23 30)	1 00 2 00	Crocus	50 55
Shellac	40 60	Cudbear	2 24
" bleached	40 45	Cupri Sulph.	5 6
Tragacanth	50 80	Dextrine	10 12
HERBA—In ounce packages.		Ether Sulph.	75 90
Absinthium	25	Emery, all numbers.	2 8
Eupatorium	20	" po.	6
Lobelia	25	Ergota, (po.) 40	30 35
Majorum	25	Flake White	12 15
Mentha Piperita	25	Galla	8 23
" Vir.	25	Gambler	8 9
Rue	80	Gelatin, Cooper	60
Tanacetum, V.	22	" French	30 50
Thymus, V.	25	Glassware flint, by box 80.	
MAGNESIA.		Less than box 70.	
Calcined, Pat.	55 60	Glue, Brown	90 15
Carbonate, Pat.	20 22	" White	130 25
Carbonate, K. & M.	20 25	Glycerina	130 20
Carbonate, Jennings.	35 36	Grana Paradisi	22
OLEUM.		Homulus	25 55
Absinthium	2 50 2 30	Hydraag Chlor Mite.	79
Amygdalae, Dulc.	30 35	" Cor	69
Amygdalae, Amarae	8 00 28 25	" Ox Rubrum	89
Anisi	1 90 2 00	" Ammoniac	89
Aurant Cortex	1 80 2 00	" Unguentum	45 55
Bergamit	3 00 2 30	Hydrargyrum	55
Cajuputi	60 65	Ichthyobolia, Am.	1 25 21 50
Caryophyll	75 80	Indigo	75 100
Cedar	35 65	Iodine, Resubl.	3 80 23 90
Chenopodii	21 60	Iodoform	24 70
Chinamoniti	1 40 21 50	Lupulin	22 25
Citronella	45	Lycopodium	60 65
Conium Mac.	35 65	Macis	70 75
Copaiba	80 90	" Liqnor Arsen et Hy-	27
		drag Iod.	27
		Liquor Potass Arsenitis	190 12
		Magnesia, Sulph (bbl	24 4
		1/4)	
		Mannia, S. F.	60 63

Morphia, S. P. & W.	1 75 2 00	Snuff, Maccaboy, De		PAINTS.	bbl. lb.
S. N. Y. Q. &		Voes	24	Red Venetian	1 1/2 20 3
C. Co.	1 65 21 90	Snuff, Scotch, De. Voes	24	Ochre, yellow Mars	1 1/2 20 3
Moschus Canton	2 40	Soda Boras, (po. 6 1/4-9)	6 1/2 9	" Ber.	1 1/2 20 3
Myristica, No 1	65 70	Soda et Potass Tart.	24 25	Putty, commercial	2 1/2 24 23
Nux Vomica, (po. 20)	2 10	Soda Carb.	1 1/2 2	" strictly pure	2 1/2 24 23
Os. Sepia	15 18	Soda, Bi-Carb.	3 2 5	Vermillion Prime Amer-	
Pepsin Saac, H. & P. D.		Soda, Ash	3 1/2 4	ican	13 2 15
Co.	2 00	Soda, Sulphas	2 2	Vermillion, English	6 8 2 72
Picis Liq, N. C., 1/4 gal	2 00	Spts. Ether Co	50 2 55	Green, Paris	20 1/2 27
dos	2 00	" Myrcia Dom.	2 2 00	Green, Peninsular	13 2 16
Picis Liq, quarts	2 10	" Myrcia Imp.	2 2 50	Lead, red	5 1/2 26
" pints	2 05	" Vini Rect. bbl.	2 57	" white	5 1/2 26
Pil Hydrarg, (po. 80)	2 50	" " 1/2 bbl.	2 62	Whiting, white Span.	2 70
Piper Nigra, (po. 22)	2 1	" " 10 gal.	2 65	Whiting, Gliders	2 70
Piper Alba, (po. 35)	2 3	" " 5 gal.	2 67	White, Paris American	1
Pilx Burgun	2 7	Less 5c gal., cash ten days.		Whiting, Paris Eng.	
Plumbi Acet	10 12	Strychnia Crystal	1 40 21 45	cliff	1 40
Pulvis Ipecac et opil.	1 10 21 20	Sulphur, Subl.	2 1/2 3	Universal Prepared	1 00 21 15
Pyrethrum, boxes M	2 125	" Roll	2 2 24	VARNISHES.	
& P. D. Co., dos	2 125	Tamarinds	8 2 10	No. 1 Turp. Coach	1 10 21 20
Quassia	8 10	Terebenth Venice	2 30 30	Extra Turp.	16 21 70
Quinia, S. P. & W.	34 2 39 1/2	Theobromae	45 2 48	Coach Body	2 75 23 00
" S. German	27 37	Vanilla	9 00 21 60	No. 1 Turp. Furr	1 00 21 10
Rubia Tinctorum	12 14	Zinet Sulph.	7 8	Extra Turk Damar	1 55 21 60
Saccharum Lactis pv.	18 20			Japan Dryer, No. 1	
Salacin	2 50 2 60			Turp.	70 2 75
Sanguis Draconis	40 50				
Sapo, W.	12 14				
" M	10 12				
" G	15				
Selditis Mixture	2 30				
Sinapis	2 18				
" opt.	2 30				

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OCCUPIES
ITS OWN FIELD.
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TO ADVERTISERS.

Atomizers

- Little Daisy Perfume Atomizer
No. 12, Magic Perfume Atomizer, metal tube
Vaseline Atomizer
Valley City Oil Atomizer
No. 1, Magic Atomizer, long metal tube
No. 5, Magic Atomizer, straight and bent adjustable pipes, with flexible rubber tube
No. 25, Magic Atomizer, two adjustable hard rubber throat and nasal tubes
No. 30, Magic Atomizer, four hard rubber screw tips
No. 31, Magic Throat Atomizer
No. 32, Magic Nasal Atomizer
No. 33, Magic Atomizer, single hard rubber tube, for toilet, throat or ordinary uses
No. 36, Magic Atomizer, for toilet purposes
No. 44, Magic Atomizer, with extra hard rubber throat and nasal tips
No. 48, Magic Oil Atomizer, with three hard rubber screw tips
No. 6, Goodyear Atomizer, long metal tube
No. 2, Goodyear Atomizer, hard rub'r tube
No. 12, Star Atomizer, long metal pipe, with inserted flexible rubber tube and three hard rubber tips
No. 3, Ellis & Gottermann Water Oil Atomizer, three tips
Valley City Throat Atomizer, long rubber tube

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AXLE GREASE. Mica doz gross 70 8 00 Aurora 55 6 00 Castor Oil 60 7 00 Diamond 50 5 50 Frazer's 75 9 00 Paragon 55 6 00	Cherries. Red 2 1 15 White 1 40 Erie 1 15 Damsons, Egg Plums and Green Gages Erie 1 00 California 1 05 Common Gooseberries 1 10 Ple Peaches 1 00 Maxwell 1 40 Shepard's 1 40 California 2 1 55 Monitor Oxford Domestic Pears 1 0 Riverside 1 25 Pineapples Common 1 00 Johnson's sliced 2 50 Shepard's 2 75 Booth's sliced 2 50 grated 2 75 Quinces Common 1 10 Raspberries 95 Black Hamburg 1 46 Erie black 1 10 Lawrence 1 25 Hamburg 1 75 Erie 85 Terrapin 80 Whortleberries Blueberries 85 Meats Corned beef 2 35 Roast beef 2 35 Potted ham 1 30 " tongue 1 30 " 1 lb 1 35 " chicken 1 35 Vegetables Beans 95 Hamburg stringless 1 15 French style 2 00 Lima green 1 25 " soaked 1 15 Lewis Boston Baked 1 25 Bay State Baked 1 25 World's Fair Baked 1 25 Picnic Baked 95 Corn Hamburg 1 15 Livingston Eden 1 00 Purify Dew 90 Morning Glory 1 25 Soaked 75 Peas Hamburg marrowfat 1 30 early June 1 50 Champion Eng 1 40 petit pois 1 40 fancy sifted 1 55 Soaked 85 Harris standard 1 10 VanCamp's marrowfat 1 10 early June 1 30 Archer's Early Blossom 1 25 French 1 25 Mushrooms 1 00 Pumpkin 90 Hubbard Squash 1 15 Succotash 1 30 Hamburg 1 30 Soaked 80 Honey Dew 1 30 Erie 1 35 Tomatoes Hancock 80 Excelior 80 Bellpepper 1 50 Hemsturg 1 50 Gailin 2 25 CHOCOLATE Baker's 23 German Sweet 37 Premium 45 Breakfast Cocoa 35 CHEESE Amboy 75 Acme 75 Jersey 75 Lenawee 75 Riverside 8 Gold Medal 50 6 Skim 11 75 Brick 11 75 Edam 1 00 Leiden 20 Limburger 2 15 Pineapple 2 15 Roquefort 2 35 Sap Sago 2 18 Schweitzer, Imported 2 24 domestic 2 14 CATSUP Blue Label Brand Half pint, 25 bottles 2 75 Pint 4 50 Quart 1 doz bottles 3 50 Triumph Brand Half pint, per doz 1 35 Pint, 25 bottles 4 50 Quart per doz 3 75	CREAM TARTAR. Strictly pure 3 Telfer's Absolute 30 Grocers' 150 25 CLOTHES PINS. Daisy Brand 5 gross boxes 40 45 COCOA SHELLS. 35 lb bags 23 Less quantity 23 1/2 Pound packages 6 1/2 27 COFFEE. Green Ria Fair 18 Good 19 Prime 21 Golden 21 Peaberry 23 Santos Fair 19 Good 20 Prime 22 Peaberry 23 Mexican and Guatemala Fair 21 Good 22 Fancy 24 Maracaibo 24 Prime 23 Milled 24 Java Interior 25 Private Growth 27 Mandehling 28 Mocha 28 Imitation 25 Arabian 28 Roasted To ascertain cost of roasted coffee, add 1/4 c. per lb. for roasting and 15 per cent. for shrinkage. Package McLaughlin's XXXX 21 30 Lion 60 or 100 lb. case 21 30 Arbuckle 21 30 Jersey 21 30 Extract Valley City 1/4 gross 75 Soda, City 1 15 Felix 1 15 Hummel's, foil, gross 1 65 tin 2 85 CHICORY Bulk 5 Red 7 CLOTHES LINES. Cotton, 40 ft. per doz. 1 25 " 50 ft. " 1 40 " 60 ft. " 1 60 " 70 ft. " 1 75 " 80 ft. " 1 90 " 90 ft. " 2 10 Jute 30 ft. " 85 72 ft. " 1 00 CONDENSED MILK. 4 doz. in case N. Y. Condensed Milk Co's brands Gail Borden Eagle 7 40 Crown 6 25 Daisy 5 75 Champion 4 50 Magnolia 4 25 Dime 3 35 Peerless evaporated cream 5 75 COUPON BOOKS. "TradeMan" 1 books, per hundred 2 00 2 " " " 2 50 3 " " " 3 00 4 " " " 3 50 5 " " " 4 00 6 " " " 4 50 7 " " " 5 00 8 " " " 5 50 9 " " " 6 00 10 " " " 6 50 "Superior" per hundred 2 50 3 " " " 3 00 4 " " " 3 50 5 " " " 4 00 6 " " " 4 50 7 " " " 5 00 8 " " " 5 50 9 " " " 6 00 10 " " " 6 50 ONE CENT COUPON Universal 1 books, per hundred 3 00 2 " " " 3 50 3 " " " 4 00 4 " " " 4 50 5 " " " 5 00 6 " " " 5 50 7 " " " 6 00 8 " " " 6 50 9 " " " 7 00 10 " " " 7 50 Above prices on coupon books are subject to the following quantity discounts: 200 books or over 5 per cent 500 " " " 10 " " 1000 " " " 20 " " COUPON PASS BOOKS. [Can be made to represent any denomination from \$10 down.] 20 books 1 00 50 " 2 00 100 " 3 00 250 " 6 25 500 " 10 00 1000 " 17 50 CREDIT CHECKS. 500, any one denom'n 3 00 1000, " " 5 00 2000, " " 8 00 Steel punch 75 CRACKERS. Butter Seymour XXX Seymour XXX, cartoon Family XXX Family XXX, cartoon Salted XXX Salted XXX, cartoon Kenosha Boston Butter biscuit Soda Soda, XXX Soda, City Soda, Duchess Crystal Wafer Long Island Wafers Oyster S. Oyster XXX City Oyster XXX Farina Oyster CEMENT. Major's, per gro. 1/2 oz size 12 00 1 oz size 18 00 Liq. Glue, 1 oz 9 60 Leather Cement 1 oz size 12 00 2 oz size 18 00 Rubber Cement 1/2 oz size 12 00 2 oz size 18 00 DRIED FRUITS. Domestic Apples Sundried 6 4 Evaporated, 50 lb. boxes 7 75 California in bags 2 75 Evaporated in boxes 8 Blackberries In boxes 9 Nectarines 70 lb. bags 9 25 lb. boxes 9 Peaches Peeled, in boxes 14 Cal. evap. 9 In bags 9 California in bags 6 4 California boxes 7 75 Pitted Cherries Barrels 24 50 lb. boxes 24 25 " 24 Prunelles 30 lb. boxes 9 4 Raspberries In barrels 22 50 lb. boxes 22 4 25 lb 22 4 Raisins Loose Muscatels in Boxes 2 crown 3 1/2 3 " 4 4 " 5 5 " 5 1/2 Loose Muscatels in Bags 2 crown 3 1/2 3 " 4 4 " 5 5 " 5 1/2 Foreign Currants Patras, bbls. 2 25 Vostizas, 50 lb. cases 2 75 Schult's Cleaned 25 lb. boxes 5 4 50 lb. boxes 5 4 1 lb. packages 5 4 Peel Citron, Leghorn, 25 lb. boxes 12 Lemon 25 " 8 Orange 25 " 10	"Superior" per hundred 2 50 3 " " " 3 00 4 " " " 3 50 5 " " " 4 00 6 " " " 4 50 7 " " " 5 00 8 " " " 5 50 9 " " " 6 00 10 " " " 6 50 ONE CENT COUPON Universal 1 books, per hundred 3 00 2 " " " 3 50 3 " " " 4 00 4 " " " 4 50 5 " " " 5 00 6 " " " 5 50 7 " " " 6 00 8 " " " 6 50 9 " " " 7 00 10 " " " 7 50 Above prices on coupon books are subject to the following quantity discounts: 200 books or over 5 per cent 500 " " " 10 " " 1000 " " " 20 " " COUPON PASS BOOKS. 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Zenoleum, 6 oz 2 00 Zenoleum, qts. 4 00 Zenoleum, 1/2 gal. 7 20 Zenoleum, gal. 12 10 FISH-SALT Blosters Yarmouth Cod 4 Georges cured 4 Georges genuine 5 Georges selected 5 1/2 Boneless, bricks 6 1/2 Boneless, strips 6 1/2 28 Halfbut 11 12 Herring. Holland, white hoops keg 80 " bbl 10 0 Norwegian 11 00 Round, 1/4 bbl 100 lbs. 2 55 " 1/2 " 40 " 1 30 Scaled 13 1/2 Mackerel. No. 1, 100 lbs. 12 00 No. 1, 40 lbs. 5 50 No. 1, 10 lbs. 1 55 No. 2, 100 lbs. 10 00 No. 2, 40 lbs. 4 35 No. 2, 10 lbs. 1 15 Family, 90 lbs. 1 15 " 10 lbs. 1 15 Sardines. Russian, kegs 55 Trout No. 1, 1/4 bbls. 100 lbs. 4 25 No. 1, 1/2 bbl. 40 lbs. 1 95 No. 1, 1/4 bbl. 10 lbs. 56 No. 1, 1/8 bbl. kits 48 Whitefish No. 1 family 1/4 bbls. 100 lbs. 27 25 2 50 " 40 " 3 20 1 30 10 lb. kits 83 40 8 lb. " 73 35	FLAVORING EXTRACTS. Souders'. Oval Bottle, with corkscrew. Best in the world for the money. Regular Grade Lemon 2 oz 75 4 oz 1 50 Regular Vanilla 2 oz 20 4 oz 40 XX Grade Lemon 2 oz 1 50 4 oz 3 00 XX Grade Vanilla 2 oz 1 75 4 oz 3 50 Jennings. Lemon, Vanilla 2 oz regular panel 75 1 20 4 oz " 1 50 2 00 6 oz " 2 00 3 00 No. 3 taper 1 35 2 00 No. 4 taper 1 50 2 50 GUNPOWDER. Rifle-Dupont's Kegs 3 25 Half kegs 1 90 Quarter kegs 1 10 1 lb cans 30 1 lb cans 15 Choke Bore-Dupont's Kegs 4 25 Half kegs 2 40 Quarter kegs 1 35 1 lb cans 34 Eagle Duck-Dupont's Kegs 11 00 Half kegs 5 75 Quarter kegs 3 00 1 lb cans 80 HERBS. Sage 15 Hops 15 INDIGO. Madras, 5 lb. boxes 55 S. F., 2, 3 and 5 lb. boxes 50 JELLY. 15 lb. pails 2 37 17 " 2 45 30 " 2 70 LICORICE. Pure 80 Calabria 25 Stictly 12 Root 10 LYE. Condensed, 2 doz 1 20 " 4 doz 2 25 MINCE MEAT. NEW ENGLAND CONDENSED MINCE MEAT T. E. DOUGHERTY CINCINNATI, O. MATCHES. Columbia Match Co's Brands Columbia Parlor 1 25 XXX Sulphur 1 00 Diamond Match Co's Brands No. 9 sulphur 1 65 Anchor parlor 1 70 No. 2 home 1 10 Export parlor 4 00 MEASURES. Tin, per dozen 1 gallon 1 75 Half gallon 1 40 Quart 70 Pint 45 Half pint 40 Wooden, for vinegar, per doz. 1 gallon 7 00 Half gallon 4 75 Quart 3 75 Pint 2
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Safeguards against Deterioration of Drug Stock.

[CONCLUDED FROM PAGE TWENTY SIX.]

will then gradually sink through the drug and destroy the insects.

The modern method of marketing chlorinated lime in hermetically sealed parcels is not only a source of convenience, but affords protection, which serves to prevent loss of the loosely combined chlorine, upon which the value of the preparation as a disinfectant is almost entirely dependent. The disagreeable odor of chlorine which clings to the hands of the operator is also avoided.

Charcoal is used in medicine chiefly for its absorbent and disinfectant properties. Owing to its absorbent powers, it should not be unnecessarily exposed to the atmosphere of a laboratory or pharmacy, lest it be thus rendered unfit for medicinal purposes.

Fine sponges should be kept in a closed showcase or drawer. Carriage and slate sponges, which are frequently allowed to become soiled and lend an untidy appearance to the store by rolling about in a window or on the floor, can be conveniently kept assorted and conspicuously displayed in a wire basket with separate compartments for different sizes.

Oxalic acid should not be kept in paper parcels, since it soon renders the paper fragile, and, in being thus scattered about, may, by admixture with other drugs, cause loss of life. Owing to its external resemblance to Epsom salt, and its very poisonous nature, the substances should not be kept in similar drawers. The practice of keeping them in containers of different style and safely remote from each other is less likely to lead to accidental confusion.

Remember that heated atmosphere usually accumulates near the ceiling, and preparations subject to injury by exposure to elevated temperature should not be kept on upper shelves. Several cases are on record wherein chlorinated lime, which is known to greedily absorb water and carbonic acid from a humid atmosphere, was put up in securely corked and sealed bottles, which were then placed upon an upper shelf until the heat of summer, or a very warm apartment, had liberated sufficient gas to cause a startling explosion, sometimes followed rapidly by a succession of similar ones and a cloud of dust.

Lard, ointments, cerates, and, in fact, nearly all animal fats, are liable to grow rancid by prolonged exposure to air, this change in many cases being accelerated by heat and light. Every precaution should, of course, be taken to avoid such decomposition; but, when rancidity is apparent, preparations should never be dispensed, for, instead of having the mild demulcent properties which constitute their chief value, they become irritant and entirely unfit to serve as vehicles for medicinal substances to be applied to the skin. Ointment jars should invariably be thoroughly cleaned and freed from rancidity before refilling with fresh stock.

With ordinary drug store arrangement it is scarcely practicable to entirely protect tinctures and fluid extracts from injurious effects of air, light and changes of temperature, but any provision which tends to prevent precipitation from these causes is commendable. The stock of tinctures should be placed in charge of one capable employee, who should be held responsible for its condition. Haste is apt to make serious inroads upon accuracy in preparing pharmaceuticals.

The danger from leaving bottles insecurely corked is apparent when we consider that if a fluid extract prepared from a menstruum composed of diluted alcohol be exposed to the air in an open vessel, the alcohol will evaporate much more rapidly than the water. By this change of character in the menstruum certain resinous constituents of the drug frequently become insoluble and are deposited, rendering the fluid more or less turbid, and materially lessening its medicinal value. Collodion loses ether by evaporation and becomes comparatively worthless.

The deterioration which can occur in a single drug store from causes indicated

here commands the constant attention of the manager, and much greater is the problem which confronts the wholesale manufacturer, who must prepare a great variety of products in large quantities to be distributed in the market in all directions, where they are expected to remain unchanged through the extreme variations in temperature which characterize the severe winters in the north and the torrid summers in the south; and no less injurious is the improper exposure to which pharmaceuticals are frequently subjected in temperate climates.

LEON C. FINK.

His Job Blew through His Whiskers.

A story is told of a Philadelphia hotel keeper. Employed as a porter about the hotel was an elderly man named Mike, who had been an attache of the hotel for eight years. His most prominent feature, and one of which he was very proud, was a beard of luxuriant growth. One day last week the proprietor of the house was pacing the lobby when Mike happened to pass. The proprietor was in a very disagreeable frame of mind, and he stopped and looked at Mike with an evil light in his eye. "Come here, you," he yelled at the porter. "How long have you been here?" "Nigh onto eight years, sor." "Well, you've been here long enough. You needn't come back to-morrow. I'm tired of seeing you about." The poor porter was thunder-struck. He went to his friend, the day clerk, and told him all about it. "What'll Oi do?" said he. "Oi've a wolfe and family fur t' support, an' Oi can't get another job." The clerk thought for a minute and then said suddenly: "I have it. You go home and shave off your beard, and then go to the boss and tell him you heard he needed a porter." Mike followed the advice next day and secured the situation, becoming his own successor. The proprietor has never suspected the trick.

"Always Buy Dear and Sell Cheap."

"Always buy dear and sell cheap" was the motto of one of the founders of the great Rothschild house. This is a profound saying and is worthy of the most serious consideration of every business man. The motto of many insignificant fellows is, "Always buy cheap and sell dear." But listen to what one of the greatest financiers of the century says: "Always buy dear and sell cheap!" There is nothing mean about that. That does not smack of the miser. These words do not come from a swindler, nor is this advice given by a man unsophisticated in commercial affairs. On the contrary, it comes from a typical business man, one who thoroughly understood every branch and department of finance and commerce. "Always buy dear and sell cheap." There is a whole volume of admonition "boiled down" in that expression. It is at the basis of success, and is a lighthouse on the course leading to prosperity. Its full meaning is to buy only the best and to sell it at a reasonable profit. This is how a majority of business men have attained such great success in commercial life.

It Does Not Pay.

It is not at all economical to operate a store which has dirty, shabby and out-of-date windows, and it is a good investment to make the windows as handsome and convenient as possible. The money used in fixing up a window is always returned by the beneficial results obtained from a clean, well-dressed and up-to-date window. It is an investment which differs only from other and similar ones in the fact that the investor is not compelled to wait a year or more to obtain the dividends or profits. When a retailer has his window attractively arranged he obtains results immediately. It attracts the attention of people in need of goods in his line and it seems to invite them to enter the store, where they will be handsomely treated. But a dirty, ill-kept window! What self-respecting person will enter such a store when there are others where everything is clean and tidy? The money invested in fixing up a window never fails to return in benefits to the retailer.

Wild Talk about Adulteration.

From the American Grocer.

It seems incredible that dealers in food products should discredit their business and stimulate the circulation of reports which are grossly exaggerated and misleading, but difficult to counteract because they contain a grain of truth deftly mixed with much of error. The worst offender against trade interests is the anonymous slanderer, the dealer who lacks the courage to back his statements with his name.

The main question is not whether food is adulterated, but what is the proportion of adulterated food to the total amount consumed and the character of the adulteration? Considered from a sanitary standpoint, there is practically no such question as food adulteration. Such as is practiced is a crime against the pocket, and not the person. And this accounts for the indifference of the public regarding the entire question.

Unfortunately there are men in the trade who do not hesitate to awaken the fears of consumers and discredit their calling, by spreading alarming reports and making sweeping assertions, actuated by the idea that their business will be benefited—they credited with being Apostles of Purity and Honesty.

As an illustration, they discredit coffee by asserting that there is manufactured an artificial bean, made from dough and having the appearance of the genuine article. That is true, but the quantity made is very, very small, and is to the total quantity consumed as a drop of water to the stream. No one but a knave or fool would offer such an imitation to his trade, because it means loss of patronage, dissatisfied customers and liability to being charged with and exposed for a mean and petty fraud.

Technically an article may be adulterated within the meaning of the law and yet be perfectly wholesome, but this is no justification for putting in circulation reports of an alarming character. The public is very susceptible—and, about some things, very ignorant—and frequently does an injustice, as years ago, when they ruined a bakery because a city daily made a sensation by stating that sulphuric acid and marble dust were used by the baker to generate carbonic acid, which was used to aerate or lighten bread, being forced into it mechanically, instead of being set free through the action of yeast or the decomposition of baking powder. The public freely used soda-water charged with carbonic acid gas, made in a similar manner, but they objected to bread made light in a like manner.

Recently a prominent city daily loaned its columns to a sensational lot of "rot," from one who styled himself a member of the National Retail Grocers' Union(?), and which on its face was an attempt to bolster private interests by discrediting the goods and character of the smaller grocers.

As an example the following quotation will suffice: "The coffee is made up of old grounds from restaurants and hotels, yellow ochre, beans, peas, beef blood, bread crusts and a coloring matter. Cheap tea is nothing but weeds flavored and colored by lead. There is more danger in cheap flour, because the sweepings from the mill floors contain microbes."

A slight acquaintance with the literature of adulteration and official reports would have saved a reputable journal from being the abettor of one who made an unjustifiable and untrue attack upon the integrity of competitors and the food supply.

There is no country on the face of the earth where the average quality of the food supply is so high as in the United States. There is no class of dealers more honorable than the members of the grocery trade, both wholesale and retail, and this attack upon their intelligence and integrity seems to be a case where the old adage applies: "It is a dirty bird that fouls her own nest."

Divide your work up into departments. Give each clerk his department, make him responsible for its proper conduct, and don't interfere with him nor allow others to do so.

CANDIES, FRUITS and NUTS

The Putnam Candy Co. quotes as follows:

STICK CANDY.			
	CASES	Bbls.	Palls.
Standard, per lb.		5	7
" H. H.		6	7
" Twist		6	7
Boston Cream	8%		
Cut Loaf			8
Extra H. H.	3%		

MIXED CANDY.			
	Bbls.	Palls.	
Standard	5%	6%	
Leader	6	7	
Royal	6	7	
Nobby	6%	7%	
English Rock	7	8%	
Conserves	6%	7%	
Broken Taffy	baskets		
Peanut Squares	7	8	
French Creams	9	12%	
Valley Creams	9		
Midget, 30 lb. baskets			
Modern, 30 lb.			

FANCY—In bulk			
		Palls.	
Lozenges, plain		8%	
" printed		9%	
Chocolate Drops		11 1/2	
Chocolate Monumentals		12	
Gum Drops		5	
Moss Drops		7 1/2	
Sour Drops		8	
Imperial		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 1/2	
Licorice Drops		1.00	
A. B. Licorice Drops		75	
Lozenges, plain		60	
" printed		65	
Imperial		60	
Mottos		70	
Cream Bar		55	
Molasses Bar		50	
Hand Made Creams		8 1/2	
Plain Creams		6 1/2	
Decorated Creams		90	
String Rock		60	
Burnt Almonds		90 1/2	
Wintergreen Berries		60	

CARAMELS.			
No. 1, wrapped, 2 lb. boxes		34	
No. 1, " 30 lb.		51	
No. 2, " 2		28	

ORANGES.			
California Seedlings—150,176,200,216		3 1/2	
Med. Sweets—136		3 00	
150, 176, 200		3 25	

LEMONS.			
Extra Choice, 360		5 50	
Fancy 36		6 00	
Extra Fancy, 360		6 50	
Extra Choice, 360		5 50	
Fancy, 360		6 00	
Extra Fancy, 360		6 50	

BANANAS.			
Large bunches		1 75	
Small bunches		1 25	

OTHER FOREIGN FRUITS.			
Figs, fancy layers 16lb		13	
" extra 30lb			
" bags 14lb			
Dates, Pard, 10-lb. box		6%	
" 50-lb.		7%	
" Persian, G. M. 50 lb. box		4%	

NUTS.			
Almonds, Tarragona		2 14	
Ivaca		2	
California, soft shelled		2 12	
Brasil, new		2 8	
Filberts		2 10	
Walnuts, Grenoble		2 14	
" French		2	
" Calif. No. 1		2 12	
" Soft Shelled Calif.		2 13	
Table Nuts, fancy		2 11	
" choice		2 9	
Pecans, Texas, H. P.		8 2 11	
Chestnuts			
Hickory Nuts per bu., Mich.			
Cocoanuts, full sacks		3 65	
Butternuts, per bu.			
Black Walnuts, per bu.			

PEANUTS.			
Fancy, H. P., Suns		2 5%	
" " Roasted		2 7	
Fancy, H. P., Flags		2 5%	
" " Roasted		2 7	
Choice, H. P., Extras		2 4%	
" " Roasted		2 6	

FRESH MEATS.			
BEEF.			
Carcass		6	2 8
Fore quarters		4	2 5
Hind quarters		8	2 9
Loins No. 3		8	2 10
Ribs		8	2 12
Rounds		6 1/2	7 1/2
Chucks		3 1/2	5
Plates		3 1/2	4

PORK.			
Dressed		5	2 5%
Loins			8
Shoulders			7
Leaf Lard			8

MUTTON.			
Carcass		5 1/2	6 1/2
Spring lambs		8	2 10

VEAL.			
Carcass		5 1/2	6

MORAL SIDE OF RAPID TRANSIT.

Human beings are what are known as gregarious animals. They delight to assemble and live together in crowds. This is shown by great cities, which have existed from the earliest times. So completely did the cities of Babylon, Rome, Carthage and others of antiquity absorb the population and engross public attention, that people forgot that those cities were not empires, but were only the capitals of empires.

The growth of cities is no new thing, but it is more rapid in these latter days, made so by the facilities of railway travel and the power of machinery to change industrial conditions. As soon as a machine will take the place of manual labor in farm operations, the young men refuse to remain longer in the country, and flock to the cities. Once being there, they prefer to remain, no matter what may be the conditions, while those who would go to the country to escape the privations of poverty in the slums of a city are not able to leave for lack of means.

Speaking of modern cities, it appears from the latest report of the Commissioner of Labor of the United States on the populations of the great cities that some sections of New York are more densely crowded than is any other city in the world. It appears that the population of New York below the Harlem river, which, indeed, embraces the greatest extent of that city, has a population of 144 to the acre, while Paris has 125 and Berlin 113.

It is claimed that the Tenth ward in New York City has a population of 626.26 to the acre, and in the Eleventh ward there is one sanitary district in which, on thirty-two acres, is crowded a population of 986 per acre. These, it must be remembered, are the people who live in this area, not those who come and go for temporary purposes. The densest section of Europe is believed to be the Josefstadt of Prague, which has only 485 inhabitants to the acre. Furthermore, it is said that over half the population of New York lives in tenements, and while the death rate at large is not heavy, the death rate where a rear tenement is built on a city lot rises to about three times the rate for the city as a whole.

But an increase in the death rate is not the only crying evil growing out of the crowding of people into cities. There is the frightful destruction of morality. When people are crowded together privacy is impossible, and individuals, no matter how careful has been their previous social and moral training, soon come to conform themselves to the conditions of those around them. Crowd poison not only propagates physical, but moral disease, also, and there is no question that moral degeneration is as injurious to proper human development as is the undermining of the physical constitution.

Since it is impossible to arrest the growth of cities or to send the people by wholesale back to the country, it becomes necessary to thin out the overcrowded districts by spreading the people over a larger territory. It has been found that the masses of the people in cities are operated on by conditions which have combined to work them great injury. One of these is the necessity for living near to the scenes of their labor. The other is to secure cheap rents or

lodgings. These two demands working together have created the tenement house with its crowds of people herded together like beasts, and living under conditions of the utmost insalubrity. The tenement house districts are infested alike with crowd poisons, bodily filth and moral vileness, which work the greatest damage to the people who are confined to them.

The problem of thinning out this population is solved to a great extent by cheap rapid transit through cities. To this good work the electric car and the bicycle are already contributing. Rapid transit enables the people to live at a greater distance from their work, and at the same time to traverse that distance with speed and economy. By this means honest working people can be moved out of the slums where, to a great extent, they are thrown, against their will, but by force of circumstances, with the criminal and vicious classes.

The New York Railway Gazette, in regard to thinning out the population of the congested districts of the American metropolis, expresses the belief that within a radius of eight or ten miles a great many active and comparatively prosperous people will go back and forth on their wheels. Within a zone of about fifteen miles, possibly up to twenty, the trolley will carry a good many suburban people. For greater distances the suburbs can still be served better by the steam railroad. The outcome of the working of these agencies, either together or in competition, will doubtless be a dissipation, into suburban districts, of an important percentage of the populations still huddled in the cities. Those who most need to be scattered, the very poorest, cannot take advantage directly of these agencies; but thinning out the stratum next above would relieve that immediately below.

FRANK STOWELL.

Talked Too Much.

A case in the Albany courts is one brought by William J. Madden, an insurance agent, to recover \$50,000 damages from the Equitable Life Assurance Society for libel. Madden, who is a rebater, wrote a letter, which was published in the *Underwriter*, in which he congratulated another rebater on the "manly stand he had taken in admitting publicly that he was a rebater." In that letter Madden said that nine-tenths of the agents gave up part of their commissions, and the companies encouraged it. It was not long after this that the Equitable Society gave Madden thirty days' notice of the termination of his contract with the company because of his views on rebating. Madden asserts that the publication of this card has proven ruinous to him, as he is now unable to get contracts with any other companies. His case is aggravating enough to Madden him; and he now wishes he could get a rebate on some of the language he used for the sake of being smart.

Excellent Business Maxims.

It is a merchant's duty to ennoble his business by his integrity and absolute fairness.

He who is most slow in making a promise is most faithful in keeping it.

Work is not a man's punishment; it is his reward, his strength, his glory, his pleasure.

A jobber's first duty is to help his customers to prosper.

Learn from the experience of others. Your theories are likely to be incorrect.

Politeness is the cheapest capital in the world and pays the largest dividends. Enthusiasm is a loadstone in business. Cultivate it—you can't buy it.

Confine your purchases in one line substantially to one house, thereby avoiding many brands and hard stock.

Sensational Window Display.

One of the most studious and conservative men in the retail ranks of this country, albeit one of the most progressive and successful, gives as his opinion that where a store is doing a really fine-grade trade with a high class of people, the sensational window does more harm than good; that is to say, the window which covers the sidewalk, and makes a crowd, often obstructs the doorway, so that the customers who want to spend money, and not look at a display, cannot get in without annoyance.

Now is the Time

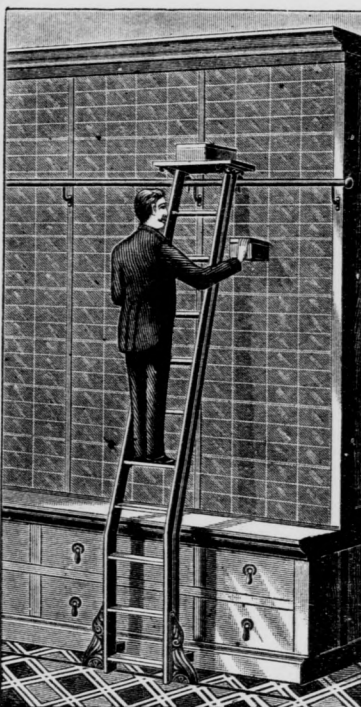
TO ORDER PLANTS. THEY ARE CHEAP. YOU CAN MAKE MONEY ON THEM. I OFFER YOU

Cabbage and Tomato Plants, 200 in box, box 65c
Sweet Potatoes and Celery Plants, 200 in box 80c
Common Green Onions, per doz 10c
Seed Onions, per doz 15c
Radishes, long or round, very fine, per doz 10c
Asparagus, per doz 30c
Cucumbers, per doz 50c
Spinach, new, per bu 50c
Pie Plant, per bu 40c
Bananas, per bunch \$1.50 to 2.00
Wax Beans, Peas, Green Beans, Beets, Carrots and Strawberries at lowest market prices.

We are a Mail Order Fruit and Produce House. Am certain I can save you money. Send me your mail orders and you will always get GOOD FRESH GOODS.

Yours respectfully,

HENRY J. VINKEMULDER,
445-447 S. DIVISION ST.,
GRAND RAPIDS, MICH.

CYCLE
STEP
LADDER.

WRITE

HIRTH, KRAUSE & CO.,
MICHIGAN STATE AGENTS,
for Catalogue.

Engravings
BUILDINGS
FURNITURE PORTRAITS
PATENTED ARTICLES
MACHINERY
ANYTHING FOR ANY PURPOSE
TRADESMAN COMPANY
GRAND RAPIDS, MICH.

CHICAGO

Nov. 8, 1894

AND WEST MICHIGAN R.V.

GOING TO CHICAGO.

Lv. G'd Rapids..... 7:15am 1:25pm *11:30pm
Ar. Chicago..... 1:25pm 6:50pm *7:20am
RETURNS FROM CHICAGO.

Lv. Chicago..... 8:25am 5:00pm *11:45pm
Ar. G'd Rapids..... 3:05pm 10:25pm *6:25am

TO AND FROM MUSKOGON.

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

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, LANSING & NORTHERN R. R.

Oct. 28, 1894

GOING TO DETROIT.

Lv. Grand Rapids..... 7:00am 1:20pm 5:25pm
Ar. Detroit..... 11:40am 5:30pm 10:10pm

RETURNING FROM DETROIT.

Lv. Detroit..... 7:40am 1:10pm 6:00pm
Ar. Grand Rapids..... 12:40pm 5:20pm 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 p.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 10:30 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. 20
G'd Rapids, Lv	6 45am	11 30am	3 25pm	11 00pm
Tonia, Ar	7 40am	11 25am	4 27pm	11 35am
St. Johns, Ar	8 25am	12 17pm	5 20pm	1 25am
Owosso, Ar	9 00am	1 20pm	6 05pm	2 15am
E. Saginaw, Ar	10 50am	3 45pm	6 50pm	3 10am
Bay City, Ar	11 3 am	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..... 11:00 p. m.
" " " " Mil. and Chl. 7:35 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. 15 Parlor Car. No. 32 Wagner Sleeper.
Westward—No. 11 Parlor Car. No. 15 Wagner Parlor Buffet car. No. 31 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..... 8:00 p. m.
For Petoskey and Mackinaw..... 5:25 p. m.

TRAINS GOING SOUTH.

Leave going South
For Cincinnati..... 7:25 a. m.
For Kalamazoo and Chicago..... 2:15 p. m.
For Fort Wayne and the East..... 8:15 p. m.
For Cincinnati..... 8:40 p. m.
For Kalamazoo and Chicago..... 11:40 p. m.

Chicago via G. R. & I. R.

Lv. Grand Rapids..... 7:25 a. m. 2:15 p. m. *11:40 p. m.
Ar. Chicago..... 2:40 p. m. 9:05 p. m. 7:10 a. m.

2:15 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..... 2:50pm 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.
7:25 a. m. 9:50 a. m.
1:00 p. m. 1:15 p. m.
4:40 p. m. 5:20 p. m.
O. L. LOCKWOOD,
General Passenger and Ticket Agent.

GOTHAM GOSSIP.

News from the Metropolis--Index of the Markets.

Special Correspondence

NEW YORK, June 8--Climatic influences have something to do with trade, after all. When it is so hot that it requires an effort to live, things go slow. Everybody goes down by the ocean and buyers coming in from the surrounding country have no enthusiasm left after they have sweltered on the pavements for a day or so. The heat has its effect on goods, too, and the big piles of decaying fruit and fish testify to the truth of this statement. The streets are lined with "bargains" in strawberries, just good enough to prevent them being thrown away, yet not good enough for any one with a palate at all discriminating. Welcome relief came on Wednesday and everybody wrapped the drapery of his couch about him and laid down to pleasant dreams. The stores have taken on a new lease of life and business among grocery jobbers is about all that can be desired.

The hardware trade is reported excellent, also. The recent and unexampled advance in the price of wire nails has been the topic of conversation all the week; but it seems to be pretty generally conceded that the rise has been a perfectly legitimate advance, and that the recent low prices will not soon be touched again.

The sugar market has been rather dull. This seems surprising, in view of the fact that it is the season when we might reasonably expect a great rush for the article. Refined sells in only an everyday manner and wants are supplied with no delay. Supplies of sugar are ample, and, as rates are so low, it is thought consumption should show a steady increase. Some fair mail orders came Thursday and Friday. Quotations have not been changed.

Teas are dull. There is a little talk that the disturbance in the Island of Formosa may result in disturbing values on certain grades, but nothing definite is known.

While the coffee market shows no particular animation, there is a good deal of firmness displayed by holders, who say that no concessions whatever are being made to consummate sales. Rio No. 7 is worth at the moment 16c. The amount of coffee afloat is 522,948 bags, against only 283,096 bags last year. Mild coffee shows very little animation and purchasers are "waiting." Orders are for small lots and, while quotations are unchanged, it is said that some concessions have been made, rather than lose a sale.

Canned goods continue to show an improving tendency and packers are no longer taking whatever buyers see fit to offer. They are masters of the situation and the market is decidedly firmer all around. While no perceptible advance has taken place in prices, there is a better feeling, especially for California goods. Jobbers act with a great deal of conservatism and show very little interest for futures. Tomatoes are 2½c higher, but, as remarked, there is no general appreciation, as a rule, in the market for goods generally. The packing season is in full blast and the quality of peas, as reported from Baltimore, could be no better.

Rice is firm. Dealers are well satisfied with the outlook. Foreign is meeting with more attention than domestic and firm full rates are asked and obtained. Recent arrivals have been quickly disposed of and the demand is a healthy one.

Spices are reported well held, but the upward movement has been, seemingly, caused more by speculation than anything else.

Butter is in a melting condition. A large proportion of arrivals has been way "off," and for even the very best the demand has been somewhat slack. For finest Elgin, State or Pennsylvania, 18c is asked.

Cheese, likewise, has come to town in sorry plight and the market is somewhat demoralized. For small size, fancy white, 7½c is quotable. For export holders claim that they are getting good quality for 7c and are not offering above that figure.

Eggs are arriving in bad condition. For best Michigan and Northern Indiana 13½c is about all the market can stand. The demand is not active, and a large quantity is being placed in cold storage "against the time of higher prices."

Beans and peas are meeting with fair demand and quotations are firmly adhered to. California lima beans are decidedly scarce and very strong.

There is said to be a scarcity of firecrackers and an unprecedented demand. An ice trust has been formed, with a capital of \$12,500,000, taking in all companies of New England and New York.

The Grocery Market.

Sugar--Values have ruled firm on granulated and other hard sugars, and there are no indications of lower prices on these grades. On carload lots the refiners have shaded soft sugars a sixpence in order to move the accumulation. The feeling among the trade is that any change in values will be upward.

Molasses--The feature of the week has been the improved demand for New Orleans open kettle molasses, and as stocks are largely reduced, it is difficult for buyers to make selections. New Orleans has no stock to draw from and holders generally are very firm and confident regarding the future. Centrifugals have been dull, with the exceptions of low grades. The demand for foreign grades continues good and prices recently established are fully maintained.

Syrups--The syrup market remains unchanged. The demand is fair and runs on the lower and medium grades. Stocks are light and prices are firm and unchanged.

Prunes--Improved reports from the primary markets have given the market for French prunes a firmer appearance. Advices from Bordeaux report an advance of about one franc. California prunes are a little steadier but prices are yet nominal. Sultanias are quiet at unchanged prices.

Provisions--The course of the market for hog products has been mainly to stronger prices, although at times showing slight reactions. The situation has been affected chiefly by the speculation in wheat, which continued to stronger prices. The outside sentiment of buying grain extends to hog products in a more general way than in the previous week. The great trouble in materially strengthening prices of provisions is the absence of material export demand for either lard or bacon, while the stocks over the world of lard have grown over 20,000 tierces for the month and are remarkably large and oppressive.

Oil--All grades of illuminating oil have been advanced ½c, both by barrel and from tank wagon.

Bananas--The demand for bananas is beginning to let up a little, owing, in part, to the large arrivals of small domestic fruits and berries, and, also, to the fact that the hot weather causes them to melt down quite fast, and dealers, as a rule, do not care to order ahead of their immediate wants. A great many of the carloads coming in are too ripe to ship out and have to be disposed of to the local grocers and peddling trade, and, as such sales inevitably net the commission men a loss, they are not anxious to get in more carloads than can be disposed of within a day or two. Prices will probably average a little lower for the balance of this month.

Lemons--The excitement among the fruit men during the past week has been centered in the lemon situation. At the

first sale in New York, last Tuesday, prices were fully \$1 per box higher, and each succeeding day's sale witnessed an advance of 25¢@50¢ per box, and, at the last sale Friday, the market closed very strong at an advance of fully \$1.50 per box over prices realized Monday. After the first sale, brokers were deluged with orders from Western buyers, who, as stated previously in these columns, have held a light supply, and who were, of course, anxious to get in before higher prices ruled. Most of the dealers gave a limit, which prevented the brokers from securing the number of boxes desired, unless they took the common and choice stock, which did not prove to be a good investment, as the most of it was cheap and trashy. Such dealers as placed open orders, and trusted to the good judgment of their brokers, had to pay a little more money than they expected, but the market at the close showed that they were reasonably sure of securing \$1@2 per box profit on the purchase made. The cool weather did not cause the market to break in the least, as prices were fully maintained, as above set forth, and if the hot weather continues for a week longer, it is reasonably safe to assume that lemons will sell to the retail trade at from \$7 to \$8 per box. There is scheduled to arrive between now and the Fourth of July seven cargoes, amounting to 110,000 boxes. That is not enough to supply the country in ordinary weather, let alone the extraordinary weather which we are having at present. It will be perfectly safe to order of your jobber such amount of lemons as you may need to carry you through until July 1, at present prices.

Oranges--Mediterranean sweets are about the only thing which is reaching the local market in good condition. Low prices are being made on the few seedlings left in California, but they are unsafe to buy, owing to overripeness which causes them to melt down like butter in a hot day when taken from an iced refrigerator. The sweets are in their prime, and are the hardest oranges to be procured at the present time. A few Messinas, bloods and rodies are being offered every day at the auctions in New York at reasonably low prices, but for solidity and flavor they are not in it with California stock at present. After this month, the trade will have to depend on foreign fruit, as the California crop will all be gathered in. Prices as they appear elsewhere in this paper are in harmony with those realized by other and larger markets, and the wholesale trade here have taken measures to provide themselves with plenty of stock to supply the entire state with oranges for Fourth of July trade.

Bank Notes.

F. E. Turrell, of Bellaire, and A. C. and O. D. Tiffany, of Ashley, have formed a partnership and will carry on a banking business at Bellaire.

The People's National Bank of Jackson received its first charter from the Comptroller of the Currency thirty years ago last Wednesday, June 6, just at the close of the civil war. It has had but two presidents and three cashiers during that period. Four of the original directors are still on the board, and five have died.

A copartnership has been organized at Lowell for the purpose of embarking in the banking business at Sparta under

the style of the Sparta Banking Co. The copartners are M. C. Griswold, Francis King, E. T. King, Geo. H. Force, Chas. McCarty, Robert Hardy, L. J. Post and B. N. Keister, who are all of the stockholders of the Lowell State Bank. Mr. Keister, who has been Assistant Cashier for the Lowell State Bank for the past two years, will act as cashier of the Sparta institution, which will occupy the building in which W. H. Heath conducted a bank until recently. The gentlemen embarking in the enterprise are all men of means and will give the people of Sparta what they have never had--a solvent, responsible institution.

Use Tradesman Coupon Books.

PROVISIONS

The Grand Rapids Packing and Provision Co quotes as follows:

PORK IN BARRELS.	
Mess.	12 50
Short cut	12 25
Extra clear pig, short cut	14 00
Extra clear, heavy	
Clear, fat back	13 00
Boston clear, short cut	13 50
Clear back, short cut	13 50
Standard clear, short cut, best	13 50
SAUSAGE.	
Pork, links	7½
Bologna	5½
Liver	6
Tongue	8½
Blood	6
Head cheese	6
Summer	10
Frankfurts	7½
LARD.	
Kettle Rendered	7½
Cranger	7½
Family	5½
Compound	5½
Cottolene	6½
Cotosuet	6½
50 lb. Tins, ¼c advance	
20 lb. pails, ¼c	
10 lb. " ¾c	
5 lb. " ¾c	
3 lb. " 1c	
BEEF IN BARRELS.	
Extra Mess, warranted 200 lbs.	7 00
Extra Mess, Chicago packing	7 00
Boneless, rump butts	10 00
SMOKED MEATS--CANNED OR PLAIN.	
Hams, average 2½ lbs.	9½
" " 16 lbs.	10
" " 12 to 14 lbs.	10
" picnic	7½
" best boneless	9
Shoulders	7
Breakfast Bacon boneless	8½
Dried beef, ham prices	11
DRY SALT MEATS.	
Long Cuts, heavy	6½
Briskets, medium	7
PICKLED PIGS' FEET.	
Half barrels	3 00
Quarter barrels	1 65
Kits	90
TRIPE.	
Kits, honeycomb	75
Kits, premium	65
BUTTERINE.	
Creamery, rolls	16
" tubs	15
Dairy, rolls	11½
" tubs	11

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
17-lb. pail	45
15-lb. pail	40
1 quart Mason Jars, per doz.	1 75
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.	6½
12-lb. pails, per lb.	6½
2-lb. cans, per doz.	1 40
5-lb. cans, per doz.	3 50
Pint Mason Jars, per doz.	3 25
Quart Mason Jars, per doz.	2 00
Pure Sweet Cider, in bbls., per gal.	12½
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
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:	
1 make Syrups and quote you Refiners' prices:	
White Sugar Drips, ½ bbls., per gal.	32
1 and ½ gal. pails	58
Honey Drips, ¼ bbls.	26
1 and ½ gal. pails	48

EDWIN FALLAS, GRAND RAPIDS MICH.

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

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

List Prices Subject to Discount. Write for Prices.



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

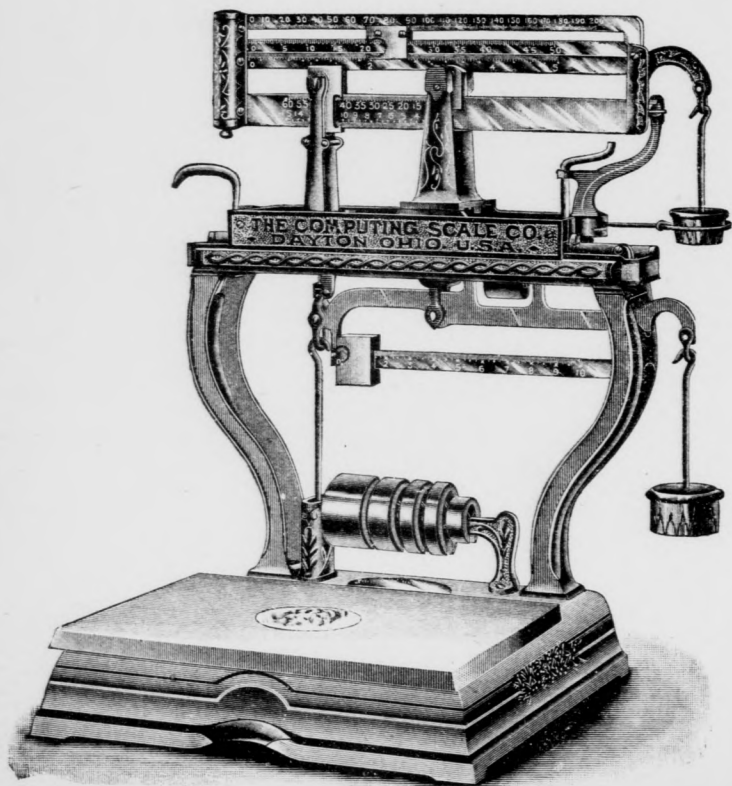
Rich decorations, delicate spray of Lavender and Yellow Flowers in scattered style, Gold Stippled Handles (Platters and Bakers new oval shape).

LIST PRICE PER SET 98 PIECES, \$56.00.

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

H. LEONARD & SONS, Grand Rapids

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.