

MICHIGAN TRADESMAN

PUBLISHED WEEKLY

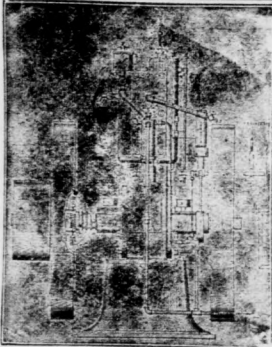
TRADESMAN COMPANY, PUBLISHERS

\$1 PER YEAR

VOL. XII.

GRAND RAPIDS, JUNE 26, 1895

NO. 614



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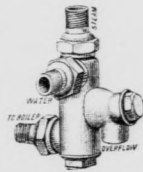
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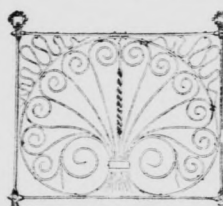
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MICHIGAN TRADESMAN

VOL. XII.

GRAND RAPIDS, WEDNESDAY, JUNE 26, 1895.

NO. 614

Country Merchants

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State Bank of Michigan

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In the management of any business which may be entrusted to it.
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Reports on individuals for the retail trade, house renters and professional men. Also Local Agents Furr. Com. Agency Co.'s "Red Book." Collections handled for members. Phone 166-1030
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J. W. CHAMPLIN, Pres.
W. FRED McBAIN, Sec.

Michigan Fire and Marine INSURANCE CO.

Organized
1881

Detroit, Mich.

GREEN GROCERIES.

Seasonable Suggestions Relative to the Business.

Green groceries are, if properly handled, excellent as an inducer of trade. Crisp, fresh vegetables are more tempting than anything else, while during the spring and summer the consumption of fruit is very large indeed. Green groceries are best protected by keeping them guarded from the sun and the larger part of them in a cool dark place with only a few samples of each to show customers. These should be arranged in the most attractive manner with frequent changes and scrupulous care taken to keep them in fresh, crisp condition. Nobody likes to see half empty strawberry baskets even though the berries may have merely settled from considerable jolting. If lettuce, radishes and rhubarb are given space enough they will avoid the danger of being mused and unsightly. Limp and stale peas and beans should be carefully removed from the stock. With considerable care, green groceries may become an excellent drawing card. Without it they are liable to damage your trade equally much.

The first thing to be considered under this subject is the buying and, it is perhaps more worthy of attention than the buying of any other line of goods. When green groceries are brought just as close as careful forethought can make them, and care taken to buy only creditable goods, there is not a great deal of complaint about spoiled goods. When green groceries are received they should be carefully looked over, the boxes of berries shaken up and such attention given to each article as will insure its best appearance.

The display is a large factor in augmenting or decreasing the sales; and it gives the grocer a good field for all the taste and ingenuity he possesses. A somewhat remarkable fact is this, that in a number of grocery stores visited each grocer who paid considerable attention to his display and whose goods presented an attractive appearance claimed that his loss from spoiled goods was extremely slight, while others who paid less attention made excessive complaints along this same line.

If baskets are used they should, of course, be neat and clean which can with difficulty be accomplished if the articles are placed in the uncovered basket. A number of the grocers who complained of great loss from spoiled goods used newspaper in covering baskets and very mussed looking and unattractive it was. They were grocers doing a large business but yet they seemed to think it economical to use newspaper for this purpose. The grocers of the better class who lost few goods used Manilla wrapping paper which is neat and attractive, and one of them used Manilla paper with colored stripes and it was the best thing we saw. It is not economical to use newspaper. Nothing is economical that keeps the display from looking its very best.

When the display has been made of course the grocer will settle down to sell the goods and if he sells his whole stock, well and good. Left overs, if there be any, if sprinkled, in the case of some vegetables will keep passably well, others will not. There was some diversity of opinion about what to do with these; some maintaining it an excellent plan to place them in an inconspicuous part of the store and sell them to poorer customers at greatly reduced prices; others maintaining it better to cast out all stock in any way discreditable. This would, of course, vary with the different sorts of trade—but.

Gripsack Brigade.

J. E. Raup, of Constantine, recently with the Jackson Grocer Co., has engaged to cover the Northern Indiana territory for W. J. Quan & Co., of Chicago.

D. E. McVean (Musselman Grocer Co.), who has been laid up for the last two weeks with rheumatism, expects to be able to resume his trips to his trade next week. His territory is being covered in the meantime by John McCleary.

A woman drummer for a St. Louis vinegar manufactory is touring the Northwest on a bicycle and in stunning Parisian bloomers. She started from St. Louis last January, and had reached Seattle a week or so ago. She sends postal cards ahead of her to the grocers, saying she will "wheel into town about next week," and asking them to save their orders for her. She is creating a sensation, and selling lots of vinegar.

Owosso Times: A. R. Thayer, of Saginaw, traveling representative for Williams, Davis, Brooks & Co., of Detroit, had an epileptic convulsion on the Michigan Central train, just as it pulled into the station from the North Monday morning. Thayer was removed to the depot and later taken to the Miller House opposite, when medical aid was summoned. He regained consciousness about 1 o'clock. His wife was sent for and arrived on the noon train. Thayer had sufficiently recovered to return home on the evening train.

Captain Alexander McDougall, inventor of the whaleback, is nothing if he hasn't something new. At all of his launchings at Superior, heretofore, a pretty young woman stood at the bow of the unsightly-looking vessel and broke a bottle of champagne on the point of her (the vessel's) nose, at the same time giving it a name. McDougall is not going to abandon the young woman idea by any means, but he is going to pay some deference to the temperance women of the Northwest, and hereafter, instead of breaking the wine, the fair lady will let loose a cage full of swift birds, which will fly in all directions as the ship begins to move, typifying the diverse nature of commerce. He borrowed the idea from the Japs, who used it before he or his whaleback idea were born. This pretty idea teaches liberty and economy. The birds are given their freedom, and the wine is saved for other than spilling purposes.

Verbs and Potatoes.

Written for THE TRADESMAN.

Among the complaints which sometimes reach the ears of the trade paper editor is one concerning the bad grammar of the retail grocer. This will do for an example: "There is no need of a man's talking in this age of the world about 'them 'taters' nor torturing the ears of his customers with 'have went' and 'have saw.' You ought to speak to them. I beg leave to say that I don't live in Boston."

The first duty for us is to warn the retail grocer that there is a commercial value to verbs as well as to potatoes and that while, on general principles, he may be indifferent to his modes and tenses, he will find it to his advantage to conform as nearly as possible to the established laws of speech.

That done, we would like to say that nothing delights us more than to listen to the masterly use of our mother tongue; that it may be right and proper for the editorial pen to play the part of Don Quixote's lance; and yet, what warm hearts are beating to-day below the lips that say "them 'taters;" and while the "had went" and the "have saw" are far away from "the pure well of the English undefiled," will the woman who "does not live in Boston" pardon us for saying that, as long as the homely, ungrammatical expressions come from good, kindly, old-fashioned people—old-fashioned as the holly-hocks and the cinnamon roses in the old-fashioned gardens and just as dear—we don't think we care to change them. Yes, it is nonsense; but we would rather have the kindness in homely garb than good grammar with no heart behind it. Speak to the grocer? Certainly. Good morning, boys!

RICHARD MALCOLM STRONG.

How Associated Grocers Punish a Company.

The Executive Committee of Wholesale Grocers of New England, composed of 134 of the leading grocery concerns in the East, has entered into an alliance with the National Cigarette and Tobacco Company, and will discontinue all business relations with the American Tobacco Company because of what they regard as arbitrary methods.

At a recent meeting held in Boston the Association adopted a resolution in which they agreed to refuse to purchase any goods from any manufacturer who discriminated against buyers in any way. As this was one of the practices of the American Tobacco Company, the resolution directly affects that concern. The agreement between the Cigarette Company and the Grocers' Association was made public Wednesday. It is signed by Frank McCoy, President of the National Cigarette Company, and Rufus H. Flanders, President of the Executive Association of Wholesale Grocers.

The successful merchant follows no criterion but that of integrity and hard work.

Use Tradesman Coupon Books.

DETECTING "GREEN GOODS."

Wonderful Gift of Discernment Possessed by Mr. Dean.

Written for THE TRADESMAN.

He had opened the show-case and passed out a box of cigars. I had selected three, lighted one of them, and we had entered into conversation upon an interesting topic. We were alone in the store, that bright May morning; and probably ten minutes elapsed before it occurred to me, that I had not paid for my cigars. I took from my pocket a small roll of bank notes, drew forth a two-dollar bill—then a quite common denomination in circulation—and, while still conversing, pushed it over the glass case toward him. As I drew back my hand, I noticed that by a slight movement of his eyes he saw the note, gave it a quick sharp glance, for an instant only, and still continued the conversation. Neither of his hands moved toward it. We were both very much interested in our subject, and perhaps ten minutes more expired when, without a break in the conversation, my friend again mechanically glanced toward the bank note, with just a faint smile playing about his eyes, and reaching forth his right hand he gently pushed the note back to me. Almost instinctively, I returned it in the same manner, with the remark: "You have not taken pay for the cigars."

"Pardon me, Walter," he replied, "someone has given you a counterfeit."

"You are surely mistaken; please examine it closely, for you have not even taken it in your hands," I rejoined. "Besides, I assure you that I received this entire roll of notes from your First National Bank, within the past hour. Please see if the others are counterfeit."

I placed the balance of the bills before him. Without separating them, he rapidly folded back one end of each, scrutinizing them as he proceeded, then returned them with the remark, "No counterfeits there."

"Do you think the cashier would knowingly pay me a counterfeit?" I then asked.

"O, no; but he was deceived by that one note, as many other men would be," he replied.

"Are you, then, an expert in judging of the genuineness of money?" I asked, with surprise.

"I am an expert only with regard to engraved paper; my judgment of coin is of little value," was his reply.

Then, looking at me a moment, thoughtfully, he continued: "And, strange as it may seem to you, Walter, I cannot be mistaken. There is something very wonderful, even uncanny, in this peculiar 'gift' I possess. It is nothing I have acquired by education. Please call and see me, the first evening you have to spare, and I will try to find time to interest you briefly with my experience with engraved paper."

I was only too happy to accept the invitation of my friend, whom I will call Marvin Dean, because that is not his real name. I had known him several years, but, until this incident occurred, I was not aware that he made any pretence of being an expert in monetary discrimination, and the thought of his calling it a 'gift'—an innate genius, in other words—puzzled me, and I admit my anxiety to hear what he might have to say upon the subject; therefore, the first rainy evening after the invitation to call,

I dropped in upon Mr. Dean, thinking that at such a time he would have abundant leisure to converse.

"It is very seldom, indeed," said Mr. Dean, as we seated ourselves that evening, "that I have anything to say either privately or publicly, upon this subject, as I am aware that any person with an inborn talent or 'gift' of any sort, is generally believed to be an egotist, or a 'crank,' or both, and is often openly treated as such. However, as you and I have known each other so long and intimately, it will afford me pleasure to relate to you several singular, yet true, experiences, running through more than forty years of my life; wherein there is some fairly good proofs of my claim as an expert. I have never been able to give the least reasonable explanation why I possess this strange intuition. I only know that but one of the five senses—sight—is necessary to this ability to discern counterfeits, and, that as age advances, rapidity in this work is in consequence denied me. I was not precocious, as a boy. My education, from the fifth to the tenth year of my life, was limited to the few branches taught in a log school-house in the country, during a few brief terms each year. Being then physically weak, it was deemed best to remove me from school, and confine my work or play to the farm for a time. At the age of thirteen, a position as 'boy of all work' was secured for me in a general retail store, in a small town, where I remained several years, handling more or less money of all kinds during this period. Here, I remember my first knowledge of counterfeit bank notes, and the ease with which I was able to detect them, without knowing why. I recollect, more distinctly, the wonder and excitement created at the first public exhibition of my powers, at the age of fourteen or fifteen years, and how I marveled at the cause thereof; for that which seemed so clear to me as a boy, I thought should be doubly so to men of years and experience. And, while I was then plied with questions I could not answer, and for explanations which I could not give, my eyes alone detected the true from the false, and I am confident that during all the years of my boyhood, I never received a spurious bank note. And I further believe that only through my own carelessness and haste have I ever been deceived in a counterfeit piece of engraved paper."

It will here be necessary for the writer to digress a little, for the benefit of the more youthful readers. During the rebellion, between 1860 and 1865, nearly all our small coin was either withdrawn or driven from general circulation, and the Government felt compelled to issue a fractional paper currency, to take its place temporarily. Four denominations—five, ten, twenty-five, and fifty cent scrip—were, therefore, engraved and issued, and came rapidly into use, remaining in circulation two or three years after peace was declared. This fractional currency was small; say from three to four inches in length, and two, to two and a half inches wide, printed upon a fair but not a first class quality of paper. This scrip was also largely counterfeited—some of the work being extremely clever. Many persons were careless or indifferent regarding the loss of this currency and it was often received without a thought as to whether it was genuine or not, the expectation

being that it would be accepted from them with the same indifference. If a question was raised, they were quite apt to instantly hand it to the first child or mendicant near, and pass on. At that time, money was never so plenty nor so easily procured, and prices of all merchandise and labor were equally inflated. Can we wonder, therefore, that people were heedless of small losses? The five and ten-cent notes of this fractional currency were promiscuously pressed into vest pockets, by careless and intemperate persons and, in making change, often fell from the hand unnoticed. It was quite a common occurrence for an early morning sweeper to find several dollars of this scrip on the floors of hotel offices, drinking saloons and billiard rooms. Among this "find," much had been drenched with beer and tobacco juice, and often ground to pulp under the feet of a maudlin crowd, until it bore only a faint resemblance of its pristine beauty. In those days, paper money was too cheap and time too valuable for the masses to either search long for a lost bit of scrip or attempt its repair in order to make it presentable. What to do with this scrip, at length became a serious question among merchants and others, whose losses from the counterfeit and mutilated currency became a large item.

"At this time," continued Mr. Dean, "I was a man in years and stature, and was employed as book-keeper and cashier in a large wholesale and retail house. There was an opportunity for the firm to temporarily increase its own trade and, as silver in fractions of a dollar was slowly making its appearance again, return a portion of the scrip to the Treasury to be destroyed. Every piece of scrip offered thereafter passed my eye, and at least twice a month a package, neatly pressed into shape, and containing from fifty to one hundred dollars, was sent to the United States Treasury and a draft for the amount received in return. From six to eight months, this course was constantly pursued and, during this time, only three notes of this fractional currency were returned to us. These were pinned to the letters enclosing the drafts, and across their face was burned with a stamp, the word *Counterfeit*. This is the only counterfeit engraved paper I have ever received and, as I have somewhat graphically described the usual condition of this scrip when presented and considering the rapidity of my decisions, may I not be congratulated upon the small number overlooked, out of the many thousands submitted? And now, allow me to again return to the store where I was employed in boyhood. Here, from time to time, it was casually observed, by my employer and his two assistants, that I was not only exceedingly correct in the use of figures, but also in my judgment of paper money. I had, without doubt, been instructed to be constantly on my guard against taking spurious money, as I well remember my daily journeys to the book-keeper, to whom I submitted an occasional coin for his judgment. I cannot recall an instance, however, of submitting a bank note. I had been employed in this store about two years, when a more than ordinarily bright Negro, residing in the village, was arrested for passing counterfeit paper money. The number of bank notes found in his possession was large and, as both he and his counsel asserted that it was good money, it was spread out upon a table, at the preliminary examination of the accused, and examined by a committee appointed for the purpose. I was present and, boylike, I was also anxious to see and hear all that was done and said. I crowded in between the men present until I could look upon the table. The members of the committee did not seem to agree in their judgment and, while a few bills were laid aside as spurious, the larger number were decided to be genuine. While closely and carefully watching the examination of this money, I

noticed what to me seemed a marked difference in the engraving of some of the notes. I believed that a few genuine bills were thrown aside as counterfeit, and that now and then a counterfeit was placed with the genuine. I quietly mentioned this supposed fact to my employer, who, after a consultation with the committee, persuaded them to test my judgment. Fifteen or twenty bank notes were therefore prepared in an adjoining room and brought forward for my examination. They were loosely piled upon each other. The one on the top, I instantly laid aside as spurious. Then, rapidly removing one at a time, until all were assorted, I had three notes in one pile, which I pronounced counterfeit, and the balance in another, which I averred were genuine. I did not occupy more than three minutes in assorting them, and was then questioned closely for some time as to how, when, and where I obtained a knowledge of counterfeit paper money. It was also hinted to me that I had made a serious blunder, very detrimental to the prisoner, and I was asked to again examine the notes more carefully, and see if I could not change my decision.

"One of the committee asked if I felt willing to see the Negro imprisoned on such flimsy testimony, that of a lad who could give no explanation of his knowledge. Harassed by the questioning, I began to harbor a doubt of my own ability and, gathering up the money hurriedly, I mixed the notes in a promiscuous pile and once more drew them forth rapidly, one by one, with the same result as before—three spurious notes, and the balance genuine. The astonishment, if not the excitement, of every one present, which followed my work, was intense. It was announced that the bank notes I had just assorted, had been purposely arranged for my examination, and the committee knew that only the three I had laid aside were counterfeit; and, still further, that every note I had handled in this test was furnished by a bank in the village, and were no part of the money found in the negro's possession! There was now a universal cry to allow the boy to examine the money taken from the prisoner. This I did and almost as rapidly as the first lot given me. The notes were of different denominations and purported to be from different banks. As near as I can now remember, about one-tenth of them I laid aside as genuine, the balance as counterfeit. All this money was afterward submitted to the examination of bank experts, at the final trial of the criminal, and my employer informed me that it was an exact confirmation of my decision.

"As I grew older, I avoided giving publicity, so far as possible, to my intuitive perceptions of engraved paper, as most persons are extremely sensitive when their judgment of money is called in question, or of being supposed to have a counterfeit note in their possession. I can positively assert that many times in my life I have seen counterfeit notes pass from one person to another, in payment for something, and no sign or change of expression upon my face gave evidence to the fact that I was a witness. Once, in protecting my employer from loss, I unintentionally incurred the ill-will of a banker, although I think he realized the position in which I was placed and afterward forgave me. It was during the time the fractional currency I have mentioned was in use. A bank cashier of our acquaintance dropped in, one afternoon, for his usual cigar. The proprietor of the store, Mr. C., was behind the counter, while I was engaged in front, and it so happened that we were each alone at the time. Mr. C. waited upon the gentleman. In paying for the cigar, he placed a fifty cent scrip on the counter, and in such a position that the strong light from a side window fell upon the note, which happened to lie with the back uppermost. That denomination of the scrip had a peculiar medallion of scroll work upon the back, which, in the genuine, was finely executed. As the light fell upon it, one glance assured me that it was counterfeit, although it was the first of that issue I had ever seen. I was standing back of the cashier, who did not observe me as, by a motion of my head, I

told Mr. C. it was spurious and, stepping forward, I glanced at it closely.

"Pardon me, Mr. —," said I, pleasantly, 'but the fifty cents is counterfeit.'

"The blood rushed to his face in an instant, and I saw he was angry.

"I would like to wager you \$50 that it is genuine,' he replied.

"Mr. C. apologized for my interference, as courteously as possible, saying that possibly I might be deceived, but, as a rule, I was an extraordinary judge of engraved paper. The man, however, insisted upon a wager with me, and we each agreed to deposit a \$5 note with Mr. C. and send the scrip to Washington, abiding the decision of the department. I asked the cashier to place the stamp of his bank upon its back, that he might identify it when returned, and this was done. I will only add that, in due time, the scrip was returned to me with the destructive word "Counterfeit" burned across its face. Even then, I almost regretted its return, as I feared the loss of the gentleman's friendship and custom—which, fortunately, did not occur—and I will admit that I was shocked, when Mr. C. handed him the letter containing it, to hear him say, angrily, 'Well, there are as many d—d fools in Washington as anywhere else.'

"The wager, I then declared, was only a joke on my part and I begged him, as a friend, to so regard it and accept his \$5 from Mr. C., which, I am pleased to say, he eventually did."

"With such rare and valuable knowledge in your possession," I exclaimed, "why is it that your powers have not become widely known, and that you have not been noticed by those who would gladly pay well for your services?"

"I have never made any effort in that direction," he replied. "My friends have sometimes mentioned my name in connection with the strange capacity I possess in connection with engraved paper and, occasionally, I have been asked to decide, where others could not, which I have done. It will be remembered that, during the summer and autumn of 1869, considerable excitement was created, closely following the issue of a new \$10 note from the United States Treasury, by a supposed counterfeit of this being discovered in circulation. I was, at that time, in an Eastern state and one day a large and stately legal envelope from Washington was placed upon my table. It was Official Business, and bore the frank of F. E. Spinner, Treasurer, U. S. Enclosed, were photographs of two ten-dollar notes—one known to be genuine and the other a supposed counterfeit, of which my opinion was asked. Upon opening the envelope, I saw the photographs of two genuine notes before me and so in brief informed the writer. It was afterward discovered that the supposition arose from a slight difference in one of the Government plates, but that no such counterfeit was really in existence.

"Early in the 'eighties,' I was in the then new Territory of Dakota and, having business with the Bank of Plankinton, Aurora Co., the President informed me that, through my step-brother, he already felt introduced, and asked if I would oblige him by looking over a package of bank notes, indicating any counterfeits I should find. The package contained probably one hundred notes of different denominations and from different banks. I said to him, 'You will please raise one end of each note with the thumb and finger, as if counting them, and I will watch the operation and check you, should a spurious note meet my eye.'

"The gentleman ran over them at the rate of forty-five a minute, and threw out seven or eight of them, at my request.

"Now," said he, when all were examined, 'will you please look carefully at those I have thrown out once more before deciding?'

"It is useless," I replied, 'for me to do so, as I cannot change my decision. They are counterfeit?'

"And are you positive all the others are genuine?" he asked.

"I am, and would receive them at their face value," I replied.

"Can you teach me to detect notes in

this manner?" was his next question. I will pay you liberally for the instruction.

"Impossible," I replied. 'Neither can I explain my own perception to others.' He then informed me that he was aware the notes I had rejected were spurious. They had been in his possession a long time and he had hastily placed them in the package in order to test my power and accuracy.

"At another time, when engaged in business in Michigan, a gentleman who kept an eating house, with whom I was intimately acquainted, stepped into my store one Saturday afternoon to make a small purchase and, while conversing about business in general, he remarked that one-half the profits of the past week had been lost to him by the acceptance of a counterfeit \$10 note from some person unknown.

"Allow me to see it, please," said I. 'I have not seen one for a long time.' As he smoothed out the note before me, I asked, 'Who says that is counterfeit?'

"The C—. Bank says it is and refused to take it on deposit," he replied.

"I would be pleased to give you ten dollars' worth of my goods for it," I rejoined; 'and I would also consider myself fortunate by the transaction.'

"His eyes brightened at once, and he began looking over the shelves. 'See here, Mr. Graw,' and I smilingly drew him a chair; 'you don't have to part with your money; I will just give you two fives for that note and my banker will receive it. When I have any goods you really want, I know you will give me your trade.' The note was paid into the bank with others, placed to my credit, and I never heard anything more from it.

"You have asked if, after being obliged to disagree with all other experts regarding an engraving, grave doubts have not arisen in my mind as to the correctness of my judgment? Yes, I can recall such instances; but my experience is, notwithstanding, that my first quick impressions have been correct. With me, to hesitate or listen to the arguments of others, is to doubt. I remember an instance where a heavy wager was laid upon the genuineness of a piece of the Government scrip I have mentioned, and I was chosen to decide, being given a week's time. When the note was laid before me, I unhesitatingly said, 'It is counterfeit, still I will keep it in my hands during the specified time.' I was too busily occupied to give it further attention until evening, when I gave it a critical examination. Then came hesitation, perplexity and doubt. In a neighboring town, a few miles distant, resided a friend of mine—a Mr. Cole—whom I knew had been employed as a Government engraver upon this very scrip. To him I at once mailed this note, giving him my first impressions, and also my later doubts regarding it, begging his opinion. The following day, it was returned to me, with the reply that my first impression was correct, and he pointed out, in an enclosed diagram, a manner of folding the note which would instantly prove his assertion. I thereupon sent this note to the United States Treasury, and it was promptly returned with the fatal stamp across the face.

"I will only detain you with the recital of one more incident—one which has given me more confidence in the mysterious gift I possess, than all my previous experience. I was employed as book-keeper in a large wholesale and retail store, at the time, and had been a resident there for several years. One heavy branch of our trade was cigars. For the more expensive brands, the proprietor usually selected the name, and had it copyrighted, that he might control it. The reason I mention this department of our trade will be seen later. Among our daily retail customers, I had noticed a well, and neatly dressed young man, who came to us for his cigars, and who purchased one particular brand, which I will call the 'Anchor.' He was quiet and gentlemanly, tolerably well informed and usually wore very neatly fitting kid gloves, which, at first, we could not account for. He would often spend a half hour in conversation with those in the house, who had time to listen

(CONTINUED ON PAGE SIX)

Force of Habit ===



Impels the Business Man to seek economy in his buying. He obtains it to a sufficient extent to keep even with his competitors in trade—he must do so, or quit business.

Advertising Economy



Lies, not in obtaining cheap rates, but in having the GREATEST NUMBER of the BEST CLASSES OF TRADE influenced thereby.

The..... Tradesman



Gives more satisfactory results through its advertising columns than any other medium in the Michigan field. This fact is substantiated by the The Tradesman's constantly increasing list of paying subscribers and the resultant appreciation of its value as a "trade-winner," shown by its steadily enlarging sales of advertising space.

THE MORAL
IS PLAIN!

Tradesman Company
Grand Rapids.....

AROUND THE STATE.

MOVEMENTS OF MERCHANTS.

Gaylord—C. W. Bahel has opened a drug store.

Fenton—Hoffman & Co. succeed F. J. Hoffman in the hardware business.

Ida—Hanson & Albright, grocers, have dissolved, Chas. Hanson continuing.

Detroit—L. W. Thomm & Co. have sold their hardware stock to Jeffers Bros.

Lawton—J. E. Hamilton succeeds Gillies & Hamilton in the drug business.

Allegan—Geo. E. Rose succeeds Chas. S. Ford in the dry goods and notion business.

Monroe—Fred C. Wagner succeeds Duval & Wagner in the boot and shoe business.

Detroit—Schadt & Mathewson succeed Horace Turner in the wholesale feather business.

Grand Ledge—Hixon & Ebley succeed A. W. Hixon in the drug and grocery business.

Ironwood—Lee & Tennesen succeed M. (Mrs. Chas. O.) Forslund in the meat business.

Grand Haven—D. Bolt & Co. succeed J. D. Ritzma in the grocery and dry goods business.

Eaton Rapids—Hale & McKinney have purchased the grocery stock of W. D. Brainerd & Co.

Battle Creek—D. W. Lovell has purchased the seed and florist business of H. W. Landreth.

Charlevoix—The dry goods stock of A. T. Washburn has been closed under chattel mortgage.

Linden—Stehle & Maloney succeed L. A. Stehle in the jewelry and musical instrument business.

St. James—Neil Gallagher is succeeded by the Beaver Island Fish Co. in the fish and general store business.

West Bay City—Fannie (Mrs. Isaac) Golden has removed her clothing stock from Grayling to this place.

Saginaw—Legg & Sanders, flour and feed dealers have dissolved, R. G. Sanders continuing the business.

Cheboygan—Yetta Wertheimer succeeds Wm. Wertheimer & Co. in the clothing and boot and shoe business.

Durand—Chick & Schneider, general dealers, have dissolved. The business will be continued by M. G. Schneider.

Kingsley—J. T. Calhoun has purchased the new brick building erected by Philip Miller and moved his grocery stock into it.

Manton—The Patron's store has been closed for a few days, to enable the firm to make collections sufficient to liquidate some accounts.

Benzonia—Phelps & Lincoln, hardware and agricultural implement dealers, have dissolved, H. T. Phelps continuing the business.

Howard City—John E. Gates has purchased M. E. Keith's stock of goods and moved them into the store with his brother, L. R. Gates.

Galesburg—H. C. Trabert, boot and shoe dealer, and L. L. Bowen, grocer, have merged their stocks into one under the style of Trabert & Bowen.

Traverse City—Harry Harris has sold his interest in the Candy Palace to his partner, Bert Champney, and has taken a position with McLellan & Ash.

Albion—N. Davis bid in the Torrey & Burnett grocery stock at assignee's sale, afterwards selling same to Howard & Burnett, who will continue the business.

Lake Ann—B. Kollenberg, of Kollenberg Bros., has decided not to leave Benzie county, but will open a dry goods and clothing store at the new town of Honor.

Springport—Frank E. Oyer has purchased the Ethan Allen grocery and crockery stock and consolidated it with the one recently purchased of I. P. Roberts.

Gaylord—Thos. B. McArthur, who recently purchased the Bahel boot and shoe stock at chattel mortgage sale, has concluded to continue the business at this place.

Jackson—J. C. Downey, formerly with the Foster Furniture Co., and later traveling salesman for the Bortree Corset Co., has opened a grocery store at 402 Lansing avenue.

Undine—Cram, Whitford & Sons, who operate a sawmill and are engaged in the lumber business at this place, have merged their business into a corporation under the same style.

Traverse City—J. A. Montague has opened a tin shop in connection with his hardware store. It will be in charge of Wm. Sheer, who has been with S. C. Despres for a number of years.

Jackson—Frank Lewis has purchased the stock of groceries and fixtures from Mrs. M. K. Reed, corner of Greenwood avenue and First street, and will continue the business at the same location.

Coldwater—Wm. Gamby and H. A. Wirley, under the style of Gamby & Wirley, have leased the Vanderhof store and put in a new stock of groceries. J. W. Bridenbaugh (Pliny Watson & Co.) sold the stock.

Adrian—Harry E. Cook has purchased the general stock of the late John Christopher, at Medina, and Geo. W. Marvin will go there to sell it at auction. The price paid was \$1,500, while the stock is said to invoice nearly \$5,000.

Jackson—S. H. Carroll and Addison R. Smith have purchased the stock of groceries formerly owned by J. J. Carroll & Co., at 106 Cooper street, and will continue the business at the same location, with John Carroll as manager.

Greenleaf—The store building and general stock of Turner & Co. was destroyed by fire June 17. On account of a high wind prevailing at the time it was feared for a while that the whole village would be destroyed. The property burned was insured for \$1,000.

Detroit—There will be a meeting of the hardware dealers of Michigan here on July 9, at the Hotel Cadillac, for the purpose of organizing a hardware dealers' association. All railroads have made a rate of one and one-third fare for round trip on conditions which will be made known by ticket agents.

MANUFACTURING MATTERS.

East Tawas—Gale & Ramage are building a planing mill to replace the one recently burned.

Evart—Davy & Co. are shipping 2,000,000 shingles a month from this point. They report a good demand but low prices.

Reed City—L. G. Steadman has purchased the interest of his partner in the flouring mill of Steadman & Co., and will continue the business alone.

Estey—The large sawmill and factory plant of the H. Sayers & Son Co. began operations last week. It manufactures hoops, staves and headings, and is buying large quantities of soft maple, black ash, white ash, elm and basswood.

Mancelona—G. W. Ginther has purchased Mr. Streeter's interest in the ashery business and will remove to Traverse City, where he will re-engage in the same line of business.

Alpena—H. D. Cleveland, of Pennsylvania, has decided to build a hoop factory here. He has purchased machinery and secured a site. He expects to have the plant in operation in September.

Judd's Corners—The stockholders of the butter and cheese factory have sold their plant to A. T. Holcomb for a consideration of \$300. The purchaser will operate the factory, making both cheese and butter.

Saginaw—Briggs & Cooper have sent a Lima engine to Lupton to haul cars on the narrow gauge road, five miles long, built into a tract of 40,000,000 feet of timber which the firm will lumber at the rate of 6,000,000 feet annually.

Saginaw—The planing mills and box factories are all fairly busy and are running full time. There is much less building than usual in Saginaw this season, which has forced some local manufacturers of building material to look elsewhere for business.

Leroy—The Cutler & Savidge Lumber Co. has shipped all its lumber from Leroy and the iron is being taken up on its tram road. It is to be shipped by rail to Grand Haven and thence to the company's mill and lumbering operations in Georgian Bay. This removes the last vestige of one of Michigan's big lumber concerns from the Wolverine State.

Beaverton—The Eastman Lumber Co.'s mill will soon be ready to begin sawing. About 600,000 feet of logs are at the mill and a camp will be started as soon as the mill begins sawing. It is the intention of the Company to cut about 3,000,000 feet yearly, mostly hemlock and hardwood. The lumber will be shipped out by rail. The hoop mill, in which the Eastman's are interested, is running steadily.

Manistee—While the situation looks somewhat brighter and there is considerable inquiry for lumber, there does not seem to be the life in trade that one would expect under the circumstances. Shipments are light and the feeling among the mill men appears to be that it is as well to keep everything possible off the market and thus enable it to recover its tone, which has been somewhat lowered by the over supply of piece stuff and common inch from Lake Superior ports.

Re-Organization of the Champion Cash Register Co.

The Champion Cash Register Co. has increased its capital stock from \$10,000 to \$75,000, on which basis the stock is held as follows:

White & Friant	\$47,500
C. G. Follmer	10,000
Gains W. Perkins	5,000
McGeorge Bundy	5,000
F. R. Blount	5,000
H. M. Geiger	2,500

Under the new arrangement the officers will be as follows:

President—Thomas Friant.
 Vice President—G. W. Perkins.
 Secretary—C. C. Follmer.
 Treasurer—T. Stewart White.
 Manager—H. M. Geiger.

Mr. Follmer will devote his entire attention to the business, which is a guarantee that it will be pushed for all there is in it, as Mr. Follmer has established a reputation in the business community as a hustler of the first class. He will continue the shingle business, the same as before.

SUCCESSFUL SALESMEN.

W. P. Townsend, Traveling Representative for Christenson Baking Co.

The subject of this sketch was born Dec. 4, 1851, at Dowagiac, where his father managed a general store. Here he passed his boyhood and early youth, improving such educational advantages as the common school afforded. At the age of 18 he went to work on a farm and two years afterward he moved to Plainwell, where his father engaged in the grocery business, with the boys to help him.

Three years saw the end of the grocery for the Townsends; and from Plainwell the family went to Newton county, Mo., to engage again in farming, where Willis remained for a year. Not liking the country, he "laid down the shovel and the hoe," and took a position as news agent between Grand Rapids and Cadillac—then known as Clam Lake—on the G. R. & I. railroad. A year afterward, the death of his father summoned him to Missouri. Having settled the estate, he removed his mother and the younger children to Dowagiac. He then entered the employ of the Globe Casket Co., of Kalamazoo, traveling for two years in Michigan and Northern Indiana. Severing his connection with the Casket Co., he traveled for the four years following for Geo. Havulman, of Kalamazoo, with Western Michigan as his territory. He then came to Grand Rapids and for four years was employed by the former firm of Eaton & Christenson. S. K. Bolles & Co. engaged him for the next three years. Then, after a year with Daniel Lynch, he took the road for the Christenson Baking Co., with whom he has since been connected, this being his third year with that house.

On Christmas of 1886, Mr. Townsend was married to Mrs. Anna Redd, of Reed City. Their child, a boy of 7, died seven months ago, at their home, 77 Court street.

Mr. Townsend is an attendant of the Second Baptist church, of which he is a communicant. He belongs to the Knights of Pythias, is a worthy Knight of the Grip and is in every respect an upright citizen and an earnest worker in any position he has ever held. It is a life of contented industry which Mr. Townsend is, and has been, living. It is an honest life. There have been in it few ups and downs; and with an earnestness of purpose too rarely met with in this age of relentless drive and often unseemly push, he follows and intends to follow the even tenor of his way.

Frank H. Clay (W. J. Quan & Co.) met with a severe accident at Sturgis last Tuesday which spoiled the looks of his nose for a few days. While about to alight from a freight train, with a grip in each hand, the train suddenly backed up, the end of the ear striking him forcibly in the face, knocking him senseless and throwing him off the train. Had he fallen to the right, instead of to the left side, he would have been run over by a passing train. As it was, he came out with only a broken nose, a few loose teeth and a badly cut lip, which were fixed up as good as new by Dr. Thornton, the landlord of Hotel Thornton, at Sturgis. Of course, it is hard work for Frank to make the boys believe the story, as he looks as though Corbett had interviewed him.

Be on hand for new Japan Teas. They are now seasonable. Gillies' Fans are the best.
 J. P. Visner, Ag't.

GRAND RAPIDS GOSSIP.

Frank Englewood & Son, grocers at 503 Ottawa street, have removed their stock to 551 Ottawa street.

John Dykstra succeeds Dykstra & Pater in the grocery business at the corner of Seventh street and Alpine avenue.

Frank E. Hartwell, formerly engaged in the grocery business at 603 Cherry street, has removed to Cannonsburg, where he has purchased the general stock of J. L. Thomas.

Jacob Kaifer succeeds Elverton C. Bemis in the grocery business at 235 South Division street. Mr. Kaifer formerly conducted a fish market at 239 South Division street.

Wm. H. and Frank J. Pettit have purchased the confectionery stock of Dora Ray, at 291 Ottawa street, and have added a line of groceries, the I. M. Clark Grocery Co. furnishing the stock. The firm name will be known as Pettit Bros.

The I. M. Clark Grocery Co. has attached the grocery stock of O. S. Percy, the Big Rapids grocer, on a claim of about \$400. Mr. Percy had previously uttered a chattel mortgage on the stock for \$414 to his brother-in-law, Jas. Baughn, of Bundy, for alleged borrowed money. In making the attachment, the Clark Company acted on the assumption that the mortgage was fraudulent, and will do its best to sustain that position in the courts.

The statement published by various daily papers to the effect that the factory of the Buss Machine Works, at Benton Harbor, had been closed, is untrue, the report probably having arisen from the fact that E. H. Foote, receiver of the property, had dispensed with the services of Geo. F. Buss as custodian, placing in his stead Robert Gleason, formerly of this city, who will continue the business until the machinery now in the course of construction is completed, when the works will be shut down, pending final settlement of the estate.

The Grocery Market.

Sugar—Fairly active at steady and unchanged prices. Advices covering all sections that draw on Eastern markets for supplies continue to indicate extremely light stocks in jobbers' hands, and the comparative lightness of the demand at a season when trade should be brisk is rather surprising. This peculiar position gives ground for the belief that an active demand is not far distant. Buyers have been holding off, and any concentrated movement on their part to obtain supplies hastily would undoubtedly result in much inconvenience and delay in shipments.

Molasses and Syrups—From advices received from primary markets, it is learned that receipts will be light from now on, as the crop is about over at all the islands. Advices from Barbadoes show a large shortage as compared with last year. The stocks of foreign molasses in the United States are smaller by about 40 per cent. than last year, and the statistical position certainly favors a steady range of values. The market for syrups is quiet and prices are more in buyers' favor. There is a better assortment on offer and refiners are accumulating some stock, hence the easier tendency. A further decline is reported in glu-

cose in sympathy with the lower market for corn.

Tea—Does not improve a particle, the trading being dull and dragging.

Coffee—Both Brazil and mild grades are dull, with prices on the former nominal.

Spices—The activity of a short time ago, which came from speculative sources, has disappeared, and the jobbing demand is also lighter.

Provisions—For several days at the beginning of the week the changes in price for hog products were slight and rather unimportant with occasional starts to higher figures. Any firmness was owing to the quite moderate receipts of hogs. The trouble to sustain prices was lack of speculative buying interest and on almost complete suspension of export demand, on account of the large stocks held generally on the Continent and United Kingdom. A turn from this steady temper came with the close of the week, when the packers, disgusted over the dull business and large stocks, began selling. In one day's trading pork declined 60 cents per barrel, while ribs were down 15 to 17½ points. The market is still weak and depressed, due largely to the depression in grain.

Bananas—The local market to-day is entirely bare of good shipping fruit. There are three or four cars en route for this market, but at present it looks as though there would not be enough of the fruit to supply the Fourth of July demand. It is certain that prices will rule higher for the next ten days.

Lemons—The weather has not been as hot during the past week as people supposed it would, and for that reason there has been no material advance in the price of lemons. In fact, there was a little decline at the New York auctions on Wednesday, but it was on the weak lines, which would have to be repacked before sending out. Fancy stock has brought good prices, and will continue to do so until about July 1, in spite of the weather. The arrivals expected for the next three weeks are only about half what they were for the same period last season. New York people figure it out that there will be 40,000 boxes sold this week, 27,000 next, and about 66,000 the third week. With continued hot weather there will be no decline in prices, but, if it turns cool, they will probably sag off from 50c@51 per box. Everybody at the present time is buying very light, and there will be no stocking up to any extent until they sell for about two-thirds of what they bring at present.

Oranges—Local dealers report an excellent demand for Fourth of July and most of them have provided themselves with plenty of stock. There are a few Seedlings left in cold storage, but the bulk of the offerings are Mediterranean Sweets. Eastern markets are handling some Messina and Rodi fruit, but very little of it gets so far west as this point. All fruit of this variety is shrinking more or less, and to offset that it has been necessary to advance prices on the best sizes.

A novel method of rewarding the Japanese troops for their services in the war against China has been resolved upon by the Japanese government. Instead of being presented with medals, each soldier who has served in the campaign is to be given a watch, and the Japanese war office has just entered into contracts with several Swiss firms for a large supply of these timepieces. The presentation of the watches will be made by the Mikado when he reviews his victorious troops at the close of the war.

The Hardware Market.

General trade has been fairly good, but, owing to the extreme dry weather, not as good as it would have been had we had plenty of rain. The ruin of the hay crop has lessened the sale of scythes snaths and rakes, but dealers are buying more freely of cradles, forks, etc. The general advance in many lines of hardware are being fully maintained and it is hard to find any manufacturer but what looks with confidence on the future. They say it is impossible for values to go as low as they have been for several years. In many cases the advance in raw material, as well as labor, will prevent it.

Wire Nails—The past week has witnessed quite a jump in the price. There does not seem to be any great degree of regularity in jobbers' prices. The reason, we presume, is that they hardly know what to make of the situation, or to determine where they are at. We have heard of \$1.75 rates at Cleveland and \$1.70 rates at Detroit, while Grand Rapids jobbers are holding at \$1.80@1.75 and are not anxious for large orders at those figures. Nearly all jobbers have ceased quoting mill prices in nails and are supplying the trade from stock. We think that by August 1 the situation will be better understood and then jobbers can quote both from mill and stock.

Barbed Wire—The last week has had an advance of \$2 a ton at mill on all kinds of wire and manufacturers are refusing to contract ahead even at the advance. They claim the recent advance in labor and other causes fully justify even higher prices. We quote at present, subject to change:

Painted barbed at mill	\$1 70
Galvanized barbed at mill	2 05
Painted barbed from stock	2 00
Galvanized barbed from stock	2 35

Sheet Iron—In sympathy with other lines has advanced \$2 a ton.

Dealers can safely look for higher prices on everything in which iron enters and if they are in shape to buy can hardly make any mistake in purchasing freely. While some may think the advance is too rapid it will be noticed by the accompanying table that the low prices of 1893 have not yet been reached by the present advance. Taking the prices ruling in the first week of June, 1893, and in the last week of May, this year, we obtain the following, which fairly covers iron and steel products and is sufficiently general for present purposes:

	1893.	1895.
Bessemer pig, Pittsburgh	\$13 50	\$11 65
Steel billets, "	13 00	10 25
Bar iron, "	1 45	1 10
Wire rods, "	25 00	25 00
Wire nails, "	1 50	1 35

This shows that, although a substantial advance has already been made in the prices of articles mentioned, a good wide gap remains to be bridged until the prices of June, 1893, are equaled or passed.

The Drug Market.

Acids—Boracic has been moving rather freely into consuming channels, but without quotable change in prices. Tartaric is also in good demand for consumption. Salicylic is more or less unsettled or irregular. Other descriptions are without noteworthy feature.

Alcohol—The market for grain is again unsettled and irregular.

Bicarb Soda—Business continues of average volume with prices maintained at the former range of values.

Blue Vitriol—Small parcels are meet-

ing with an active inquiry and sellers adhere firmly to 4@4½c, depending on size of order.

Cocaine—A further decline of 25c per ounce is announced. The cause of these continued reductions is thought to be the determination of the combined makers to crush out an outsider in Southern Germany, who has just started cocaine making. It was thought that the last shot would have silenced this intruder; but the contrary was the case, the "outsider" replying to the challenge by a further reduction in his quotation to 14 shillings for 100-ounce lots, which still leaves him a sixpence below the established price. The end of the fight will probably be the inclusion of the outsider in the syndicate, followed by a general advance in the quotations.

Cream Tarter—Continues to move rather freely and manufacturers' prices are firmly maintained.

Cuttlefish Bone—Dealers report a continued active jobbing demand for prime Trieste.

Gums—Camphor continues on its upward course and prices were further advanced 3c per lb. on Wednesday last, with the previous strong conditions prevailing. It is claimed that the present cost of crude would justify still higher prices. The London and Hamburg markets have been flooded with rumors to the effect that "the Japanese have limited and taxed the export of camphor, and its cost is therefore going up and may reach a high figure," but the reports are emphatically denied in this market. It is believed that the foreign canard was started solely for the purpose of advancing prices.

Leaves—The better qualities of short buchu continue strong under steadily diminishing supplies. Medium grades of Tinnevely senna are still tending upward and continued activity is reported.

Seeds—The demand for canary is light, but prices continue firm both in this country and in London; the syndicate at the latter market is said to control large holdings. Russian hemp is firmer, owing to increasing scarcity, and prices have been advanced. Celery is moving upward.

Purely Personal.

The sympathy of the trade will go out to H. Young, the Albion grocer, in the loss of his wife by paralysis last week. She left a host of friends, as well as a husband and two grown sons, to mourn her loss.

John B. Howarth (Pingree & Smith), President of the Merchants and Manufacturers' Exchange of Detroit, was in town two or three days last week, for the purpose of interesting local jobbers in a new rating system recently introduced by his organization. Mr. Howarth was much pleased with his reception and was satisfied with the results of his visit.

M. D. Elgin (Musselman Grocer Co.) has lately developed exceptional ability as a vocalist and his friends insist that he should place himself under the instruction of the German masters of the art. Instead of doing so, he is said to contemplate uniting his fortunes with a fair daughter of Sweden whose voice is famous for its sweetness, thus combining the companion and instructor in one person. As such an arrangement would add to the fame of Grand Rapids as a musical center, THE TRADESMAN sincerely trusts that the contemplated will culminate in actuality.

DETECTING GREEN GOODS.

(CONCLUDED FROM PAGE THREE.)

and, at such times, his gloves would be temporarily removed. Then the reason for their use was plain: While his face and neck were tolerably fair and smooth, his hands were dark, cracked and rough, as if by the most severe labor and hardships, and seemed to partially verify the truth of his statement that he had been on shipboard for several years as a sailor, before the mast, and had visited the principal Chinese cities. As time passed, he became still more talkative and, not infrequently, half a dozen persons would draw their chairs about him to listen. His fund of information was never exhausted, and he seemed able to converse upon almost any subject. One day, when the conversation turned upon the public lands in the West, and the low price asked by the Government for them, he remarked that, 'money could be saved in purchasing them by procuring Government land warrants.' As some of the listeners were curious to learn more regarding these warrants, he casually remarked that he had one which they could look at. He drew it forth and spread it out upon a table. Every one seemed interested at once and crowded about the document. I had seen hundreds of them, a few years previous, as they were piled up for sale in the banks of Nebraska. As they were a really beautiful and attractive piece of engraved paper, I laid down my pen for a moment, stepped from my little den of an office to feast my eyes upon the paper which was calling forth so many encomiums. One glance at the engraving told me that it was counterfeit and the first one I had ever seen, or even heard of. Fortunately, perhaps, the eyes of all around that table were intent upon the paper; otherwise, the varying expressions of surprise and astonishment depicted in my face, would have caused an embarrassing denouement. I moved noiselessly away, without having been noticed. Some hours afterward, being alone with my employer, I asked, 'Did you have any suspicion that the land-warrant you were looking at to-day was a counterfeit?' It was then his turn to be astonished. 'Did you see it?' he asked, 'I did not notice you near the table.'

'I saw it,' was my reply, 'and I am confident it is counterfeit, yet the owner may not know it.'

'Did you ever see a spurious one before?' he asked.

'I never did, and I never before supposed they were counterfeited.'

'If I could ever doubt your judgment in the matter of engraved paper,' said he, 'it would be in this instance. I cannot believe, however, that the young man is aware of the fact, if such is the case, for only a short time ago I discovered that I am well acquainted with his father, who is a well-to-do farmer not far from here, and the family is highly respectable.'

'Several months passed, and the visits of our customer—the sailor—grew less frequent and, at last, he disappeared altogether. As the autumn advanced, it was discovered one morning by the porter, that burglars had entered the store from an alley, during the night, and stolen a large quantity of cigars, most of them being our famous 'Anchor' brand. I believe a few valuable show case goods were also missing. The total value of the entire loss may have been in the vicinity of \$200. Detectives were at once set to work upon the case, but without having a shadow of a clue or suspicion, and it was many months afterward before the least track was found which might be followed with any promise of success. The owner of the store in which I was engaged was afterward traveling, on business, some hundred or more miles from home and, curiously enough, while passing a restaurant one day, saw, through the open door, some boxes of his 'Anchor' brand of cigars upon a shelf. These, of course, attracted his attention at once, knowing that he had never sold any of them in that city or vicinity, and his first thought was, that some one was imitating his registered brand. Stepping inside, he asked to look at a box, upon which he recognized his own cost mark. He at once informed the proprietors that the cigars had been stolen from him and

a long conversation ensued, disclosing the fact that soon after the burglary was committed, the owner of the restaurant had purchased a thousand cigars—all of this brand—from a man representing himself as agent for a Chicago manufacturer, and his description of the man pointed forcibly to our sailor and Chinese traveler. Learning that the pretended agent, while there, had remained in town over night, my employer at once set out to find where he had lodged. After visiting almost every hotel in the place, without success, he was at last rewarded by finding a small house of entertainment in the suburbs where—soon after the cigars were stolen—our sailor friend's name was found upon the hotel register. His residence had been first written as the town in which his father resided, but, afterward, this had been partially erased, and Chicago placed in its stead. There is little more to add, except that a competent man was at once placed upon his track. He was traced eastward, and, after a long search, was located in a hotel at Albany, New York., where he was at once arrested. Before allowing him to visit his room it was searched. Part of a box of the 'Anchor' brand of cigars was found in his possession, and beneath a false bottom of his trunk was carefully spread out more than 150 land warrants, which were afterward proven to be counterfeit. No sales of any land warrants could be traced to him, but he was tried for the burglary; convicted and served his sentence of either ten or fifteen years in state's prison. After his conviction, it was learned that he had never been a sailor, and never visited China, but had served a lengthy term in jail in a Western state, where he worked at blacksmithing during the greater part of the time. This accounted for the condition of his hands when he first returned home.'

Thanking Mr. Dean for his wonderfully interesting and entertaining story, I returned home, wondering whether or no he were possessed of a supernatural "gift," or was a mere human, like myself.

FRANK A. HOWIG.

When a woman writes a note to her husband she very seldom wastes a full sheet of paper on him. If she can't find a half sheet already torn off, she uses brown wrapping paper, tears the edge off a newspaper, or uses an old envelope. When the request is for money, she looks for the smallest scrap of paper in the house to write it on.

The true philanthropist is the man or woman who provides work for the wage-earners, and pays the wages and maintains the conditions that enable a man to acquire independence and contentment. He is the man who builds a solid foundation on which a nation must progress.

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THE GOSSIPING HABIT.

Not Monopolized Altogether by the Female Sex.

Written for THE TRADESMAN. Reading "Incidents of Travel" in a recent issue of THE TRADESMAN revived my varied experience along the same line.

Some incidents provoke laughter, others tears, as I live them over; but the one which keeps nagging me to be put on paper is one until now buried in my own heart; but the telling can do no harm and, possibly, may contain a lesson for some, so I seize my willing pen to write it up under the foregoing title.

The word "gossip" is, as a rule, understood to imply woman, but I think it is high time the tables were turned. Selfishness is not exclusively a womanly trait, and I am sure I speak for my sex when I say that we no longer want the monopoly of the word; nor do we deserve it, either.

Until now I have kept mum on the subject, but I long ago came to the conclusion that men were not always above gossip, but I never had proof quite so conclusive as in the following incident:

I was once—never mind when or where—forced to take a short journey, when I much preferred the seclusion of my own home; for a troublesome tooth had rendered my face woefully one-sided. But go I must, so I resurrected an out-of-date "barege" veil and wound it around my head, and presto! no feature was visible.

Soon after I had taken my seat in a car, a learned and dignified lawyer and judge, living in the same town, entered and took a seat directly back of me. My disguise was so complete that he took his seat without dreaming that he was near a neighbor.

At the first stop a lumberman got on and took a seat by the judge. He had formerly lived within a stone's throw of the judge and the veiled woman, but, for obvious reasons, while one greeted the newcomer cordially, the other made no sign of recognition.

The men talked of hard times at first; then they drifted into politics, one contending that the Democrats were all at fault, the other taking the opposite ground. They did not, or could not, agree, but evidently agreed to disagree, and then began to gossip and got on swimmingly. They drifted into it so gracefully and naturally that I hardly knew which started it; but after a few apologetic "they say," they publicly expressed their private opinions of as many people living in the town left behind us as any two women, on a wager, could possibly have done.

Perhaps I should have taken a seat elsewhere, but, positively, I couldn't afford to—it was such an eye-opener to hear men—and one of them so learned a judge that I had stood quite in awe of him—revel in gossip as they seemed to.

Their language was chaste, for they were Christian gentlemen; but, like too many women, they were indiscreet enough to gossip and appeared to take delight in it. No harm came of it, however, for, although the listener belonged to the much-maligned sex, which is supposed to be unable to keep a secret, she did not until years afterward relate that experience; for, had she done so at the time, a veritable hornet's nest would have been stirred up, for lawyers, if not lumbermen, are supposed to be discreet.

I had my revenge by hearing some of my own relation (by marriage) discussed.

As I was about to leave the train, I put my pride in my pocket, raised my veil and, turning the natural side of my face to the gossips, blandly said "Good morning." I did not glance at the lumberman, for a sight of the judge's blushing face warned me that I must give vent to long suppressed laughter. As I turned on my heel I heard: "Whew! she must have heard all we said!"

The next time I met the judge I no longer stood in awe of him, for I had discovered that he was woefully human, but he blushed like a school boy and muttered some apology.

I assured him that no harm was done, but advised him to choose a less public place in which to gossip next time.

Let me add, for the comfort of any judge or lumberman who may be racking his brain to know just when he figured as described, that the men gossips I refer to, do not live in Kent county, or even in this State; but, if among my readers they have any counterparts, I trust the lesson may not be lost upon them.

Not long ago, on our own street cars, I had a similar experience. On hailing the car late in the evening, on my return from church, I evidently interrupted another choice bit of male gossip, which was continued, just back of me, as the car started. I did not know the speakers, but with an evident relish they were rattling the bones of some family skeleton. I paid little heed—although if one has ears one cannot help hearing a high pitched voice—until familiar names were mentioned, and then I learned that "the broken-hearted woman" referred to was one I had always supposed a happy wife.

I do not know who those gossips were, but I left the car indignant with gossips in general, and especially with those who have a little discretion as these to whom I had been forced to listen.

Gossip, at best, is bad enough, but it is high time that some one raised a voice against the too common error of discussing other people's affairs in public.

H. H. THOMAS.

The Dry Goods Market.

All lines of cotton goods exhibit an upward tendency.

Brown cottons are sold well ahead and have advanced 1/4 c in price.

Bleached cottons in certain grades are scarce and have advanced from 1/4 to 1/2 c.

Kid cambrics are now held firmly at 3 1/2 c, with a possibility of reaching 4 c before July 10.

Shirting prints are still 3 1/2 c, but makers are talking of higher prices soon. Indigos are held at 4 1/2 c.

Fancy prints for fall are being shown by manufacturers, who are trying to get 5 1/2 c for new fall work, such as Simpsons, Manchesters, Coheco Acids, Windsors and Hamiltons. Any stock jobbers have on hand is, of course, sold at old prices until these new goods are opened up in August, when prices will become settled at either 5 1/4 or 5 1/2 c net. In no case will they be sold for less than 5 1/4 c for above named makes.

Satines for present delivery are scarce, although there are good styles shown to retail at 10@12 1/2 @16c and are being sold freely.

Challies and lawns are nearly all closed out, jobbers finding it a hard matter to get good styles and low prices at this season of the year. Prices range from 3 1/4 @7 1/2 c.

White goods are in good demand at prices quoted for the past month.

Hardware Price Current.

Table listing hardware prices for various items including augurs and bits, axes, saws, and tools. Includes sub-sections for PANS, RIVETS, PATENT FINISHED IRON, and SHEET IRON.

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E. A. STOWE, Editor.

WEDNESDAY, JUNE 26.

LAW OF SELF DEFENSE.

The recent term of the Supreme Court of the United States was marked by important decisions. The Debs and income tax cases were far reaching and of vast importance, and the law, as declared by the Court, affected men and organizations. But a decision of interest to every individual, among the latest rendered previous to the adjournment of the Court, has received little attention. This was a decision defining the law of self defense.

One of three brothers named Jones, in Arkansas, had a dispute with Babe Beard over the ownership of a cow. The three making common cause of the claim, had been warned by Beard to keep off his premises. But in his absence they went one day to possess themselves of the cow. Mrs. Beard opposed them, and, while they disputed, the husband returned. One of the brothers moved toward Beard and seemed about to draw his revolver. Beard struck him on the head, fatally injuring him. Beard's plea on trial was self defense. The trial judge instructed the jury regarding the law of self defense; that Beard was compelled by that law to avoid danger by getting out of his assailant's way, if he could, and that the only place where he could not retreat farther was his dwelling house. The jury found Beard guilty, and he was sentenced to eight years' imprisonment for manslaughter.

The Supreme Court differs from the trial judge, Parker, in holding that a man on his own premises must retreat from an assailant until his dwelling shields him, when he can stand against all comers. As defining and construing authentically the law of self defense we give the language of the Court, written by Justice Harlan:

Beard was in the lawful pursuit of his business—that is, doing what he had a right to do—when, after returning home in the afternoon, he went from his dwelling house to a part of his premises near the orchard fence, just outside of which his wife and the Jones brothers were engaged in a dispute—the former endeavoring to prevent the cow from being taken away, the latter trying to drive it off the premises. *** In our opinion the court below erred in holding that the accused, while on his premises, outside of his dwelling house, was under a legal duty to get out of the way, if he could, of his assailant, who, according to one view of the evidence, had threatened to

kill the defendant, and, in execution of that purpose, had armed himself with a deadly weapon, with that weapon concealed upon his person went to the defendant's premises, despite the warning of the latter to keep away, and by word and act indicated his purpose to attack the accused. The defendant was where he had the right to be when the deceased advanced upon him in a threatening manner and with a deadly weapon; and if the accused did not provoke the assault and had at the time reasonable grounds to believe and in good faith believed that the deceased intended to take his life or to do him great bodily harm, he was not obliged to retreat, nor to consider whether he could safely retreat, but was entitled to stand his ground and meet any attack made upon him with a deadly weapon in such way and with such force, under all the circumstances, he at the moment honestly believed, and had reasonable grounds to believe, was necessary to save his own life or to protect himself from great bodily injury. As the proceedings were not conducted in accordance with these principles, the judgment must be reversed and the cause remanded, with directions to grant a new trial.

LEARNING BY OBSERVATION.

Now that the war between China and Japan is over, the interest in the details of the great naval fight between the fleets of the two belligerent off the mouth of the Yalu River, in the Bay of Corea, is increasing rather than diminishing, because the facts connected with that memorable occurrence are becoming better known in detail, and, consequently, they are in better shape to prove instructive to the student of naval affairs. Special reports on the subject, prepared by American naval officers on the scene, are being considered this summer at the Naval War College, and the conclusions which the naval officers who attend the school arrive at are likely to result in changes in the equipment of the ships of the fleet, as well as in details of the fleet drill.

It appears to be the common verdict that, although the Chinese fought well, they were outmaneuvered. The Japanese, on the other hand, maintained their fleet formation throughout the action, and it was to this fact that their success was due. The general results of the action are reported to have fully demonstrated the superiority of the battle-ship over the cruiser, for the reason that the two large Chinese battle-ships, though attacked by four of the largest Japanese cruisers, were not disabled in any way, nor was their armor belt pierced at any time.

One fact conclusively demonstrated was that the presence of wood in warships is exceedingly dangerous. All the Chinese ships suffered severely from fire, and, in the case of those vessels which were destroyed, fire first completely burned them out. Another important development of the fight was that all signal halyards were promptly shot away; consequently, early in the action, the admirals of the respective fleets were prevented from signaling, a fact which was disastrous to the Chinese. The armored conning towers prove of little value in the fight, as all the commanding officers found it expedient to conduct the fight from the decks.

One of the most important developments of the action was the exemption from injury of the engines and machinery, due to the effectiveness of the armored protective decks. This immunity was experienced by practically all the large vessels of both fleets.

OLD-FASHIONED AMERICANISM.

A leading newspaper, in referring to the new Secretary of State and what may be expected of him, says that many of the newspapers declare that he is about to make a startling display of "old-fashioned Americanism." It is not true, because there isn't any such thing. What is meant by Americanism may grow old with time, but it can never be old-fashioned. It is above and beyond the term and everything belonging to it. The cap it wears is liberty's own, unchanged and unchanging. Its shield is as unchanging as the years. The stars in its flag still shine in the field of blue. The stripes are there—the old thirteen—old, but not old-fashioned.

The same is true of the principles upon which Americanism rests. They are incapable of change and so will be always found in fashion. There was a time when the term in certain quarters did seem out of date. Stars fell from the field of blue and the stripes—all but three—were lost. They were found, though, every one of them, and the stars came back and there they are, the old thirteen and the old star-spangled blue—old, if you please, but old-fashioned, never!

The same fact underlies every principle which Americanism holds dear. It is as deathless as immortality itself, and when, years ago, it was stated with a distinctness which admits of no mistake that America, North or South, is not a field for European encroachment or entanglement, a question, then raised, was settled forever and the Monroe doctrine became one of the immortals. England smiles sometimes when the principle is pressed, France remembers Maximilian and is silent, Spain protests and Portugal sighs for the lost crown of Brazil.

So, when such principles are called old-fashioned, it is the language of ignorance or of thoughtlessness, and they who, relying on either, presume to treat the principle as old-fashioned and out of date, will find, as others have found, that there are things above change and that the Monroe doctrine is one of them.

United States Consul Tingle, stationed at Brunswick, Germany, writes the State Department that he has had so many inquiries from the United States in consequence of his report on the possibilities of importing American horse meat into Germany, that he submits some additional suggestions. He advises shipping horses on the hoof and consigning them to some large port, such as Hamburg. The duty on live horses is but \$4.75 each, while if meat be shipped, some objection, similar to that now made against American beef, might be brought forward. Horse meat sells in Germany at 7 cents a pound, fresh, and 12 cents a pound smoked. The German horse butcher pays on an average \$35 apiece for horses. American fresh horses should bring better prices.

At the opening of the ship canal connecting the Baltic and North Seas the German Emperor christened it the "Kaiser Wilhelm," after his grandfather, who inaugurated the project. The opening of this canal is an event of the greatest consequence to European commerce, and, especially, to that of Germany. The shipping passing through it will amount to many millions of tons annually, all paying toll to Germany,

which has exclusive control over it in every regard, commercial and military. It is said that, on account of the facility with which the German fleet can be transferred by its means in time of war, it will practically double its efficiency and the security of the German coast. The canal will be of vast benefit to Russian commerce. About one-third of the traffic will be to or from British ports. The celebration of the opening was attended by the greatest naval review of history, although the number of vessels taking part—one hundred and sixteen—will not seem very large until it is remembered that any one of them is powerful enough to destroy the navies of the world up to twenty-five years ago. It is interesting to consider that not one of the number was ever engaged in serious battle. The possibility of such use in the future seems very remote. Four of the most efficient, although technically not the most powerful, were American ships, built in American ship-yards.

The State of South Dakota has compromised the crime of its defaulting treasurer, Taylor, accepting as much of a restitution as he is able to make and agreeing to sentence him to two years in prison, from which sentence he is to be pardoned by the Governor in season to save his citizenship. This plan of compromise seems to have been reckoned upon before Taylor disappeared and he only kept in hiding until the arrangement could be brought about. It was doubtless devised in the light of his knowledge of the characteristics of South Dakota officials. The dilatory, half-hearted way in which the search was made for him by the detectives he refers to as amusing. He spent the time until he had grown a full beard in cruising about the West Indies and Central America. He then came boldly to one of the Northern cities, where he has been in perfect security.

Spain is finally beginning to realize the fact that there is disaffection in Cuba. After having sent nearly 30,000 men, officered by their most prominent general, to that Island and found them wholly inadequate, she now proposes to send 25,000 more. If any of the Spanish reports can be credited, they have finally succeeded in killing one prominent rebel leader, Marti, but it is stated that his death was only accomplished by the payment of a large sum to his assassin. American interest in the matter in the way of filibustering expeditions seems to continue, regardless of the neutrality proclamation. If matters keep on in this way Spain will eventually be obliged to acknowledge that there is rebellion in the Island.

The Chief Entomologist of the Agricultural Department issues a warning that this is the "locust year." The West Central States are to be invaded by the hosts of the seventeen-year locusts, which made their last appearance there in 1878; and Georgia, with the surrounding territory, will have the thirteen-year, or Southern species, which appeared in 1882. The entomologist says that a serious time may be expected, and recommends the example of a Western farmer, who, when he first observed signs of the locusts coming out of the ground in his orchards, called in the aid of his hogs and chickens, which made away with the locusts before they had opportunity to climb the trees.

CHANGE IN WOMEN'S ATTIRE.

The civilized world is considerably exercised nowadays over the problem of women's attire, owing to the rapid growth of the sentiment that skirts should be abolished and pantaloons or bloomers substituted therefor.

Let it be understood, by way of definition, that the term "pantaloons" is restricted to the garment which in this country is appropriated to men. It means the straight up-and-down twin cylinders of cloth which are used to inclose the masculine legs. The term "pantaloons" does not embrace trousers, or bloomers, or tights, because they are all more or less in use by the women of Europe and America. This discussion is, therefore, confined to "pants" alone.

No consideration of this matter should be commenced without reference to the fact that a great majority of the women of our planet do wear, and have from the earliest times continued to dress their nether limbs in trousers. These are the women of China, of India, of Japan, of the Turkish Empire, of Persia, of all the Mahometan countries of Africa and the Asiatic Islands. There are, perhaps, 400,000,000, and may be 500,000,000, of women to-day wearing trousers—a sort of loose, baggy breeches reaching, in most cases, to the ankle.

Such a dress is considered thoroughly modest; it amply protects the person and is adapted to all the purposes of an indoors or out-of-doors costume. It is the stereotyped style for all Oriental women from the very earliest historic times, and in all probability would have been adopted by the women of the Western nations but for its extreme ugliness. It wholly conceals and disguises the beautiful proportions of the female form, and that is good reason for discarding it. In the Oriental nations the women dress only for their husbands. In the Western nations they dress for the delight of all observers. In Christian countries a man who has a beautiful wife delights to have her admired by the outside world. In Mahometan and the pagan countries the beauty of the women is especially reserved to be enjoyed by those to whom they belong.

Thus it comes about that in the Western nations the true rule that should govern the style of women's dress is that it shall make the wearer as attractive as possible. In the Eastern countries the women are not allowed to attract. Their beauty is for the home alone.

Having arrived at the foundation principle which governs women's dress, it will be in order to decide upon the "pants" proposition. Such a garment is even uglier than the baggy trousers of the Orient. Pantaloons would utterly destroy all the beauty of a tapering limb. Its artistic curves and elegant proportions would be wholly lost in a cylindrical envelope which is of the same size from thigh to ankle. Its unquestionable ugliness condemns such a garment, and, therefore, it will never be used, save by cranks, like Dr. Mary Walker, and a woman crank is a most unusual fact.

It must not be inferred, however, that women will not adopt bifurcations. The sex, by virtue of its rapidly hastening emancipation from all the restraints and traditions of the past, is undergoing an evolution which will make woman a new creature in a new world. Already there is talk of the "new woman." The object of these remarks is not to criticise the

new woman, or to pronounce a judgment on her; but simply to recognize her. Facts cannot be ignored. They are here to speak for themselves, whether people like them or not.

The new woman is moving swiftly into prominence, and she has already adopted a bifurcated style of apparel, the bloomer. Above all things, the bicycle is the great impulse to the divided garment. Such a dress is necessary when one must ride astride. Having adopted the bicycle, it necessarily follows that women who wish to ride in comfort are driven to bloomers; but bloomers are not pretty. They are but little improved upon the Turkish trousers. The latter reach to the ankle and the bloomer to the middle of the calf. As an article of beauty it is a failure, and beauty in dress is indispensable.

There is, then, but one more step to be taken, and the movement is all in that direction. It is to the page's dress—the dress which we read of in mediæval romance and see on the stage of grand opera. It is composed of a close-fitting bodice, short trunks or breeches, and tights. Here the figure is fully displayed, and the richest and most elegant material may be used for the dress.

It would be no new thing, but only a return to an ancient style. In the middle ages, in Europe, before the introduction of side-saddles, the fair sex always rode on horseback astride, and they adopted the page's dress for the purpose. In the middle of the sixteenth century the celebrated Queen Catherine de Medicis, of France, was accustomed to ride through the streets of Paris with a brilliant bevy of ladies dressed as pages and mounted on horseback "en cavalier." Such a dress for women was so much the rule that nobody questioned it.

Somebody will ask, "Is it modest to dress in tights?" This may well be answered with another question: When did modesty control styles of dress? Fashion is a matter of leadership. Any woman who is beautiful and occupies a prominent social position can set a fashion in dress. If the new style makes her handsome and shows off her beauty to advantage, it will be quickly imitated. The great body of the women never think of dress from the low and brutal standpoint of men. They display their lovely arms and bosoms in evening dress with never a dream that there is anything immodest or even suggestive of improper exposure. It is left for men to discover evil where it does not exist.

The evolution of women is a great movement wrought by social forces which cannot be overborne or checked in their course. The softer sex is taking a position in social affairs never before occupied by it. This movement necessarily creates new conditions in social life to which man must conform himself. The mere items of dress and other circumstances of adjustment to these conditions will be governed wholly by convenience and appropriateness. These will be the arbiters in such matters.

The Chicago *Chronicle* thinks that the army of Americans who do not find their own country good enough for them, and annually troop to Europe to squander their American dollars, are the gold carriers who threaten more danger to the treasury reserve than is likely to come from any other source.

THE BACK OFFICE.

Written for THE TRADESMAN.

"When I spend a dollar I want something to show for it, and if the world in general would pursue the same policy, there would be a world a great deal better off than it is now. Take this convention business: It's simply run into the ground. After it's all over with, what has one of the attendants to show for it but a headache in the morning? That isn't what money was made for."

We were walking by the soldiers' monument, at the head of Monroe street, when this opinion was expressed, and I thought I'd better say something. "That monument business illustrates pretty well what you've been saying. There it stands—a piece of work costing, I don't know how much money—and what of it? How much better it would have been to have used the money for the poor, instead of putting it there to look at and to talk about each Memorial Day and Fourth of July. Think of the money wasted and worse than wasted in just making a noise. Think of the sky-rockets and the costly fireworks and, if you please, the firecrackers, burnt up, the country over—the suffering and death by accidents occasioned by this wanton waste of money which might, as Judas said, have been given to the poor. That Judas had a head for business!"

"There you go, off on a tangent, as usual. I don't remember that they had conventions in the middle ages. Seems to me that every blessed man of them wasn't satisfied until he got behind his castle wall, with the drawbridge up; and it seems to me that's the way things went, until that Peter What's-his-name got up that convention where all hands went to Jerusalem. Dead? Why, until that first crusade, one half of the world didn't know that the other half was alive, and hoped it wasn't. After the old hermit waked them up and they rubbed against each other in their fight for the Holy Sepulchre, life began to be worth the living once more. If it hadn't been for that convention, what would have become of all the splendid achievements which have brightened the world since then and made it better? How about the start and progress of learning which that same event produced; and, if it hadn't been for it, who knows but what you and the trading world would find your business confined to Henry VIII's pet line of torturing the Jews for their money.

"What you should do, my friend, is to forget all about showing something for your dollar and go to the next convention you hear of. You need it. You are getting to be a regular mossback. You want to get away from yourself just as fast as you can. You want to start on your first crusade at 10:45, and you have just sixty seconds to get to the station. Start! make yourself one of the rest when you get there, and come home as the old crusaders did, and as our soldiers did, in rebellion times, with your shield or on it. By that time you will find that there are things in the world better than money and the last illustration you'll ever think of using will be Judas and the head he had for business, when you are trying to ridicule the idea of attending a convention."

* * *

When one American built steamer, carrying the American flag, creates the excitement that attended the *St. Louis* on her initial trip, what will be the condition of the American mind when our

commerce upon the seas once more assumes its old time importance? When the seas are once more dotted with American merchantmen, sailing under the Stars and Stripes?—*Hardware.*

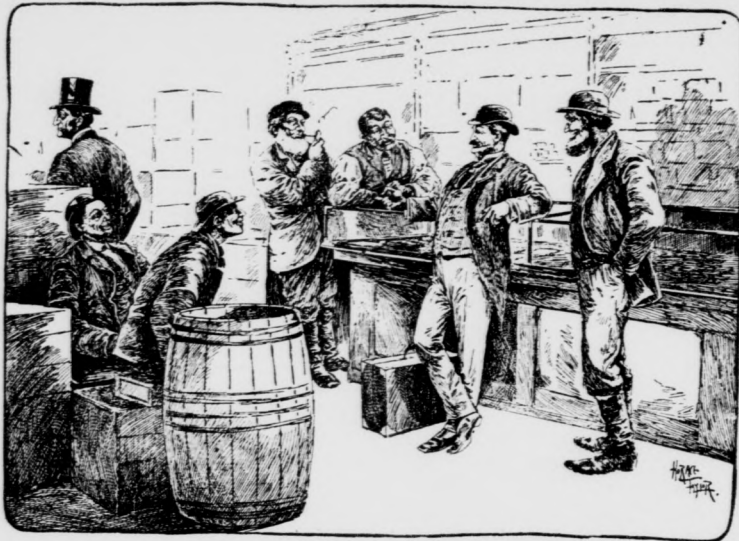
That isn't a hard one. By the time the next steamer slips down "into the arms of the gray old sea," the American mind will have regained its normal position on the question of ships and steamers, and will be strongly inclined to deny that it was ever excited over such a commonplace, matter-of-fact affair as a ship-launch. "Why, my dear sir, you don't seem to take in the American mind. You convey the idea that this shipping business is something new to this country; but it isn't any such thing. We've been a trifle busy with other and more important matters, and haven't been especially anxious to give up our time and attention to the carrying business of the world. England didn't seem to have much to do and the Germans seemed to take to the business kindly, and, so long as they knew how, and wanted the job, why not? The minute, however, they began to hint that we don't know how to make a ship and to sail it, that's an entirely different thing. We do know how and we have shown that we do. So, when the big ship slid from the stocks, there had to be considerable noise about it and we made it. That done, that was the last of it; and now a fleet may be launched at once and 'the American mind' will speak of it at the breakfast table as one of the ordinary affairs of life and look upon the man regarding it as a wonder as a sort of Uncle Josiah, just from the farm and so so not up 'in matters marine.'"

Don't you know what a dreadful time we were going to have in the resumption of specie payment? The world was to be turned upside down. Financially, everybody was going under. Then, when that awful New Year morning dawned upon the world and things went right on as usual, there was a line of I-told-yousos, from Maine to the Golden Gate and long before sunset, the man who dared to speak of the resumption as remarkable was requested to go in and get the hayseed out of his hair. It will be the same with dotting the seas with American merchantmen. When the time comes and we feel like it, we'll dot 'em, and to the American mind "they'll be dots that'll be wuth suthin'."

RICHARD MALCOLM STRONG.

A Chicago paper tells about a gentleman of that city who, a short time ago, wanted fifty gold dollars for some purpose. He applied to his bank for them, and was offered the amount in larger coins, but the dollars they did not have. He looked farther, and soon found that there were no gold dollars to be had in Chicago, not even at the sub-treasury. He wrote to New York and Washington, but the dollars could not be found. Finally, he learned that they could be had in San Francisco, but only on the payment of 50 per cent. premium. It is said that there has not been a gold dollar coined in forty years, and that altogether but 1,004,000 have been minted.

The greatest bridge in the world was planned by a Chinese engineer and built by Chinese workmen. It is of stone, and reaches across an arm of the China sea by 300 arches. Over the pillar of each arch reclines a lion carved from a block of marble 21 feet long. The roadway is 70 feet wide.



The Traveling Man's Latest Yarn.

GETTING THE PEOPLE.

Art of Reaching and Holding Trade by Advertising.

The amount of money thrown away upon unproductive advertising in the United States alone would reasonably suffice to pay off a large portion of the public debt. This waste arises from many sources, the principal ones being the unfitness of media and the indifferent wording of the advertising. Space in popular magazines and the leading dailies and weeklies of the country is almost beyond price, and while many manufacturers and dealers employ able "ad-smiths" at princely salaries, there are yet instances of the most valuable space being utterly lost through weakness of phraseology and a lack of perception as to points in the article advertised which will interest and hold the buyer's attention.

Below will be found some original ads. for use in nearly any branch of trade.

The Coming Woman



Evidently means business, and so do we. She wants only the best goods to be had, and we are here ready to sell them to her at TWENTIETH CENTURY PRICES,

which are much lower than those of our competitors in this century. We are doing a "fin de siecle" business and lots of it. Our trade advertises us more and more every day.

Wind up the century in a fitting manner by giving us your custom for the balance of the time. [Mention prices, etc.]

COATEM & HATTEM.

It may seem a matter of small moment to the one placing his wares before the public as to what is said in reference thereto, so long as price, name and quality are fully expounded. While these latter are essentials, yet they are of much less moment as compared with the other requisites of a paying advertisement.

In the first place, it is absolutely necessary to the success of an advertisement that the seed be planted in fitting soil. Potatoes won't grow on rocks—advertising won't bring results placed in media which does not reach the class to whom

it is desired to sell the article. This, therefore, is the primary step—look well to placing your advertising in the proper channels.

"Jab Me In the Eye!"

Said the Needle to the Thread. Our line of Fine Groceries for cash is "jabbing" the eyes out of high prices and the observing people are learning this fact. Are you observing?

SWEET & SHUGER.

The quality of the seed assumes second rank in importance. If the potatoes are decayed or subject to other disqualifying infirmities, the seed will not take root and bring forth abundance at the harvest time. The "seed of advertising" must be in prime condition, perfect in every respect, in order that it may yield perfect returns. Every word uttered should be given profound thought. Every word in an advertisement is intended to create an impression—a photograph of the merits of the article advertised—upon the reader's brain. In this connection, the successful advertiser places himself in the point of view of the reader, not in his own way of looking at the article in question. Usually, the advertiser is the "parent" of the invention or merchandise offered for sale. He understands every point in connection with it thoroughly and technically, as the fond parent of a little child sees and understands its merits better than any other. But, just as the indulgent father cannot see the faults of his child—or, rather, blinds himself to them—and does not look upon his offspring with his neighbor's eyes, so the "parent" of an invention or article of manufacture does not see it as others do.

The Point of View



"The Big and the Little Of It."

A Fair Price on a Good Article looketh Large to the man of False Economy, but Small to him who hath Stored his Brain with Logic; "For," saith the man of Logic, "a garment which Covereth me Both Stylishly and Comfortably, hath In it Qualities and Merits which Are Valuable by Reason of Their enduring Qualities." Such a set of garments for gentlemen we retail at \$10. First class quality Cheviot, up to date.

The successful "ad-smith" schools himself in this regard. His first thought, on

BOSTON RUBBER SHOE COMPANY'S

Goods are found at

McGraw's DETROIT

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

Agents for the

Boston Rubber Shoe Co.'s Goods

RINDGE, KALMBACH & CO.

12, 14 and 16 Pearl Street

Manufacturers and Jobbers of

Boots and Shoes

We make the best line of Medium Priced Goods in the market. You can improve your trade by handling our goods.



LINDEN NEEDLE TOE.

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

ARE HUSTLING THESE DAYS FOR ORDERS ON

WALES-GOODYEAR RUBBERS

THE BEST WEARING BRAND ON EARTH, for the

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

P. S. Write us care the house.

Reeder Bros. Shoe Co.

State Agents for Lyeoming Rubber Co.



LYCOMINGS are our FIRST QUALITY KEYSTONES are our Second Quality

Nine years ago these goods were not known in Michigan, and to-day they stand second to none and are as well known as any. A great many of the best retail merchants in Michigan and Indiana think they are the best goods made, being made from the Purest Rubber and on the best style lasts, and are the best fitting goods in the market. Our trade for the past nine years on these goods has steadily increased.

OUR LEATHER LINE is full and complete; also an elegant line of FELT BOOTS and SOX for fall. See our salesmen—it will pay you to examine samples.

REEDER BROS. SHOE CO. GRAND RAPIDS, MICH.

The Bradstreet Mercantile Agency,

The Bradstreet Company, Props.

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

HARLES 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, Widdiecomb Bldg.

HENRY ROYCE, Supt.

Use Tradesman Wants Column

IT REACHES THE PEOPLE.

taking up an article to advertise, is, "What are the pleasing, attractive and valuable points in connection with it to be made plain to the public?" This once thoroughly mastered, he sets himself to work understandingly and from the buyer's point of view, not his own.

Gone From Our Bed and Board!



This is to Certify, That Madam High-price has left our store for "keeps," and we have taken a decree of separation from her. This did not prevent our immediate remarriage, and we have taken to our frsided Miss Constance Integrity Small-profit, whom we shall cherish in all love and respect during the remainder of our business life. Madame Highprice became unbearable in our home and used us cruelly, but with the assistance of Miss Smallprofit our trade is increasing daily. An example of her value is given in the following prices:

BENEDICT & CO.

I have in my mind a very short line in an ad. of Walter Baker & Co.'s Cocoa. Just below the words "Breakfast Cocoa," and immediately following "pure and soluble," is the simple yet forcible and practical sentence, "costs less than one cent a cup!" I believe that one line to be worth thousands of dollars to this firm annually, yet it consists of language which any child of reading age can readily master. And therein lies its value—it is the simplest and most direct and forcible appeal to the economical side of human nature possible, while in direct connection with the words conveying to the mind the idea of purity and healthfulness.

Don't Dodge or Jump!



When you wish to pass a "biker," or when you want straight goods at straight prices. It is true we have "jumped" into the good graces of the public through the positive values and bottom prices of our goods, but don't you "dodge" into the wrong place when shopping and get "stuck" on a shoddy lot of stuff.

We always prove our words truth!

SHOEM & CO.

The amateur "ad-smith," clerk or business man will find a study of the prominent magazine and newspaper advertising a great help to him in the construction of his "pullers." Each ad. contains at least one idea which is convertible to use, and a study of the methods used by these great advertisers is of incalculable benefit.

It is hoped that THE TRADESMAN'S readers will make use of any of the ads. given

A False Friend.....

Is one who gives you wrong "pointers." Let us indicate to you that we are faithful to your interests, when we say that our stock of Mens, Boys and Children's Clothing is unexcelled in quality, style and reasonable values. We won't give you "something for nothing," but the true worth is in the goods every time.

CHEVIOT-SERGE CO.

In these articles, as this department is conducted for their especial benefit. Amateur "ad. smiths" and others are invited to send their productions to this department for criticism, which will be made in a fair and impartial manner, to the best of the writer's ability.

FDC. FOSTER FULLER.

He Found His Match.

"Is this seat engaged?" asked a commercial traveler on the G. R. & I. Railroad of the prettiest girl in the car; and, finding it wasn't, he put his sample box in the rack and braced himself up for solid enjoyment.

"Pleasant day," said the girl, coming for him before he could get the straps of his tongue unbuckled; "most bewildering day, isn't it?"

"Ye-yes, miss," stammered the drummer. He was in the habit of playing pitcher in this kind of a match, and the position of catcher didn't fit him as quick as it might.

"Nice weather for traveling," continued the girl; "much nicer than when it is cold. Are you perfectly comfortable?"

"Oh, yes, thanks," murmured the drummer.

"Glad of it," chirruped the girl, cheerfully. "You don't look so. Let me put my shawl under your head, won't you?"

"No, please," he gasped; "I'm doing well enough."

"Can I buy some peanuts, or a book? Let me do something to make the trip pleasant. Suppose I slip my arm around your waist! Just lean forward a little, please, so that I can."

"You'll—you'll have to excuse me," gasped the wretched drummer. "I don't think you really mean it."

"You look so tired," she pleaded; "wouldn't you like to rest your head on my shoulder? No one will notice. Just lay your head right down, and I will tell you stories."

"No, thanks, I won't to-day; I'm very comfortable," and the poor drummer looked as if he needed help.

"Your scarf pin is coming out. Let me fix it—there. At the next station I'll get you a cup of tea, and when we arrive at our destination you'll let me call on you!" and she smiled an anxious prayer right into his pallid countenance.

"I think I'll go away and smoke," said the drummer, as he hauled down his gripsack and made a dash for the door.

"Strange!" murmured the girl to a lady in front of her. "I only did with him just what he was making ready to do with me, and, big and strong as he is, he couldn't stand it. I really think women have stronger stomachs than men."

A Salmon River Near Home.

There is scarcely any doubt that the Pennsylvania Fish Commission has succeeded in making the Delaware a salmon river. During the past few weeks hundreds of this greatest of food and game fishes have been caught on their way to the spawning beds in the upper waters by the shad nets between Chester and the Delaware Water Gap. The fish captured were readily sold by the fishermen, at prices ranging from 75 cents to \$1 a pound, and several of the large hotels in Philadelphia, it is said, have placed orders with the fishermen direct for all they capture at the prices named.

P. Steketee & Sons have a complete line of new sateens, percales, shirting prints and lawns, challies and dimities.

Quaker Flour



Made from Selected No 1 White Wheat The Best Flour that can be made by Modern Roller Process.

Guaranteed First Quality.

Sold exclusively by us to the Trade only.

Send in your orders.

WORDEN GROCER CO.

Grand Rapids, Mich.

DON'T YOU EVER THINK

That your customers don't know when they get good goods and when there is a cheaper article palmed off on them. No one who has ever used

Highland Brand Vinegar

told you anything but that it is the best. Highland Brand Vinegar is SUPERIOR

*Oakland Vinegar & Pickle Co.
Highland Station, Mich.*

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	2 1/2	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 2 1/2, 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.

LOWER INTEREST RATES.

How the Avenues for Investigation Have Been Curtailed.

The accumulation of unemployed money in the financial centers of the country is little less than remarkable. In New York City, for instance, borrowers in good repute can get loans on any kind of marketable collateral at 1 per cent. per annum on call, and at $2\frac{1}{2}$ per cent. for three or six months. Good commercial paper is bought by banks at a discount of 3 per cent. per annum and less, and the regular rate for long time loans on first-class real estate mortgage security is 4 per cent., with a tendency to a still lower figure.

For the benefit of those who are not familiar with the facts it should be explained that by the "money," which is lending at these low rates, is not meant gold and silver coin, or even legal tender notes and bank notes, but merely bank credits. When a borrower in Wall street obtains a loan he takes it in the form of a check on the lender's bank, which he deposits in his own bank to his own account, drawing against it checks as his needs require. The persons who receive these checks deposit them in their banks in turn, and thus the entire sum is split up and passed from hand to hand without the use, except on special occasions, of a dollar of actual circulating medium. It is true that the borrower has the right to exact legal tender money for either the check he takes or for the checks he draws himself, but this right is exercised rarely. The bank credit is so completely equivalent to money that it is treated as money by everybody.

This explains, too, what often puzzles the uninitiated, how the banks of New York City, with only \$180,000,000 of specie and legal tenders in their vaults, can report deposits to the amount of over \$568,000,000, and how, in like manner, the total deposits of all the banks in the United States footed up, according to the latest report of the Comptroller of the Currency, \$4,620,000,000, although their entire stock of specie and paper money was but \$689,000,000. The credits given to borrowers are counted as money of equal value with specie and notes, and, ordinarily, they serve equally well the needs of the community. It is only panics, such as that of 1893, when confidence in the solvency of the banks fails, and depositors, all at the same time, begin to clamor for actual money instead of certified checks, that the difference becomes apparent. At other periods, people hardly ever reflect, when they take checks in payment of debts or for property sold, that these checks entitle them to actual money. They deposit them in their banks, and are satisfied with the entry of the amount on their passbooks.

Whether it would not be wiser to do our business differently and to substitute for the enormous volume of bank credits which now fulfil the function of money, something less liable to impairment in periods of financial distrust is another question. It is not to be denied that so long as the banking business of the country is controlled by some 7,000 or 8,000 bank presidents, few of whom concern themselves with the state of business affairs outside of their own immediate neighborhood, and who, under the stress of fear for the solvency, each of his own particular institution, go, in seasons of panic, from the extreme of expansion to the extreme of contraction, and act, not

in concert with one another, but independently, we shall never be free from the danger of catastrophes like that of 1893. On the other hand, to abolish bank credits altogether and to restrict all payments to the passing from hand to hand of coin and of paper secured so as to be equal to coin, would be a step backward toward primitive ages, which is not to be thought of. The continuation of the safety of cash payments with the convenience of credit is a problem for this country yet to solve.

Taking, however, the facts as they exist, we find that the supply of what serves the purpose of money is at the moment so largely in excess of the demand for it that the compensation paid for its use is greatly diminished. The natural consequence is that many of those who hold it and cannot lend it temporarily at a satisfactory price are turning their attention to buying those stocks and bonds, which, without much danger of loss, yield a larger return. Time was, within the memory of many still living, when 7 per cent. per annum interest was accepted only upon the very best security, then 6 per cent. became the standard, then 5, and now it is 4, with a tendency toward $3\frac{1}{2}$. The prospect is, that, unless something unforeseen happens, the same class of investments which now yield 4 per cent. will yield only 3, and those that now yield 3 will be reduced to $2\frac{1}{2}$ or perhaps 2.

Nothing can retard this result but the discovery of new fields of industry, or the invention of new productive processes requiring the use of large amounts of capital. Borrowers of money, whether it be in the form of coin and paper, or in that of bank credits, do not borrow it for the mere pleasure of paying interest on it. They convert it as speedily as possible into merchandise, machinery, labor, or some other kind of wealth out of which they hope, by their enterprise and skill, to create enough new wealth to pay the interest and leave a sufficient surplus to reward them for their efforts. Until lately they have found opportunities for doing this in the building of railroads and of factories, in the opening of mines, in carrying on commerce with foreign countries, and in real estate improvements. It looks now as if about all the railroads are built that are needed, and all the factories; that the mining of coal and iron has been overdone, and that our foreign trade is diminishing. Only real estate shows signs of activity, but at the rate at which the modern steel towers of Babel are going up in the large cities of the country, the demand for new buildings, other than dwelling houses, will soon be satiated. So far, therefore, as the known outlets of capital are concerned they are well filled up.

The solution of the difficulty most probable, from present indications, is the transference of enterprise to higher and

more complicated forms of the same kinds of industry as now prevail. New railroads may not be built to any great extent, but those which are already built may be enormously improved by the construction of parallel tracks; the laying of sidetracks and the building of expensive bridges and culverts; the improvement of the roadbed; the further use of drawing room and sleeping cars in place of common day coaches; the erection of better depot and freight buildings and the improvement of the depot grounds. In the field of manufactures, the growing wealth of the country and the more liberal earnings of those who live by their labor, is creating every day a greater and greater demand for goods of superior quality and finish. Our dwellings, our furniture, our clothing, and even our daily food are already of an excellence far surpassing those which the generation preceding ours was able to command, and the tendency of the age is to make us still more luxurious in our requirements in these respects. In a word, new capital will hereafter be applied to the promotion of luxury, the demand for the necessaries of life being already fully supplied.

MATTHEW MARSHALL.

A Danish manufacturer has two establishments near London, which turn out 800,000 pounds of oleomargarine a week. London consumes most of the product as butter.

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



DECOY FLY PAPER.
Manufactured by
DETROIT FLY PAPER CO.
DETROIT, MICH.
U. S. PATENT, OCT. 14, 1909.
OTHER PATENTS PENDING.
CANADIAN PATENTS MAY 12, 1913.
TRADE MARK REGISTERED.

DECOY & DWARF DECOY

Catches More Flies

than any other Sticky Fly Paper and pleases everybody.

Every box guaranteed by the manufacturer.

Costs no more than common fly paper.

POOR BOOK-KEEPING.

One of the Leaks Which Preclude Success.

Wilson Maclay in Trade.

"Good morning, Mr. Jones; just passing, and thought I would stop in and pay my bill."

"That's good. Always like to hear people talk that way."

"Yes? How much is my account?"

"Let me see—how far back does it run?"

"You've got me there—look at your books."

"That's what I want to do; but if you could tell me just when and where to start, it would save time."

"How do you mean?"

"Why, you see, if you knew just what time you bought the first bill that you want to pay now, I wouldn't have to waste any time going through my books to find the right place to start."

"How do you keep your books?"

"The regular way, of course."

"All right; let me have a statement."

"Very well; just sit down there; I'll have it in a few minutes."

The gentleman who was anxious to pay sat down and picked up a newspaper. The few minutes soon were ten, and then twenty. At last, when twenty-five minutes had been added to the great past, he looked up at Jones, who was struggling with his salesbook and a sheet of paper, and asked:

"Nearly ready?"

"Yes; here it is now."

"That doesn't agree with my version of it."

"In what particular?"

"In about six or seven particulars."

"Let me see."

The visitor had drawn a slip of paper from his pocket, and was comparing it with the statement that the grocer, Mr. Jones, had handed him. We will peep over his shoulder and see how the papers look.

The following is the grocer's statement:

April 6.....	\$1 26
April 9.....	3 29
April 12.....	49
April 15.....	4 07
April 26.....	8 50
April 28.....	1 35
	\$18 87

And this is the paper that came from the visitor's pocket:

April 9.....	\$3 20
April 10.....	37
April 12.....	2 49
April 13.....	3 75
April 26.....	8 50
April 28.....	1 35
	\$19 66

In answer to the request made by Jones, his visitor handed him the statement that he had received, and his own memorandum, saying: "Look for yourself."

"There seems to be a difference, doesn't there?"

"I should say so."

"You must have made a mistake somewhere."

"I never make mistakes in things of this sort. My memory is a particularly good one, but I never trust it when it is a question of an account, either in my favor or against me. Now, let's get at this muddle and straighten it out."

"All right."

"In the first place, taking your statement, you have charged me with \$1.26 on the 6th. That bill was paid at the time it was presented. Here it is, receipted. The bill of the 9th is all right. You seem to have forgotten to charge my purchase of the 10th—that's 37 cents in my favor. Then, the bill of the 12th should be \$2.49, instead of 49 cents—that's \$2 more. You've forgotten to charge \$3.75 on the 13th, and the \$4.07 of the 15th was cash. I can't imagine how you keep your accounts, if this is a fair sample."

"Most of my customers don't run accounts that stand a whole month. They pay every week."

"And when they don't, where are you?"

"Well, I do my best; but it seems that my books never come out right."

"See here; I don't want to lecture you, but there are a few words that I would like to say to you on this subject of

book-keeping. The trouble that you have is what almost every man that runs a small business meets.

"There is no attempt made to keep your accounts on the only correct principle. Let me try to explain what I mean. The man doesn't live who is proof against mistakes, and that fact once recognized, a great deal of progress has been made. There is nothing in which one is more likely to err than figuring, and there isn't a memory in any one's head that is 75 per cent. proof, or 60 per cent. either, for that matter. Recognizing these facts, and allowing—to yourself, of course—that you are no better than the average, how in the world do ever expect to have any right idea of the state of your business, if you are going to depend on the accuracy of your unproved additions and your far-from-perfect memory? You must have some system in the management of your affairs, and the first step in this direction is the keeping of an intelligent set of books.

"Your system of book-keeping does not have to be a complicated one. You do not have to have more than a cash book, a salesbook, the same as the one you now run; you do not need a journal, but you do need a ledger. But you also need something which is considerably more than all of these, and that is the determination that you will make your charges and your cash entries when they occur, and not in the evening, when you are all tired out, and your brain refuses to entertain any idea that is not directly connected with retiring. Don't make charges on bits of paper and stick them in your pocket, to be pulled out with other things and so lost. You may say that you cannot afford to keep a person that shall do all these things for you, and I'll say that you're right. You must do them yourself; you must certainly have plenty of opportunities during the day, when customers are scarce, like the present.

"You look as though you were getting ready to say that you do not understand how to keep a set of books on the double-entry system. All right; I'll answer that for you, too. There are lots of books that can be bought for a mere song that will give you a very fair idea of how the thing is done. And if there should be some points that you do not understand readily, you must have a number of acquaintances beside myself who will be very glad to give you all the information you desire. You can count on me whenever you want.

"Now, just think of the advantages this little extra labor will give you. Suppose that I was not honest, and had no desire to do the right thing. I would have shown you my two receipted bills of the 6th and 15th, and paid you \$13.54 and gone on my way rejoicing over the fact that I had cheated you out of \$6.12. For-

tunately for you, most of the people you deal with are honest, but there are very few among them that keep any record of what they buy at a grocer's, and if you forget to charge them they are not likely to remember, even if the thought of cheating you is the farthest from their minds.

"And now about the time that you will have for the keeping of your accounts. The whole work of posting can be done in ten hours for the entire month, and the pasting of your bills into a book that can be bought for that purpose won't take three. The other work—that is, keeping a cash-book and

a sales-book—is nothing new to you, and so, you see, the whole cost of having correct accounts will be an average of one-half an hour per day. Don't you think you can spare the time?"

The grocer had listened to all of this long harangue with a sort of half interest, as one does who is hearing the fortieth repetition of the same tune. At the end, however, he said:

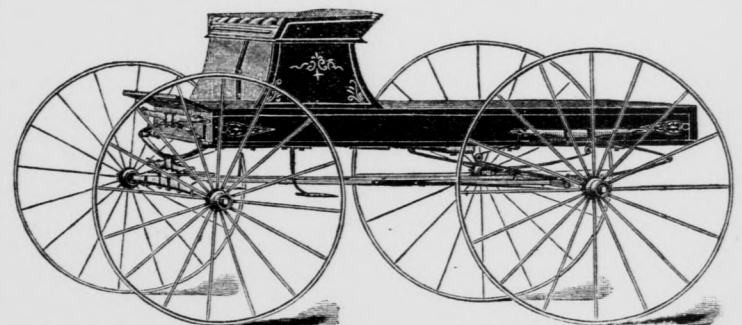
"Well, I think I'll try it, although I really can't see why my system isn't all right."

"I don't know any reason against its value, except that it does not put any check on your errors. Good day."

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

ESTABLISHED 1865.

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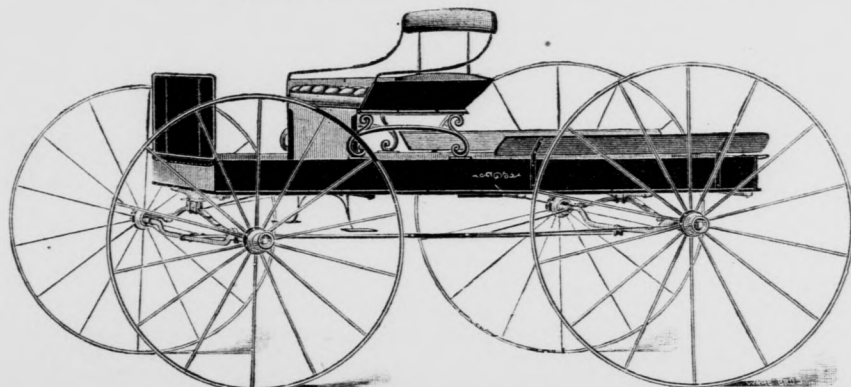
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WHOLESALE AND RETAIL.



Light Delivery and Order Wagon.

88-90-92 S. Division St., Grand Rapids

DAY AFTER TO-MORROW.

Written for THE TRADESMAN.

"Baxter? Rodney Baxter, do you mean? O, he died years ago. Day after to-morrow killed him."

"What?"

"I say day after to-morrow killed him. You see it was this way: The spring you went away—why, that was twenty years ago, wasn't it?—well, that spring Rod told his father that he was through school, and as for going to work on the farm, he wouldn't do that for love nor money. No, he wouldn't go into anybody's banking house; nor would he go to the city—he was right about that, I think—but, if the 'old man' would fit up a store for him down in the village, he believed he'd like that—at all events, he was willing to try. So Jethro—ye haven't forgotten Jethro Baxter, I hope! Don't you remember how you boys used to sample his water melons for him after dark? Well that's the one—he went down to the village and bought out Daniel What's-his-name and turned the store over to Rod.

"Well, things went on swimmingly for awhile, and folks said that Jethro had hit it, so far as the boy was concerned. Old Daniel—strange I can't think of that man's name!—had got old and pokey—some said, you know, that he never was young—and his store was topsy-turvy from top to bottom. That just suited Rod, who was as neat as a pin, and for the next two months he was busy putting things where he'd know where to find 'em. When he got through, it looked like a new store and you couldn't stop at a farmhouse within ten miles of it without being asked if you'd seen the new store over to Plymptonville.

"That part of it is easy to account for. Old Daniel never took account of stock in his life; he never cleaned up things; he was always dropping whatever he used wherever he used it; and, as a matter of course, he never could find anything when he wanted it. So it was a clutter from one end of the store to the other. They did say that the molasses wandered over to the dry goods side of the house and got mixed up with the shoestrings and the ribbons, but that was going too far. Nobody ever believed that, but Rod straightened things out until it did, for a fact, seem like a new store.

"The thing which the boy didn't like—and the minute one of them Baxters didn't like anything it was all up with them—was to do a thing before he got good and ready. There are some people built just that way. He cleaned the store, and he put it to rights all fair enough and fast enough for that matter, but not until he got ready. Then things had to stand 'round. That does pretty well in matters which concern only one; but when there are more, there is bound to be trouble. Time and tide wait for no man, and once in a while a man comes along so much like time and tide that you can't tell 'em apart; and after awhile Rod came in contact with that kind of a man.

"You see, the boy got to dealing a good deal in eggs. Farmers liked him, because he dealt fairly with them, and it got so that a good many of them would rather sell their eggs to him for a little less than to anybody else, and it made him a little pompous. After a while he began to think that the rest of the world were like the farmers and that it

was his motion that must be waited for. So the city folks would send him an order, and he'd look at it and that would be the last of it for a day or two. Then when the signs were right, he'd send the eggs, and that would be the last of it—at least, that's what he thought.

"Well, there began to be a little friction. One would give him a raking down, and then another, and he'd laugh it off as if it was one of the biggest jokes in the world. It did turn out so in most cases. 'These fellows,' he said, 'will get mad and tear around like a pea on a hot griddle and trade somewhere else for a while; then they come marching back and I laugh at 'em. You see, somebody must have their way and I don't see why I ain't the one to have it. I don't know of any law that's going to make me answer a letter the same day I get it; and I don't know why I should jump out of my skin because Hilton & Hobbs want to fill an order on a certain date which they know or might know is going to be mighty inconvenient for me to forward on time. I ain't going to do it,' and he didn't.

"You know Hilton, don't you? He's one of these men who is right up and down. When he says, 'Thumbs up,' the thumbs go up. So, after their man had got tired of fooling with Rod, he turned him over to Hobbs, who pretty soon found that he had met his match; and finally told Hilton that they'd better hunt up another factor and let Rod go.

"I guess Rod was about the first man Hilton ever met who ever dared to intimate that he didn't like to play the game above mentioned unless he, Rod, was 'it.' He had, he acknowledged, in bygone times occasionally turned his thumbs up or down to another's dictation; but never so far as he could remember had he 'wig-wagged' to anybody and he didn't care to begin now. He'd send the eggs when he pleased. He wasn't quite sure about it; but, if he could manage, without too much inconvenience, he thought the goods would move about day after to-morrow.

"Hilton read the letter and 'ah'-ed. He went home early that afternoon and took the letter with him. After dinner he made a preliminary remark or two and put the letter into the hands of his daughter and asked her what she thought of that. It did not take her a long time to read it, and while she is so engaged, it will be a good time to say that Rod had evidently been in favor with the senior member of the firm, had been looked upon kindly by his only child, more on her father's account than on her own, so that when she returned the letter she simply said: 'I'll tell you what I think of your letter after you tell me what to think of mine;' and the young lady placed in his hand a letter received that morning from Rodney Baxter.

"It was not quite so bad as the one to the firm, but it was hardly what a young woman would expect from a young man asking her to be his wife.

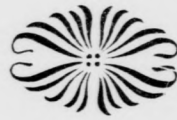
"Well?" said the young lady, with a strong circumflex accent, as the letter was returned to her.

"Well!" was the answer with several exclamation points and no end of double daggers.

"The next day the firm countermanded its order by telegraph, and the young lady took the opportunity to say that, while she wasn't quite sure about it, she would manage to give him a definite an-

The Chimney Always Soots!

And so do we. That is, we always suit our customers, because our goods always suit our customers' customers, and so



Everybody is Suited

Everybody likes this kind of suits.

Let us give you fits—with some of these suitings.

There's money in 'em.

Valley City Milling Co.

Grand Rapids, Mich.

Sole Manufacturers of

LILY WHITE FLOUR

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That is what it means--

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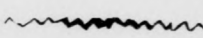
THEY

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Are Made in MICHIGAN

Are Sold in MICHIGAN

And all over the World.

Manufactured by 

The New York Biscuit Co.,

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Grand Rapids, Mich.

swer day after to-morrow; but when he looked for the date of the letter he didn't find any!

"Well, do you know, that broke him all up. He went around quiet-like for several days; and, finally, one morning his father went out to the barn, and the first thing he saw there, was the boy, dead. It made a good deal of talk at the time; but he had only himself to blame for it.

"What! Is this Lansing? 'Tis. There's the Capitol, no mistaking that;" and there was just time enough for the teller of the story, a woman with a high-pitched voice, and a very deaf old man to get ready to leave the train. My seat, immediately in front of them, had compelled me to listen, whether I would or not, to the story which promised to be a farce and ended a tragedy. Who they are I did not ascertain. Who the Baxters or the Hiltons are I have no means of finding out. I only know that I have told the story as I heard it, without any attempt to account for the incongruities which I should be glad to explain if I could. It is the first instance I ever heard of where "day after to-morrow" killed anybody; and it seemed to me a good idea to play Captain Cuttle and "make a note on't," it being barely possible that some reader with a reflective turn of mind may find a moral in the expression and so turn it to practical account.

RAMBLER.

Danish Butter in England.

In the *Fortnightly Review*, an English lady, Mrs. Tweedie, asks her fellow countrymen why they do not make their own butter, instead of buying it in Denmark. Her question may well be changed slightly to adapt it to ourselves, and we may ask why is it, with all our facilities for the production of butter, that England spends about \$5,000,000 a year for foreign butter, and the value of the butter we sent to England and Scotland was only \$675,762 in 1893 and \$941,523 in 1894. Danish butter is not imported into England because it is cheap, but because it is good; it ranks with or above the best English butter. That Denmark is nearer to England than we are is no explanation of our exclusion from this trade, because the most mortifying part of Mrs. Tweedie's article, for us, is her statement that the competition which Denmark has begun to suffer from lately is that of Australia, whose butter has to cross the tropics, and is carried through the Red Sea in refrigerating chambers in order to reach England in marketable condition. Enough Australian butter is going into England to affect the price of Danish butter. Yet we, only a week from England, have not sent her much more than a million and a half dollars' worth of butter in the past two years, and our farmers are complaining that there is not a sufficient market for their products.

The Danish butter does not make itself. No manufacturing industry is carried on with a nicer regard for quality and thoroughness. The company whose work Mrs. Tweedie describes, and which she says is a fair sample of all the butter making companies in the little kingdom, maintains veterinary surgeons who inspect every two weeks the herds whose milk is bought. If disease breaks out between these visits the farmer has no motive for concealing it, because the company will pay him for his milk just as usual, but it will throw the milk away. Any farm hand who has been exposed to a contagious disease loses nothing by reporting the fact and keeping away from his work, for his wages go on just the same. Every farmer keeps a quantity of ice, and the milk is promptly cooled. He strains the milk with a care that very few American farmers can be induced to exercise, but the milk is scientifically filtered when it reaches the factory. Every can of milk is tasted at

the factory by an expert, who sets aside every can that is suspicious for chemical examination. The milk is cooled with ice till it reaches 40 degrees, and stands till the cream is risen, when the cream is skimmed by hand. Mrs. Tweedie speaks of some of the farmers having separators and delivering to the factory only the cream, but she gives the impression that at the factory there is only hand skimming. The cream is raised to a temperature of 68 to sour it and then cooled to 50 for churning. Mrs. Tweedie gives the details of the working and packing, and draws a fascinating picture of the butter factory and the women and girls who do the work in it. The prices of milk she mentions are low compared with the prices paid by people in our cities for their quart a day, but they are not low compared with what what farmers in the vicinity of our great cities generally net for their milk, and the butter brings a high price in England.

In a recent address ex-Governor Hoard, of Wisconsin, said that the price of Wisconsin butter had been raised in a few years from 15 to 25 cents a pound by improving the herds and the processes of buttermaking. This corroborates the experience of Denmark that it pays to make a good thing.

The trouble with the American farmer on a general average is that in the past he was too prosperous; it was too easy to make a living to make it worth while to take much pains about anything. There is no reason why he should not make as good butter as there is in Denmark and Australia, and as compared with the latter he certainly has an enormous advantage in being so much nearer England and on the same side of the equator. If he raises sheep he ought to pack his fleeces as well as the Australians do instead of ruining his market by trying to see how much dirt and how much of the inferior portions of the fleece he can work off on to the Eastern buyer without detection. If he raises cotton he ought to see to it that his cotton reaches market in as good shape as the cotton of Asia and Africa. The English people eat great quantities of bacon, but they do not like our bacon so well as they do that cured in Denmark and some other parts of Europe. Our packers, however, are making more effort to teach the English to like our bacon than they are to cure bacon to suit the English taste. Here and there is an exception, but as a whole we are not half trying to find a market for our productions. We have an idea that England must buy our wheat and cotton, and it is useless to bother about anything else.

Don't Try To Cheat a Lawyer.

A young lawyer just starting in his profession hung out his sign in a town where there was only one other lawyer, an aged judge.

A close-fisted old fellow, thinking to get legal advice for nothing, called upon the young man and contrived in a sort of neighborly way to get some legal questions answered. Then, thanking the young man, he was about to leave, when the young man asked for a \$5 fee. The old fellow went into a violent passion and swore he would never pay. The young lawyer told him he would sue him.

So the old fellow went down to see the judge and said:

"That young scamp that's just come into town! I dropped in to make a neighborly call on him, and he charges me \$5 for legal advice."

"Served you right," said the judge.

"But have I got to pay it, judge?"

"Of course you have."

"Well, then," said the man, "I suppose I must," and started off.

"Hold on," said the judge, "aren't you going to pay me?"

"Pay you? What for?"

"For legal advice."

"What do you charge?"

"Ten dollars."

The result was that the old fellow had to pay \$5 to the young lawyer and \$10 to the old one.

P. Steketee & Sons have a new line of belt buckles to retail at 10, 15 and 25 cents.

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We were the pioneer Coupon Book Manufacturers and, although we have had many imitators, we have succeeded in keeping at the head of the procession. We constantly carry in stock four grades of books, in denominations of \$1, \$2, \$3, \$5, \$10 and \$20, and are prepared to get out anything our customers require in the shape of special books. We have special machinery for every branch of the business and employ skilled workmen in every department.

If you have never used coupon books, and wish to satisfy yourself as to the economy and utility of the system, send for samples, which can be had for the asking.

Tradesman Company Grand Rapids.....

REUNITED AT LAST.

Happy Meeting After Twenty-Five Years' Separation.

Written for THE TRADESMAN.

Twenty-five years ago, there lived, in one of the little villages of the Far West, two people with an only child, a girl of sixteen. They were called, for those days, well-to-do people and were of the sturdy New England stock, who had come West to get rich, and, like many others, had seen greater possibilities in the future of this little town than the facts have proven warrantable, for it is now only a little larger than it was thirty years ago. Towns are very much like boys—you never know just how they are going to turn out, and, like boys, they very often show such promise for a few years that we stake our hopes and fortunes on them, only to find that we have made very losing calculations. If all the cities that have been put down on our mental maps had materialized, we would have Chicagos dotted all over our fair land. And so, too, if all the boys into whose clear, truthful eyes fond mothers have looked and read signs of future greatness had become the men these mothers believed they would become, then our jails and prisons would all be empty; nay, more than that—there would be no ordinary men among us, for mothers think not only that their boys will not be positively bad, but that they will not be negatively good. And as it is often an apparently unimportant occurrence that shapes the destiny of a village, making it in the future a great city or a "dead town," so, likewise, our boys become either lawyers or loafers, presidents or pugilists, capitalists or criminals, through, sometimes, some trifling occurrence in their early life.

But I began to tell you the strange story connected with these three people of twenty-five years ago. Soon after settling in this little village, a worthless but handsome young man was attracted to this bright young girl. She seemed so different and superior to these Western girls, and his calls showed marked interest in her. But his reputation was by no means good, and the parents at first objected and finally positively forbade their daughter seeing him or communicating in any way with him. But that only enlisted the wayward girl's interest in him the more, and so clandestine meetings followed, which, to make the story short, culminated in an elopement and marriage. Of course, the parents were heartbroken and began a search for their daughter; and, during all these twenty-five years, they have not wholly lost hope that some day she would return. To be sure, they half believed she must be dead; but we find it so hard to believe what we do not want to believe!

And so the years went by and these two people were growing old and many changes came into their lives. The once thriving little village received a death-blow by the railroad being taken away. They lost a great deal on their investments, and, in time, they left that town, after living here and there, came, a few years ago, to Grand Rapids.

Three years ago, this heartbroken mother was stricken with paralysis and, during this subsequent time, has been unable to walk a step alone. They lived alone, he being her devoted companion and helper. In truth, I think he sees more beauty in that sweet wrinkled face

of 70 years, with the soft gray hair about it, than he ever saw when she was young. And, after all, is not real beauty, whether in youth or old age, that undefinable something that has little to do with outline or color, with form or feature?

The years went by and hope of ever seeing their child had wellnigh died in both their hearts, and, year by year, each became dearer to the other, for they had a common sorrow and that is a stronger bond than joy. But, one day this spring, I went to see these dear old people and, as I opened the door, I saw a new light was in the mother's eye, and no artist could ever paint the look of happiness upon that face. She was there alone, with the Bible in her hand, and when she saw me, she simply said, "We have found our child!" I could only reply with tears that choked my voice and for a few minutes neither of us could speak but sat and wept together, so closely allied are sorrow and joy that both find often the same expression. I shall never forget the sound of her voice when she uttered that single sentence, "We have found our child!" When joy reaches its supreme height, it becomes a solemn thing. Gladness is not gaiety, save in youth. When she could finally speak, she told me that they had received a letter, which had been sent to numerous places and had, by a most remarkable coincidence, fallen into the hands of a man who knew them and he had forwarded it to them. This was all she knew—that her child was alive, and that this young girl of 16 must be now a woman of 41. She could not quite comprehend it all. What must that letter have meant to these two people who had waited twenty-five years for it!

A telegram was at once sent to the daughter's address in New York, and then another letter came and this was the story that it told: This wayward, willful girl had found the man whom she married even worse in character than her parents supposed him to be, and, after living five years a most unhappy life with him, he died, leaving her alone in the world with one child. During these five years, she was too proud to let her parents know the sad fate that she had brought upon herself. After he died she had this child to care for, and she was a mere child herself in judgment and ability to earn a living. After struggling along for a time, maintaining herself and child by sewing, and feeling always the burden of her past terrible mistake, she began to realize that she was only adding cruelty to the wrong she had already done, and she resolved to return home, if they would take her back. Letter after letter was sent and returned to her, for, as I said, they had made several changes and all knowledge of them had been lost in that little Western town that she once called home. So here were parents looking for their child and a child looking for her parents! After several years of weary work and loneliness, she was married again to a most estimable man. And the letter told them that they had four grandchildren, as well as a daughter and son.

The next time I called, they had sent a letter begging them not to come for a visit, but to come to stay with them during the few remaining years of their lives.

A little while after, I was, one day, about to pass the house, when I heard

OUR YARNS AND UNDERWEAR

are now in stock, and more coming every week. Be sure and see the line before buying.



OUR FLOOR OIL CLOTHS

can be delivered now. Qualities, Nos. 1, 2, 3A, 4. Also RUGS in qualities 1, 2, 3A. Best line we have ever shown and at prices very low.

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Yes, we've got 'em!

Nove ties 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.



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.

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Blank Books, Tablets, Stationery. EATON, LYON & CO. 20 & 22 Monroe St., GRAND RAPIDS.

TRADESMAN ACCOUNT FILE

SAVES TIME SAVES MONEY SAVES LABOR SAVES PAPER

Price of File and Statements:

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

Price of Statements Only:

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

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

TRADESMAN COMPANY Grand Rapids, Mich.

the laughter of children. I looked up and the house, always so hushed and still, was full of life and stir. So then I knew the prodigal had returned and it was meet that they should make merry and be glad. When I go in and see all these happy faces, and the dear old lady the happiest of them all, I go out with streaming eyes and say, "At last, all wanderers will return to the Father's house." H. A. R.

Commercial Value of a Good Reputation.

What is it worth to a merchant, in dollars and cents, to have a reputation for honesty, fairness and reliability?

The very suggestion of the question causes a chill to run down the moral backbone of the purist, and those who love righteousness for its own sake stand aghast at the cold blooded query. Such would answer, and very properly, that there is no true honesty which takes account of the commercial advantage of right doing; and that it is a very limber sort of integrity which studies the policy of good behavior. The only honest man, in sober truth, is he whose honesty springs from an inborn sense of right, and who is fitted with a quality of mind and soul which leads to honest acts and thoughts as unconsciously as plants grow upward and forward toward the light. That man who measures the effect of righteous conduct and chooses it because it pays best is essentially mean and base; when the real trial comes, when a great crisis confronts him and honesty means ruin, while timely "crookedness" will save his estate, he will reveal himself nine times out of ten, and the hypocrite will stand unmasked. The truly honest man will stand by his principles, whatever the price of his faithfulness.

But read the title of this article again: You will find it asks the value of a reputation for honesty. Now, reputation is not character. Some one has wisely said, "Reputation is what men think of us; Character is what God knows of us." The honest man possesses character; the politic man enjoys reputation. We are not, therefore, to consider the commercial value of honesty *per se*, but the worth in dollars and cents of a reputation for honesty. It is a distinction with a vast difference.

Good is so much valued in this world that even the semblance of it commands a premium in commerce and trade. However weak and nerveless a man may be morally, in his own inner knowledge of himself gathered from the self-inventory of his moral qualities, if he does right in the public eye, acts honorably with men and honestly with the world at large, he secures a reputation which is a very considerable part of his capital and adds a liberal measure to his stock in trade. Such a man need not vouch the quality of his goods; the fact that he sells them, without explaining their deficiencies, establishes their worth at the price. He is not compelled to go into hysterics in his advertising; he need only state the facts in strong, simple language, and his presentation will attract the confident public against the questionable neighbor who must invent superlatives and sprinkle exclamation points through his advertisements to compel the doubting reader's attention. Take up any metropolitan newspaper, and the student of advertising can instinctively fix the status of the several leading advertisers in the confidence of the community. Here, one has to scream at the reader; there, another calmly and confidently states his case. One gets the ear only through the compelling power of "the bargain price;" the other commands a hearing on the merits of his goods. The one talks to the prospective buyer of that day; the other to an all-the-year audience, and in so doing demonstrates the solid value of a well-earned reputation. The "good will" of such a business is an assessable quality; of the other, it is valueless.

A good reputation is acquired so slowly, and represents such a vast accretion of little right-doings, that one should treasure it above every other form of the capital in their investment—for it is cap-

ital, as certainly as that represented in merchandise and bank balances. Yet how wasteful men are of the chances of acquiring this treasure! In Kings county penitentiary there are sixty-one bank officers imprisoned for embezzlement—seven presidents, fifteen cashiers, forty-nine tellers and clerks. They deliberately squandered the potentialities of a good reputation, with all the human dignities and honors attaching thereto—and their crimes brought them the briefest compensations. The same quality of misdemeanor, if not the same quantity, menaces the future of the thoughtless merchant who is selling cotton-and-linen for "all linen," or rolled-plate cases for "twenty-year filled;" who broadly intimates that his honest competitor is "no better than he should be;" who advertises "dollar values at nineteen cents;" and who, in divers and manifold ways, practices upon the ignorance or the duplicity of the public. Like the embezzling bankers, their sin will eventually find them out; if, by cunning and ingenious concealment, they evade detection in their own day, their children will have to bear the burden in theirs—the burden of discovery of a parent's fraud, the witness of the punishment of the public scorn, and the contempt of honorable men.

Profitless Baking Powders.

From the Spice Mill.

The baking powder war is assuming a new phase—one that the retail grocer will no doubt be glad to see and become interested in. It has been gradually dawning upon the trade that the lines are being so tightly drawn on baking powders recently that there is no longer freedom nor profit in handling this staple. An exchange says that the large manufacturers, backed by the enormous fortunes which the grocers have assisted in building up, are making a determined effort, and not without some degree of success, to keep down competition. Flushed by their success, they now say openly to the retailer, "You must handle our goods, for we have proved that all other baking powders are deleterious to health." They would even teach the consumer to believe that all baking powder made hereafter will be poisonous. This is about as absurd as for them to say that the grocer is compelled to handle their brands to the exclusion of others. Does the manufacturer of any staple have more influence with your customers than you? If he has, you are losing ground and, perhaps, self-respect. The grocer is not a machine to be worked for the profit of others, and I believe he will not be restricted in handling baking powders, any more than he would allow any set of manufacturers to dictate what brands of coffee he should handle.

The offerings of new brands of baking powders on the market recently has brought about a wholesale denunciation of all baking powders but "ours." The "ours" being the two or three companies that have made people so weary during the last three years by their charges and counter charges that their competitors' goods contain alum, ammonia, etc. It is high time that the retail grocer should step in and have something to say and do regarding the purity of the goods he sells, for it must be remembered that a purveyor should know something about his business. It appears from the evidence as shown in the daily press that some of the manufacturers of baking powders are trying to establish it as a fact that grocers do not know their business.

William Wilson, a Chicago laborer, recently sued a street car company in that city for heavy damages for injuries received from the cars of the company, but forgot to make his story consistent. He was an employe of a steel company, and the books of the company, which the defense brought into court, showed that he worked every day but Sunday during the time that he alleged that he was laid up by his injuries, and drew full pay for his services. As soon as the trial was over, Wilson was arrested for attempting to blackmail the company.

Use Tradesman Coupon Books.

TRADESMAN COMPANY

Engraving Department

Anything for Any Purpose

The demand for the finest illustrations of all kinds, as well as for the finest mechanical and ornamental designs, is constantly increasing and inciting to continual effort to keep the lead in the production of the best work. To meet these demands, we are constantly adding facilities and improved methods.

OUR HALFTONE ENGRAVINGS Are unexcelled.

IN PHOTO AND PHOTO TINT Engraving for Advertising Designs, Buildings, Cards and Letter Headings, we are making plates which will compare favorably with any in artistic design, fineness and printing quality. For Machinery and Mechanical Designs, our

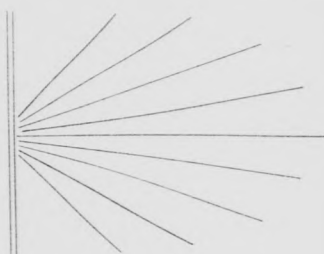
WOOD ENGRAVINGS are from the hands or superintendence of an engraver of the longest experience of any in Western Michigan. We challenge comparison with any in clearness, artistic effect, and in complete and accurate representation of the subject. This last feature is important, especially in cuts of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

OUR PRICES ARE CORRECT.

While slovenly and inartistic plates may be obtained at lower prices, perhaps, our customers find it more satisfactory to be assured of first class work in every respect, at fair prices.

It is a pleasure for us to answer questions as to the best process for the work required, to give estimates of cost and to send samples of work in similar lines.

Cheap Coupon Books



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

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

TRADESMAN, SUPERIOR or UNIVERSAL

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

ECONOMIC

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

Tradesman Company Grand Rapids.....

HINTS ON ROAD IMPROVEMENT.

Written for THE TRADESMAN.
I.

In this short series of articles I shall endeavor to give some practical hints or suggestions as to the desirability and practicability of the permanent improvement of highways. My interest in this subject extends back to my earliest experience in farm life. The limitation of value of the farms of the locality in which my boyhood was spent was the distance and inaccessibility of market, and while the region was fertile, with favorable climate the farms were almost worthless as to immediate remuneration for the labor expended upon them on account of the impossibility of selling the produce. In the case of the farm on which my experience was obtained it was found that the most valuable crops, as to money returns, that could be raised, were wool and maple sugar. These had the most value as to quantity, and the former was ready to market when the roads were most passable and the latter could be kept for the most convenient season. As these were scarcely sufficient to make a promising outlook for the time to come, better prospects were sought by emigration to a locality more accessible to markets. The interest caused by this early experience has led me to give considerable attention to the subject, and my familiarity with the operations of the old methods of road-tax work has kept me on the lookout for practical methods of doing the work those did not do.

The magnitude of the undertaking of securing permanent or easily maintained highways is beyond comprehension. In European countries the task may be said to be well advanced, but it is relatively much smaller there on account of the much greater density of population; and again, the work has been much longer in progress. This undertaking in this country is far greater than any other economic undertaking before us.

The idea has obtained quite largely that the older portions of our county are becoming worked out, that opportunities for work, for improvements, for industrial enterprises, are becoming scarce. It was in the light of this idea that the capable, though at times somewhat erratic, economist, Horace Greely, advised the young man to go West and grow up with the country. He has taken the advice and done so with a vengeance. The best opportunities of the East have been left scarcely skimmed, while the new and untried enterprises of the far West, irrigation and development of arid regions, receive the attention that should have been given to the far more practicable resources of the East. It is a fact well known but scarcely realized that in many localities in the so-called garden of the country, the Eastern prairie states, as Indiana, Illinois, Iowa, and even in the southern counties of our own state of Michigan, the larger portions of the small towns and villages have declined in population and have lost most of their manufacturing industries, as shown by the federal census. The rush to the West accounts for some of this decline but the greater cause is the lack of highways to make the surrounding regions tributary to these towns. The all too great supply of railroads facilities has reduced the more accessible ones to shipping points from which to send the products to the great centers, while the less accessible have not even the consolation,

if such it be, of seeing their rightful tributes pass their doors. The quality of a prairie road is proverbial and in the country, tributary to the towns referred to, they are still deserving of their reputation. Had these towns been provided with suitable roads in place of the region being so overdone by railways they would have continued to be centers of prosperous trade and manufacture.

Now these conditions as to development of the resources of the East are temporary. The tide of emigration to the West will stop and roll back from the foot of the Rocky Mountains and the increase in population will demand that the neglected resources of the East shall be exploited and this question of roads will be the first and most important one.

Reference has been made in recent numbers of THE TRADESMAN to the importance of this subject to the country merchant. This feature of the question cannot be too much emphasized. The condition of trade in the towns referred to above are a sufficient indication of this. Examples of merchants who have embarked in trade in new and promising localities who have met disappointment and failure simply because the town failed to become a center of trade for want of roads are familiar to everyone. In varying, but not small, degrees, this question is a factor in the problem of success or failure of every country merchant.

W. N. F.

Novel Method of Getting Solid With the American Youth.

This is about the season of the year when athletic sports take possession of the brain of the small boy, his big brother and the old man, and base ball clubs galore are formed from an average in height of from 3 feet 6 inches to 6 feet 3 inches from Maine to California. Every town has its base ball cranks and every town has its base ball clubs. Out of this fact a live retailer may work in some good advertising.

Select a club of boys, say 16 years old or so, and rig them out with cheap suits, caps, etc. If there are two or three clubs of this character in your town, let them play a series of games for the suits. Give the lucky club your name and act as manager, with an assistant to do the work.

Arrange games in your vicinity and get the weekly papers thereabouts to puff up the games. With the exercise of a little shrewdness you can get some good notices that will bring you trade.

The main thing, however, is to make yourself popular with the youngsters. Offer prizes of small value at intervals. Get the boys headed your way and very frequently the old folks will be towed along in their wake.

During the summer arrange for a ball game between the merchants on the opposite sides of your street, or between the fats and the leans, and get what free advertising you can out of it.

There is another way of making yourself solid with the boys and at the same time with the workmen. Procure a quantity of thin white caps with your business card printed on the front, and give them away.

These caps are very cheap now. In fact, they are sold for but a very slight advance on cost, and if no one in your neighborhood has them they will make you a splendid ad. that will never be destroyed so long as the cap and hot weather hold out.

A carload of the first new wheat of the 1895 crop raised in Missouri, graded as No. 2 red, was sold last week in the St. Louis market for \$1 per bushel. While the quality was excellent, the yield was only about one-half what was expected.

Use Tradesman Coupon Books.

Office Telephone 1055.

Barn Telephone 1059.

SECURITY Storage and Transfer Co.

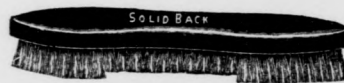
Warehouse, 257-259 Ottawa St. Main Office, 75 Pearl St.

Moving, Packing, Dry Storage.

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

Grand Rapids Brush Co.

MANUFACTURERS OF



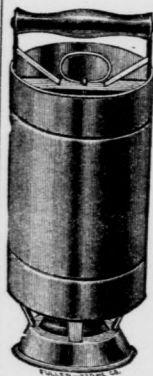
BRUSHES

Our Goods are sold by all Michigan Jobbing Houses.

GRAND RAPIDS, MICH.

GET READY FOR THE

Potato Bugs



THE ECLIPSE

IS A NEW AND VALUABLE IMPROVED

Water Sprinker 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.

AN UNSUCCESSFUL CLERK.

Confessions of a Man Who Never Made His Mark.

I.

I am now nearly fifty years of age, and hold a \$600 position in a general country store, where, I hope, if not discharged, to end my days in the monotonous round of its humble duties. There have been times when a more ambitious purpose filled my mind, but that was years ago; and my own failure in life leads me to look with considerable interest at everything recorded by men who have been able to do what I undertook, but did not carry to success.

Greatly interested attention gave I to the letters of my friend, Mark Rowland, whose business life was so graphically outlined in that admirable serial entitled "From Porter to Partnership."

I will show you, in a little space, how I managed to fit myself for the position now occupied, and by what methods my business life was deprived of those emoluments of wealth and honor that my early associates have so pleasantly garnered.

I knew Mark Rowland well. Soon after he entered the employ of Mr. Ely, in the combined capacity of errand boy, porter and sub-clerk, I was installed in a similar position in the store of Samson & Crow, at the county seat, an Ohio town of some 4,000 inhabitants, which possessed not only the court house, but one railroad and two long lines of hitching posts—one row upon each side of the main street, where a hundred or so teams of country buyers would find location and a feeding place during the business hours of each pleasant day.

I was born and raised in the little country town in which Mark lived, and where he laid the foundations of his business success. We attended the same school for several years, and it was with no little wonder that I noted his proficiency in arithmetic, and the confident air with which he would march up to the blackboard and "do" the most abstruse "sums" in Ray's Third Part Arithmetic. The examples and definitions which failed of accomplishment at my hands were always turned over to Mark; and the superior air with which he would march by me and cover the board with figures that, under his deft manipulation, always aggregated safely into the answer required by the book was an aggravation that had its sting so deep that, even to-day, I am unable to recall it without a lingering touch of jealous heartburn.

In reading, geography and spelling, I could hold my own with him; but in those days and schools, the supreme test of intellectual merit lay in the ease with which a pupil could master his arithmetic. What an unattractive round of mysteries lay bound in that dog-eared, brown-covered book! Commencing with the multiplication table—how I hated it, with its six times seven are forty-nine; eight times nine are ninety-four—and, working on by the slough of Fractions; the morass of Proportion; that hill of difficulty called Partial Payments; and so on by Cube Root, Arithmetical Progression, and those like horrible things, put in, I believed, merely to entrap a boy who found more pleasure in playing "authors," or sleigh-riding with the girls, than in poking around at home, studying dry figures by the light of a tallow candle set over in the middle of the kitchen table.

I have said that the supreme test of our district school lay in arithmetical proficiency. There should be a slight modification of this statement. Once each week we had an afternoon for "speaking pieces," when the little girls would come in clean pinafores, and the big girls in curls and delaine dresses; the little boys with newly-washed faces, and the big boys in their store clothes—well do I remember that Mark Rowland was the first boy in our school to wear a real paper collar.

A few prim old ladies, redolent of "dill," and, perhaps, a school director, would be present upon these stirring occasions, to catch this intellectual overflow from the "Corners" school. The boy or girl who could make the best ap-

pearance in the way of essay or declamation was, for the moment, set upon a pedestal of fame equal to that of the prize pupil in Ray's distracting series of mathematical conundrums.

Where was Mark's glory in "sums," when I was permitted to march out upon the floor, in well-blacked cowhide boots and a black alpaca roundabout, and, in shrill and soul-compelling manner, recite "Marco Bozzaris" or "On Linden When the Sun Was Low?" I was regarded as one of the "show" pupils brought out upon such occasions; and, unfortunately for me, the idea found lodgment in my mind that as fame and honor could be so easily won in that little world by this appearance once each week, it would be folly to labor all the remaining days over lessons that were so hard to learn and so easy to forget.

The schooldays of a poor boy in the country are usually over at an early age. At a time when he should be in the hands of careful trainers, who are endeavoring to discover the bent of his talents that they may be led in the right direction, practical necessity drives him to seek some labor by which he may pay his own way in the world. I was hardly sixteen when my schooldays ended. My father's roof and table were still ungrudgingly at my service, but boots, hats and clothes required ready money, which I was considered old enough to earn.

I must confess that this view coincided with my own. I felt that all the education I should need, even for the United States Senate, which was then set as the goal of my ambition, had been already secured, and that such solid acquisitions as were lacking could be made up by dash and guesswork. In later years it has been my lot to meet more than one young man who set out in life equipped with the same miserable theory.

The succeeding year was spent in farm work, here and there, at fifty cents a day—haying, hoeing, chopping, cutting corn, plowing, etc. It was good physical exercise, and in that respect a great benefit. My evenings were largely spent in reading the old *New York Ledger*, Captain Mayne Reid's remarkable stories, or Mrs. Southworth's early novels—about as bad a collection of trash as could have fallen into a boy's hands.

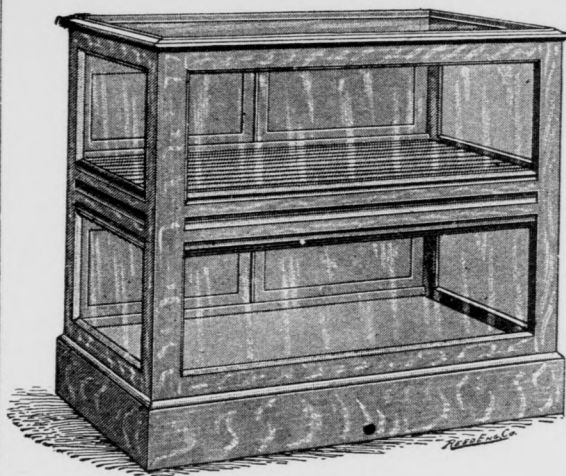
I think that Mark Rowland's success in getting into Mr. Ely's store first set me to the serious consideration of seeking something similar for myself. Of course, I meant to become a lawyer—we boys in those days thought that the one requirement for that profession, was an ability to "speak pieces" better than the other boys. I recognized the fact, however, that a leap from Deacon Peck's cornfield into a law office was beyond even my abilities, and that some intermediate step was necessary. A few years in a store, I reasoned, would enable me to lay aside a little money, and pass away the time before some eminent jurist might come along, discover me, and take me into immediate partnership.

There was no chance in the stores of our village, Mark having secured the one vacancy then open. The county seat was only fifteen miles away, and my hopes naturally turned in that direction. I knew that my father would raise objection to my leaving home for a year or so at least, and I decided to do a little figuring without him.

It was late in the year when he decided to drive over to G—— with a load of hides he had been buying from the farmers, and I was permitted to go with him. We reached our destination a little before noon, and, after dinner at the main tavern, I set out among the stores to seek my fortune.

Why the Shop Was Closed.

It is by no means an uncommon thing to see, on the closed doors of a shop, the announcement that the circumstance is in consequence of the death of the proprietor, or a member of the firm. It was left for a German who kept a cobbler's shop in a Western town to reverse the order of things. On the occasion of his daughter's marriage a large piece of paper was tacked on his barred door. Across the paper straggled these words: "This Store is close on the Account of some Fun in the Family."



NEW CIGAR SHOWCASE.

Heyman Company

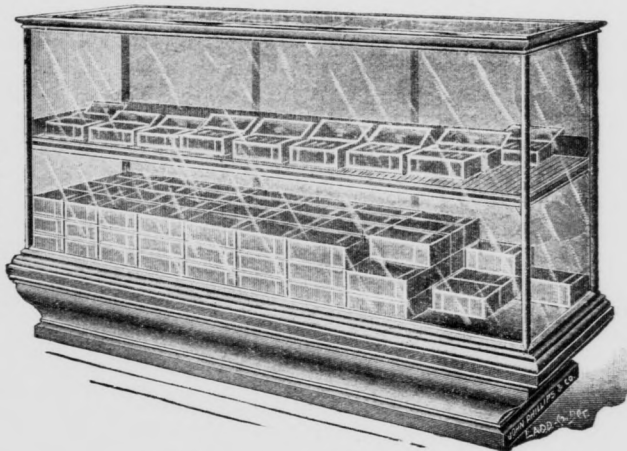
WRITE FOR PRICES ON ANY SHOWCASE NEEDED.

55, 57, 59, 61 Canal St.

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Silent Salesman TRADE MARK

Show Cases, Store Fixtures, Etc.



BUY PHILLIPS' CASES. ESTABLISHED 1864.

Silent Salesman Cigar Case. Send for Circular.

J. PHILLIPS & CO., Detroit, Mich.



Mr. Thomas

IS NOT A MUSICIAN, BUT—

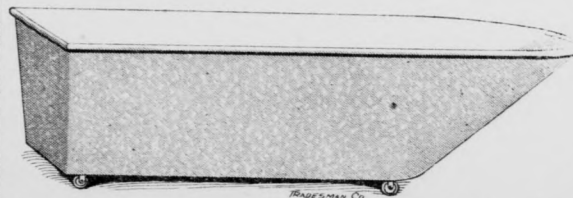
THE BEST FIVE CENT CIGAR

IN THE COUNTRY.

ED. W. RUHE, MAKER, CHICAGO.

F. E. BUSHMAN, Agt., 523 John St., KALAMAZOO

Portable Bath Tub Made of Galvanized Steel



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

W. C. Hopson & Co.

W. C. HOPSON. H. HAFTENCAMP.

Louis and Campau Sts. Grand Rapids.

SEND FOR CATALOGUE

A WHISTLING GIRL.

Gimpton was an old-fashioned burgh, full of old-fashioned people, not one of whom pretended to deny that Mellie Rose was the prettiest, liveliest girl in the place.

Now, although Gimpton folk had reluctantly succumbed to the inroads of progress, inasmuch that they admitted there were no witches, they still clung persistently to wise old saws. Why not call them the worn-out old saws, and relegate them to the junk pile of other bygone misconceptions?

Thus it happened, that while other girls were "spoke for" as soon as they became of age, sweet Mellie Rose wasted her sweetness upon transient lovers.

Joshua Jones, the most appreciative of these, had remarked to his mother:

"Naow, mammy, I don't believe there's a thing wrong with Mellie. I like her mighty well."

"Gracious, Josh!" said she, holding up her hands in horror. "If you're a-gittin' struck on that gal, you had just better git over it as quick as possible. My grief! A whistlin' gal in the Jones family! Ugh!"

So honest Josh put aside his sentiment by muttering:

"Yes, I s'pose whistlin' gals and crowin' hens is as true to-day as it ever was."

Josh was right. This old saw is just as true to-day as it was when the lunatic of long ago manufactured it. Accordingly, he married a "good housekeeper," who never whistled, and Mellie seemed destined to be an old maid.

In Gimpton, a girl became an old maid if she was not "keeping reg'lar company" by the time she was twenty-one.

"I can't see why Mellie can't be like other gals," said her aunt Dorothy, who didn't believe in old maids. "Can't you stop this pesky whistling, Mellie?" she asked her one day.

"I'll try, aunty," replied the innocent girl.

So for a week or so she went about looking as demure as possible; but it was up-hill work.

"Got a new minister. They say he's a young man—right smart, too. Guess I'll invite him in. No tellin', he might—but no, of course not! Well, I'll invite him, anyhow," said Aunt Dorothy.

A week or two after this, she was busy-ing herself, making the little parlor look "spry," when a knock sounded on the door. She ushered in a fine looking young man with a decidedly clerical air, but pleasant and kindly withal.

The pastor and his hostess were soon talking quietly on parish matters. In the next room there was a rattle of some one washing dishes.

"I'll call Mellie as soon as she finishes her chores," Aunt Dorothy was saying, when, horrors! there arose in that young lady's clear, piccolo-like whistle the familiar notes of "Old Hundred." Poor Mellie had kept her mouth in its normal position for two whole weeks; but now, to the time of the rattling crockery, the notes rose and fell with startling distinctness.

Aunt Dorothy turned red and then white; fidgeted about, and finally, when the assortment of noises stopped, went into the kitchen, saying as she went:

"Excuse me, Mr. Haviland, and I'll tell Mellie to come in."

With blood curdling coolness she said to her niece:

"The new minister's in here. Come in and be introduced." That was what her mouth uttered; but her eyes said, "Now you've done it, with that dratted whistle of yours! Let's see how you'll git out of it."

Mellie followed the irate lady.

"Mr. Haviland, my niece, Miss Rose."

One would have supposed that a real rose could not be much redder; but when Mr. Haviland said, in an amused tone, "Your brother is a fine whistler," then one knew that Mellie's first blush was a mere tinge of color.

"I—I have no brother," she replied honestly; so the evidently painful subject was dropped.

"A remarkably fine young lady," thought the young minister, as he was returning to his boarding-place, "and evidently as innocent as her name. It's

so dull here; I really must cultivate her acquaintance."

So the fleeting summer days found the Reverend Haviland often at Aunt Dorothy's house, or, in Mellie's company, wandering upon the rocky banks of Little River.

To the young lady these bits of sunshine in her life were snatches from dreamland. To hear the educated young man discourse upon the people and things of the big, big world was so different from the humdrum talk and gossip of Gimptown. Her aunt thought:

"I swum! I do believe the parson's a-gittin' interested in Mellie. Now if she'll only keep that whistle o' hers shet long enough, who knows? something may come of it."

Gimpton in general said it was almost scandalous that so fine a young man should be "took in" by a pretty face, when everyone knew that that face was disfigured by a whistling mouth.

Miss Smith, whose age was an unknown quantity between twenty and forty, and who had set her cap so often that that article was badly frayed around its figurative edges, said:

"No, he shan't be bamboozled, not if I have to warn him myself!" And it is on record that she did warn the daring man!

In spite of all this opposing element in his flock, Mr. Haviland could not help thinking how dull life would be without a certain flower whose perfume he alone seemed to have discovered.

One bright September day, he walked over to Aunt Dorothy's little cottage, intending to invite Mellie to accompany him upon an errand of mercy. As he reached the gate he stopped a moment. The front door was wide open. Mellie, dressed in pink calico, with a cap of the same material only partly concealing her fluffy brown hair, was busily engaged with broom and dust brush in the hall. There was a happy look upon her innocent face. When, as if, bird-like, she could not restrain her joy, the ruby lips puckered bewitchingly, and the notes of a hymn thrilled forth with startling clearness and truth.

Suddenly the unconscious warbler was electrified into silence by the sharp words:

"Perfectly shockin', ain't it?"

Glancing up, she saw Aunt Dorothy standing, with watering-can in hand, as if preparing to water her own feet, which seemed rooted to the ground. She was staring at Mr. Haviland, who leaned upon the gate with a puzzling expression upon his face.

Not waiting to hear his answer, Mellie fled to her own room, where she indulged in that which seldom spoiled her happy face—a good "cry." For she doubted not that she had forfeited her place in the minister's esteem.

She was not surprised, then, when Aunt Dorothy met her with:

"Now you have done it! My goodness! I don't know what to do with you. I swum, you're enough to try a saint's patience!"

But Mellie was surprised when her aunt handed her a note from Mr. Haviland containing his request to accompany him to the house of some poor people, who lived several miles away.

"Shall I go?" she asked her aunt.

"Of course! No use makin' matters worse than they be by refusin'."

So Mellie said she would accompany the minister, though her sensitive nature rebelled against the trial.

After packing a basket of food for the poor people, Mellie waited in nervous anxiety for her escort. When he arrived she quietly allowed him to assist her into the buggy, where she sat almost dumb, a pained expression upon her face.

"What is the matter with you to-day?" asked the minister, as they trundled through the green fields.

Mellie trembled at his kindly tones; but she would not be drawn into conversation until—

But there, no matter! What right have we to intrude? Suffice it to say that the next day Mr. Haviland asked Aunt Dorothy for Mellie's hand.

That worthy dame, though "tickled to

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New Crop
1895



BUY IT--The Quality is Right
BUY IT--The Price is Right.
BUY IT--And "You're all Right."

I. M. Clark
Grocery
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Pop Corn Goods!

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

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

Are Tip Top Sellers.

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

Lemons When they are so high it pays to buy only FANCY GRADES

Having made our purchases early, we can give you that kind, re-packed and strictly sound, at almost auction prices.

THE PUTNAM CANDY CO. GRAND RAPIDS

PERKINS & HESS,
DEALERS IN

Hides, Furs, Wool & Tallow,

Nos. 122 and 124 Louis Street, Grand Rapids, Michigan.
WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE.

death" with the proposal, could not help saying:

"But, Mr. Haviland, she is a whistlin' gal; an' you know—"

"There, there—don't say a word against the future mistress of the parsonage!" he interrupted. And so, amid shocked Gimpton's surprised talk, the doomed old maid of twenty winters was converted into a happy bride of twenty summers.

Rumor has it that Miss Smith is practicing the much abused art of whistling. But heartless rumor also says that she whistles in vain.

The Spurt in Cinnamon.

To most people, the sudden spurt in cinnamon and the extensive business done in it have come as a great surprise, and most people, who used to look upon this spice as an article too small to attract the attention of strong speculators, have now come to the conclusion that they have undervalued its significance, and that a formidable "bull" clique has taken this article in hand, a clique which, furthermore, has operated with a skill and a secrecy worthy of an undertaking of a bigger thing, says the *London Commercial Record*. Speaking of the prospects, it says: "So far as we can see, the apparent strength of the clique represents, at present, the only feature in favor of the 'bull' movement, for the statistical position of the article does not appear to be of a character likely to inspire anyone with a desire to buy extensively. The shipments from Ceylon have been large, in spite of the supposed damage done to the recent crop by the drought. They amounted to 522,445 pounds in bales from Jan. 1 to April 29, 1895; 442,920 in 1894 and 472,096 in 1893. The reports of the coming crop continue favorable, promising fair supplies. Our stocks are about the same as last year at this time, being returned as about 3,000 bales, and our trade, to judge from the little support it has extended to the movement, is undoubtedly well stocked, and as no fresh employment or outlet has been found for cinnamon, it is difficult to understand the justification of the spurt. It is a speculative 'bull' movement, pure and simple, the duration of which will depend entirely on the strength of the clique responsible for it."

Grand Rapids Retail Grocers Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at the office of THE TRADESMAN on Tuesday evening, June 18, President White presided.

The circular letter sent out by the Secretary, explaining the necessity of employing a regular salaried Secretary, was discussed at some length and approved.

The matter of closing on the Fourth of July was then discussed at some length, culminating in the adoption of a resolution, offered by Mr. Klap and supported by Mr. Lehman, that the Association continue the custom of previous years, and close promptly at noon on Independence Day.

The subject of the annual picnic was then taken up for discussion. A member suggested that the picnic be held on labor day, which suggestion did not meet the approval of the other members, for the reason that Grocers' Picnic Day has come to mean as much in Grand Rapids as labor day or Fourth of July.

Mr. Lehman moved that the picnic be held in the month of August and that the Chairman and Secretary be instructed to prepare a list of the necessary committees for presentation at the next meeting, which was adopted.

The Treasurer reported a balance on hand of \$239, and the meeting adjourned.

Entirely Safe.

From the Boston Herald.

"Did you ever hear of Nocash's most generous offer to the town of Littleton?"

"No; what was it?"

"He offers to give the town \$500,000 for a free library if the citizens will raise a similar amount."

"But Nocash is not worth \$500,000."

"Neither are the citizens of Littleton."

When to Try on Shoes.

Retailers will hardly believe that there are special times and seasons for trying on new shoes, but so it is. You need a larger pair of shoes in summer than in winter, and it is always best to try them on in the latter part of the day. The feet are then at the maximum size. Activity naturally enlarges them or makes them swell; much standing tends also to enlarge the feet. New shoes should be tried on over moderately thick stockings; then you can put on a thinner pair to ease your feet if the shoes seem to be tight. It is remarkable what a difference the stockings make. If they are too large they will be nearly as uncomfortable as a pair of shoes that are too tight. New shoes can be worn with as much ease as old ones, if they are stuffed to the shape of the foot with cloth or paper and patiently sponged with hot water. Or, if they pinch in some particular spot, a cloth wet with hot water and laid across the place will cause immediate and lasting relief. Milk applied once a week with a soft cloth freshens and preserves boots and shoes. If these points are brought by the retailers to the notice of their patrons they will find them a help in attracting customers, who will thereby recognize that the dealer is not only seeking their custom but is looking to their comfort and convenience as well.

Cast Out Illegitimate Competition.

The majority of retail shoe merchants are rigidly honest and honorable, and their stores are conducted accordingly, but there are a few in business who at times do not pursue a straightforward, business-like course of trade. This should not be, and the evil could be readily eradicated if the honest merchants would combine in some way to destroy it. The manner in which this class of dealers conduct their business is detrimental to the many upright merchants, although generally it lasts but a short time. The influence of these rogues is not only felt among the retailers, but also by the wholesalers, and eventually by the public. Consequently, they should be driven out of the business for the benefit of everybody, as they not only injure the shoe trade materially, but the stigma they cast upon it by their operations is felt socially as well as the financial loss they entail upon the trade generally.

Temporary Boss.

"Are you the boss of this ranch?" asked the tramp.

"Yes," said Mr. Timmins, thoughtfully. "I think that at the present moment I can truthfully say that I am the boss here. The hired girl is taking an afternoon off and my wife is out riding a bicycle."

Necessary To Go Away.

Strawber—I thought you were not going away this summer.

Singerly—I wasn't, but my creditors are too numerous.

Strawber—I see. You are going away for your health.

The trial of Milkman Blackham for manslaughter, at Stamford, Conn., is one of more than ordinary interest to the public in general and to users of milk in particular. Blackham washed his milk cans, and perhaps weakened his milk with water from a well alive with microbes of typhoid fever. Over 400 of his patrons were taken sick, and twenty-one of them died. Typhoid epidemics have occurred in a number of New England towns from similar causes. Some 1,600 cases of the disease have been traced to this source, 250 of them fatal.



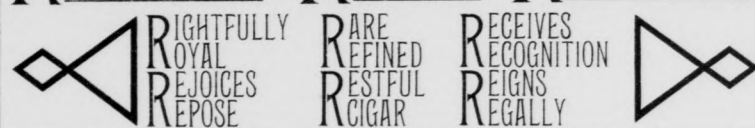
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We have a complete line of the best goods made, besides many

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

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

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5 and 7 South Ionia St., Grand Rapids.



FIRE CRACKERS

And all kinds of similar goods calculated to be used in displaying patriotism, can be obtained from

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Foreign FRUITS Domestic

EARLY GARDEN VEGETABLES

YOUR ORDERS SOLICITED.

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SEE QUOTATIONS.

Oranges == Bananas



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THE PUTNAM CANDY CO.

GRAND RAPIDS

CHRISTENSON BAKING CO. Cracker
AND FULL LINE OF Sweet Goods

252 and 254 CANAL ST., GRAND RAPIDS

The Only Pepsin Cracker In the Market.

AMERICA'S GREATEST RELISH!

Endorsed by medical fraternity. For table use their delicious, creamy flavor is never forgotten. Cure Dyspepsia, Indigestion, Sick Headache, Nervousness. Sweeten the breath. Sold by all dealers. In handsomely lithographed cartons. Retail at 20 cents each.

Ask Jobber for a sample order, or **American Pepsin Cracker Co.** 348 Grand River Ave. DETROIT.

MOVING SAND-HILLS.

Powerful Agents in Changing the Crust of the Globe.

The phenomenon of a moving hill of sand is by no means an uncommon one on various parts of the earth's surface, and, not unfrequently, whole villages and towns have thereby been overwhelmed and destroyed. To such shifting mounds the name of "dunes" is usually given by geologists, and from a similar root the more familiar term of "downs" seems to be derived. Dunes, or downs, of sand are commonly found within a short way from the seashore, being composed of the fine particles cast up by the waves, and afterward dried in the sun, and carried inland to a greater or lesser distance by the wind. The coasts of Holland present an example of vast quantities of detritus taken down to the sea in the first instance by rivers, and subsequently thrown back upon the land, forming long chains of sand-hills, or downs. The shores of France, Spain and various other countries exhibit the same phenomena at particular points. On the shores of the Bay of Biscay, moving sands are so common as to have occasioned much injury to the land and the inhabitants, both in early and recent times.

About the year 1770, a whole village near St. Pol de Leon, in Brittany, was so completely buried by one great movement of drift-sand, that nothing could be seen of it but the spire of the church. In the same region, according to Cuvier, these dunes advance with irresistible force, burying forests in their route, and impelling before them lakes of fresh water, derived from the rains which cannot find a way through them into the sea. "One village in the department of the Landes, named Mimisan, has been struggling for twenty years against them; and one sand-hill, more than sixty feet high, may be said to be seen advancing hourly. In 1802, the propelled lakes invaded five fine farms belonging to Saint Julien; they have long since covered a Roman causeway leading from Bordeaux to Bayonne, and which was seen about forty years since, when the waters were yet in a low state. The river Adour, also, has been turned out of its former course by the same causes."

Sometimes assuming the shape of conical mounds, and sometimes appearing in the form of flat heaps or masses, these shifting sands have also done much harm at different periods on the British coasts. In Suffolk, in the year 1688, part of Downham (a name ominously indicative of the character of the district) was overwhelmed by sands which had begun to move, about 100 years before, from a point about five miles to the south-west. The drifting mass traveled over the intervening distance in the course of the century, and covered more than a thousand acres of land. On the north coast of Cornwall, a considerable extent of country has been inundated by sands, constituting hills several hundred feet in height. So completely have these vast mounds shifted their whole bulk from spot to spot, that the ruins of ancient buildings, originally overwhelmed by them, have again been laid bare in the rear of their line of progress. A pot of old coins was found in the same situation in one instance, by which a guess could be made at the period of entomb-

ment. The changes had certainly occupied many centuries.

Many other examples of these sand-hill phenomena might be selected; but enough has been said regarding sea-borne sands. There are drifting sands of a different character, which have effected far greater changes on the face of the earth, and have far more deeply influenced the comforts and affected the lives of its inhabitants. What were the original limits of the desert-sands, and what the former condition of many regions now covered by them, it is scarcely possible to determine; but certain it is that they have shifted to an immense extent within the knowledge of man, and have produced deplorable consequences. By the action, seemingly, of the west winds, the sands of the African interior have been gradually forced in more and more upon the banks of the Nile, until they have engulfed many cities, and the ruins of cities, and have covered a great portion of the tillage lands of Egypt. The number of cities, towns and villages thus effaced from the earth is too large to be calculated. The French traveler, Denon, tells us that their summits still appear externally in many instances, and feelingly observes, that "nothing can be more melancholy than to walk over villages swallowed up by the desert-sands, to trample under foot their roofs, to strike against the peaks of their temples, and to reflect that here were cultivated fields, that here grew lofty trees, and that here were even the homes and habitations of men—and that all have vanished!"

These remarks will bring to the mind of many readers the buried condition in which the majority of the recovered sculptures and monuments of Egypt were found, and particularly the great Sphinx, the base of which extraordinary piece of sculpture was sunk thirty or forty feet in the sands, having little more than its massive head above ground to point out where it stood. Although the desert sands, however, have wrought such vast apparent ruin, by swallowing up the glorious monuments of past ages, there is a degree of consolation to be derived from this very fact—this very engulfment. The sands are, in one sense, conservators of the things they entomb. By no other mode of interment or keeping could the fine sculptures, stuccos and paintings discovered by Burchardt, Beechey and Belzoni have been handed down to us in so perfect a state. Mr. Lyall, who makes this remark, points it out also as not improbable that the sands which have shifted may shift again, and in such a manner that "many a town and temple of higher antiquity than Thebes or Memphis may one day re-appear in their original integrity, and a part of the gloom which overhangs the history of earlier nations be dispelled."

But alas! the numberless human lives which the desert sands have destroyed can never thus be restored to the light of day. Whole caravans, numbering individually hundreds of followers, have been overwhelmed in this way, in various lines of travel, as well in Asia as in Africa. In Arabia, the bones of dead men and camels are the principle guides of the pilgrim.

The sands which cause the greater part of these deaths come usually in the form of a wind, bearing fine particles on its wings, which blind and suffocate the unfortunates who chance to be in their



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OAK-LEAF SOAP.
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CHAS. A. MORRILL & Co.

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21 LAKE ST., CHICAGO, ILL.

path. These sand-winds move along in columns of great height, in a whirlwind fashion, and well defined in their outline and extent. In the same countries, sands also move slowly along the earth, as the dunes of Europe move; but the chief source of fear and destruction to travelers is the whirling sand-wind.

These mobile sands, therefore, must be viewed as powerful agents in changing, renewing and re-arranging the solid crust of the globe. In other respects, their influence is equally powerful, for there cannot be a doubt that they have altered, and are still altering, to a great extent, the appearance and productive capabilities of large regions to the east, north and north-east of the central African deserts whence they came.

DONALD L. WILBER.

Good Advice to Young Men.

It is thought that because I have been a young man, and have worked hard and achieved success, I am qualified to advise others who are starting in life. It is not for me to decide whether or not this idea is correct. But I am sure that few benefits can be conferred upon humanity more important than to help the young to lead good and useful lives; and if anything I can say will promote that end I am willing and happy to say it.

There is nothing miraculous in the success that I have met with. If a man has good principles and does his best to act up to them, he cannot fail of success, though it may not be success of precisely the same kind as mine. There are innumerable ways of being useful in this world, and each man has his peculiar gifts and qualifications. Each man will walk in the path best adapted to him; but there is no reason why every path should not lead toward one and the same point—toward the benefiting of men in general. Good principles are just as good for the artist as for the artisan—for the poet as for the ploughman—for the man of business as for the clergyman. It makes no difference what you do, as long as it is just and you are honest and diligent in the doing of it.

"Who sweeps a room, as for Thy laws,
Makes that and the action fine."

It is well, in my opinion, to accustom one's self early to work, and not be afraid of any kind of work that is honest and useful. I began to support myself when I was 12 years old, and I have never been dependent on others since. I had some schooling, but not much; I never went to college, not because I did not think a college career might be a good thing for those who could make a good use of it, but because I did not feel that it was so important for me as to be earning my own living. When I left home to come to Philadelphia, one of my relatives said that I would soon have enough of that and would be coming back again. But I made up my mind that I would never go back—I would succeed. I had health, the power of applying myself, and, I suppose, a fair amount of brains. I came to Philadelphia with \$3 in my pocket. I found board and lodging for \$2.50 and then got a place as office boy for \$3. That gave me a surplus of 50 cents a week.

I did not merely do the work that I was absolutely required to do, but did all I could, and put my heart into it. I wanted my employer to feel that I was more useful to him than he expected me to be. I was not afraid to clean and sweep and perform what might be considered by some young gentlemen nowadays as menial work, and, therefore, beneath them. I did not think it beneath me then, and I should not now. If it were necessary, I would sweep out my office to-day, and I often carry bundles. But the other day a youth came to me to ask if I could find some employment for him. His father had died and his mother could not support him, and he wished to support himself. I looked at him and saw that he had on very nice clothes and kid gloves. I asked him if he would like to wheel a wheel-barrow. He seemed surprised, and answered that he didn't

think he would like that. Then I asked him if he would object to carrying bundles. Well, he wasn't anxious to carry bundles, either. He was like many young men who talk about wanting to work, but when it comes to the point they want to do only kid-glove sort of work. I must say I don't have much sympathy with that sort of feeling. Men are all brothers, and what is worthy of one is not unworthy of another. The Bible says it is what cometh out of the mouth that defileth a man. It is not work, but character, that can be discreditable.

While I was working as errand and office boy I improved such opportunity as I had to read books, and to attend book sales, so as to learn the market value of books and anything else that might be useful to me hereafter. It was my aim always to be in a position where I could use my best talents to the best advantage. I fixed my ambition high, so that even if I did not realize the highest, I might at least always be tending upward. A man should not only use all his faculties, but be constantly developing them so that he can do more. If you jump at a thing with your whole heart and mind, though you may not be exceptionally able, it is wonderful how much you may accomplish, but if you are half-hearted you will fail.

GEO. W. CHILDS.

Her First Pair of Shoes.

Among many interesting incidents connected with the closing of the saloons in Kittanning, Pa., a leading merchant tells the following:

A woman came into his store very timidly. She was evidently unaccustomed to trading.

"What can I do for you?" inquired the merchant.

"I want a pair of shoes for a little girl."

"What number?"

"She is 12 years old."

"But what number does she wear?"

"I do not know."

"But what number did you buy when you bought the last pair for her?"

"She never had a pair in her life. You see, sir, her father used to drink when we had saloons; but now they are closed he doesn't drink any more, and this morning he said to me: 'Mother, I want you to go uptown to-day and get Sissy a pair of shoes, for she never had a pair in her life.' I thought, sir, if I told you how old she was, you would know just what size to give me."

Two Trade Winners.

The "Hemmeter" and the "Hemmeter Imperial" cigars will continue to merit the wide popularity which they now enjoy. The Hemmeter Cigar Company, of Saginaw, imports the Havana leaf direct, employs seventy-five skilled workmen and the most modern methods of manufacture. Mr. Frank E. Hoover, one of the best traveling salesmen known, tries to cover all of Michigan every sixty days but his growing trade necessitates longer time and the occasional assistance of Mr. J. P. Hemmeter, the Secretary and Manager of the company. Mr. Hemmeter will soon find time to spend a few days in Grand Rapids and then everybody will be enjoying the "Hemmeter" and the "Hemmeter Imperial."

A Reasonable Doubt.

Lawyer—Is that your signature on the back of this check?

Merchant—I don't know, sir. It may be.

"Does it look like your signature?"

"Not a particle."

"Doesn't it bear the least resemblance to your signature?"

"Not the least."

"Then why do you think it may be your signature? Tell me that."

"I might have written it with a bank pen."

It is hard enough to meet temptation, but worse than folly to court it.

Standard Oil Co.,

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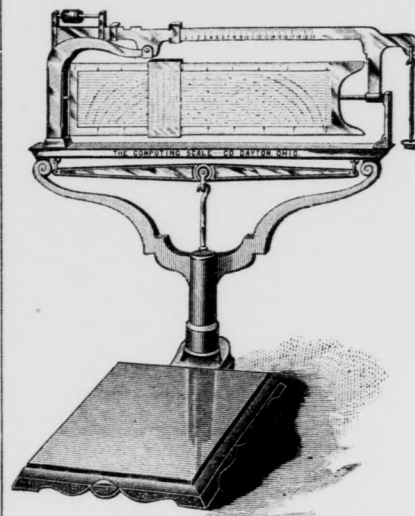
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Which includes Seamless
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Standard Counter and Standard Market

Dayton Computing Scales

See last page of cover in this issue.

THE COMPUTING SCALE CO., - DAYTON, OHIO

A GOOD SALESMAN.

Opinion of an Expert on This Important Subject.

F. L. Stevenson in Boot and Shoe Recorder.

Successful salesmen are born into this world the same as the successful musicians, actors, or any of the others possessed of gifts bestowed upon mortals, and unless a person is born into this world endowed with certain traits of character, he or she, in my opinion, will never become a successful salesman in the general acceptance of the term.

There are two kinds of salesmen, wholesale and retail, and they are altogether different. But in writing on this subject I suppose we are to accept them and treat them as one. While a person may be successful in the one line he may be a failure in the other. But accepting the two as one he must possess, as I said before, several excellent traits of character, and in this, my maiden effort at writing, I shall try as best I can to describe what I think are the most essential elements that go to make up the successful salesman.

In the first place, a man, to be a success in this line, must possess at least an ordinary amount of intelligence. He must at least be a fair judge of human nature, and the better his ability to read character the more successful he will be, for without this judgment he will often make mistakes which to a certain degree will depreciate his ability. Human nature in all its different phases is being presented to him in his everyday vocation. And the more proficient he is in this line the better his chances are to become successful.

Next in the composition of this ideal salesman we are making up we must have a person who is fond of the occupation he is following. We must have a person who has at least good control of himself, and the better the control the more successful he will be, for one, to be a success in a retail way, must be blessed with that greatest trait of Job, patience. While it is possible for any one of us to school ourselves in that line, there are in our ranks many who, as I said before, are born with that divine-given blessing, an even, smooth and gentle temperament, which any successful salesman needs and must have to a degree in a retail way.

This wonderful being must also possess as one of his good qualities a good address and the more attractive his personality the more successful will he be, other things being equal. Now, in this connection I think a great many have an erroneous idea of what a good impression really is. Some salesmen think the more entertaining they can be to a customer the better the impression they have made, whereas, in many cases, they overdo the matter. As a general rule a customer goes into a store to purchase goods and not to listen to a lengthy dissertation on the weather, politics, the latest social event, etc. Now, don't understand me to say that a little spice is detrimental. On the contrary it is very essential in some cases; but if a salesman gets into the habit of visiting with his customers he generally wastes valuable time besides losing much of the trade. I therefore claim that the better the first impression the more successful the salesman. After his good impression is made he must, in his pleasant way, impress the trade that his sole object is to please and suit them. At this point he must use his good judgment, for you must read the character before you, for, while the thing said or done would have the desired effect with one, it would have the opposite effect with another. So it is through all our lives as salesmen, for we are constantly meeting new trade and, therefore, we are meeting different kinds of character. And the one the most apt in this direction stands in a fair way to be the most successful salesman.

The truly successful man, must, in his dealings, be honorable and honest in regard to all the wares he is trying to dispose of. While deception will at times win, it is the last and poorest argument to use and is not resorted to by successful salesmen.

One of the strong points for a success-

ful salesman is his ability to serve the greatest number of customers and to do it in a satisfactory manner, both to the trade and at the same time to himself or to his own credit, and also serve his employer at the same time. I have seen salesmen who would be called very successful from one point of view, who did not finish with a customer in a satisfactory manner, and I consider this point alone quite a necessary qualification.

In order to be a successful salesman it is absolutely necessary that you be thoroughly posted in regard to the line of trade in which you are engaged. The more learned or versed in the line the more successful, for the salesman who can and will, in a business-like manner and in an intelligent way, answer inquiries in regard to the stock he is trying to sell, will surely be more successful than one who cannot go into detail and answer such inquiries in an intelligent manner. I therefore claim that he must be posted.

You will always find the successful salesman pleasant and polite to all of the trade, without any regard to social standing or difference in stations in life. And, as a matter of fact, the better his conversational powers, the better his argumentative powers, the more successful will he be. The most successful salesman, some will say, is the one who is most popular and has the greatest number of friends. But I do not think so, for I have seen very popular salesmen, in a social way, who would not be considered as successful salesmen.

A man, to be a success, must possess traits of character besides those that are required for one to become what would be called popular. For instance, a man may be a fine conversationalist and yet lack that needed argumentative power, and in a great many cases he would be unsuccessful.

Some would claim, I suppose, that the one who sells the most dollars' worth of goods is the most successful salesman. But in this I differ, for a salesman may increase his sales largely by neglecting other things which I claim are very essential to the qualities of a successful salesman. A man in this case must not only be a man who can sell goods, but the stock is to be looked after and the man who keeps his stock in a proper shape and at the same time sells his proportion of the goods is, in my opinion, the better salesman of the two. I consider to be a good stock keeper, one who has his stock so arranged as to be the most convenient and the least trouble to find, one of the strongest points in the successful salesman. I would give a good stock keeper a decided preference over the one who had the reputation of being a good salesman, as the term is generally used and applied, for without the stock in a proper position and things arranged in a systematic way, no matter what the salesman's other qualities are, he is at sea in a badly kept and poorly arranged store.

Another thing that seems to me to be a very strong point in the make-up of the successful salesman is the ability to make his sales from the undesirable stock that is staying and to dispose of the odd sizes that are sure to accumulate in the best regulated stores. Most any one can take nice fresh, new, desirable goods and sell them, but it takes a very successful salesman to dispose of the old ones.

Another strong point in favor of the truly successful salesman is the knowledge of two or more languages. As a matter of course it is not absolutely necessary, but by some it would be considered, and we must all admit that it is a decided advantage to a salesman, but should not be considered against us if other things are equal.

In finishing this article let me say that if you will show me a salesman who goes to his work from day to day with a pleasant word to all he meets; a man who addresses and receives his customers in a polite gentlemanly manner; a man who is always willing to serve all the trade just as it happens to present itself to him; a man who can sell the finest article in the store to the most aristocratic trade in the city, and can and will in a like manner serve the humblest and poorest

WILLIAM REID,

JOBBER OF

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

26-28 Louis Street, GRAND RAPIDS, MICH.

PAINT!

UNIVERSAL

MANUFACTURER OF ALL KINDS OF

The Grand Rapids
Paint & Wood
Finishing Co.

Office & Factory, 51-55 Waterloo St.



House Paints

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



MAGIC OINTMENT!

—AND—

"ANTI-FLY" GREASE

A sure protection against Cattle Fly.
A valuable Antiseptic Ointment for

stock of all kinds.

Can be used for Sores or Bruises.

Makes an excellent Hoof Ointment.

Manufactured by

Scofield, Shurmer & Teagle, GRAND RAPIDS MICH.

Send for Pamphlet of Testimonials, etc.

SHERMAN HOUSE

Allegan, Mich.

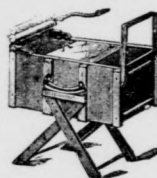
Thoroughly renovated, repaired and refurnished from kitchen to garret. It is the intention of the landlord (who is an old traveling man) to make the house a veritable home of comfort and good cheer to the traveling public.

E. O. PHILLIPS, Prop.

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.

A Valuable
Pointer!

For \$35.

IT VANISHES IN SMOKE

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

Ask your Grand Rapids Traveling Men about it.

Ruberoid
:: Ready
RoofingALL READY FOR USE!
ANYONE CAN APPLY IT!

Contains no Coal Tar and is practically FIREPROOF!

Will not dry out and is unaffected by great extremes of temperature. Will not crack in cold weather and will not run at any heat.

It is odorless, not affected by contact with oil, steam or gases, and will withstand the action of acids and alkalis.

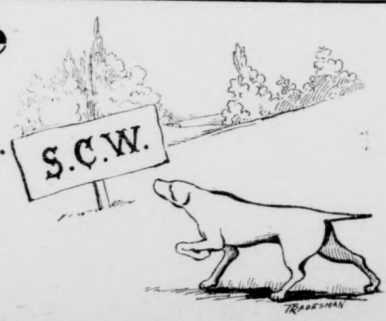
The best Roofing made for covering leaky shingle roofs, and is suitable for the best class of buildings.

Paint your iron, tin and ready roofs with our

Pure Lime Rock Asphalt Paint

which is the best and only strictly pure Asphalt Paint sold for covering Iron, Steel, Tin or Shingle Roofs. Ask your hardware dealer for it.

We are headquarters for all kinds of Roofing Materials, Building Paper, etc.

H. M. REYNOLDS & SON,
Louis and Campau Sts.,
Grand Rapids, Mich.

that he may be called to wait upon, and make them both feel that they have had the best of attention; a man who is truly honest and upright in all his dealings; a man who can place his hand on any article in the store and can in a business-like way talk the same; a man who, perhaps, for his honesty will at times lose a sale; a man who will sell the most goods in the most satisfactory manner; a man who is always careful about his charges and credits; a man who can start at the bottom and do anything pertaining to his line from the stock keeping to the buying if necessary; a man who has a kind, affable, pleasant way, kind and courteous under all the trying circumstances in a mercantile life; a man who can always find something to occupy his time that will be a benefit to his employer; a man who has a memory, that he can call trade by name after once hearing it, and remembers little incidents, for it has a good influence, as the trade feel that that salesman has an interest in them, and in many cases will make trade for life. Show me the man I have tried in my maiden article to describe, and I will show you a man who is wise in dispute or an argument, a lion in the mercantile conflicts, a teacher among his companions, an arbitrator in his vicinity, conscientious in action, content with his state, regular in his habits, diligent in his calling, faithful in his friendship, temperate in his pleasures, deliberate in his speech, devoted to his God, so he will be happy in his life, easy in his death, and an esteemed example for us to follow.

The Grain Market.

Contrary to all expectations, the past week was another of depression. While everything pointed to firm and higher markets, the reports of the damaged condition of the crop were more than confirmed. The State Agricultural Board of Kansas issued a report showing only 13,000,000 bushels of wheat, against some thirty odd million last year, and nearly 50,000,000 bushels in 1893. California claims only 30,000,000 bushels against 35,000,000 bushels last year. Where threshing has commenced in the winter wheat belt the yield is very unsatisfactory, being below the estimate. Individual opinions go for naught in times like these.

The visible will be less than 46,000,000 bushels, against 55,800,000 bushels the corresponding week last year. This leaves a shortage of about 10,000,000 bushels and is about 20,000,000 bushels less than in 1893. The invisible is a mere bagatelle, as the farmers have been using the wheat for feeding purposes. In the face of all this, wheat lagged about 5c during the week, and about 15c from the highest point. As stated last week, farmers do not sell any and millers are compelled to pay 3c over Detroit prices in order to get their supply of wheat. This downward tendency cannot always keep in with the present condition and we look for an advance.

Corn is lower, as the outlook has never been better for an enormous crop unless some unforeseen calamity overtakes it.

Oats are, also, weaker, owing to good outlook.

One thing has taken a boom beyond all precedence, and that is hay, which climbed up to \$18 per ton during the week.

The receipts during the week were as follows: Wheat, 35 cars; corn, 5 cars; oats, 2 cars. The above amounts received were extremely small.

C. G. A. VOIGT.

Note Cycloid Cycle Co.'s advertisement on page 15. Immediate delivery guaranteed. Dealers are invited to send for trade discount.

REFUSED A HEARING.

The Stewart Co. Denied the Privilege of Making a Statement.

SAGINAW, June 22—Enclosed please find communication we sent to the *Evening News Weekly*, of Detroit, replying to its refusal to continue our advertisement in its paper, it claiming that all the Saginaw jobbers, and a portion of the Detroit jobbers, objected to it, thus ignoring a written contract with the paper covering a certain space for a year's time. This paper, in an abrupt and high-handed manner, denied us the privilege of selling our goods at such prices as we saw fit to name. We leave it to the retailers of Michigan to draw their own conclusions.

Will you kindly publish the letter in THE TRADESMAN and much oblige
Yours truly,

THE JAMES STEWART CO., LTD.

SAGINAW, June 7, 1895.

Evening News Weekly, Detroit:
GENTLEMEN—Your favor of May 28 at hand and contents carefully noted.

Your Mr. Jenkins informed us a few days ago, in reply to his request, that our company should cease to name prices in the space we had contracted for in your *Weekly*, which we declined to do, that, owing to the very strong pressure that would be brought to bear upon your paper by the other wholesalers, he had strong doubts as to whether our advertisement would be continued in the manner we desired.

In your favor just at hand you write: "We have noted your remarks very carefully and, no doubt, what you state is well taken." In this you were candid enough to admit that the position taken by this company was correct.

You further state that "if all jobbers were to inaugurate a series of cutting prices, it would tend to demoralize the trade." Is it possible that you are not aware that every jobber in the State of Michigan, without exception, is to-day doing what he has done for the past twenty years—cutting prices on some article in hopes of catching customers and building up a trade.

When did your paper undertake to dictate to its patrons and establish a censorship over their advertisements? What course would your paper pursue, if other parties in your line of business sought to establish censorship over your editorials and attempted to dictate the price at which your paper should be sold?

Is it not true that, waiving all arguments as to prices involved, you have been solely influenced by the threats of wholesale grocers, both in Saginaw and Detroit, that, in the event of your not suppressing the Stewart Co.'s advertisement, they would withdraw their patronage from your paper? Is it not a matter of fact that you have submitted to the dictation of certain men for the money that was in it for your paper? Why do you not undertake to dictate to the wholesale trade in dry goods, clothing, and other branches of business, at what price their goods will be sold?

It is a well-known axiom in trade that goods well bought are half sold. The James Stewart Co. is well known throughout the United States as a cash buyer of merchandise. The prices quoted in the *Evening News Weekly* specified, "Cash with order in current exchange." Will any jobber dispute for a moment that goods cannot be sold in this manner at a less price, than for long credit, with the attendant dangers of failures?

In your communication to us you regret that you are unable to use our copy on account of the so-called "cut prices" quoted therein. In this connection we quote an extract from your issue of May 29, taken from the advertisement of one of the leading wholesale grocery houses in Detroit: "Why pay \$2.90 or \$2.20 per case for rolled oats, when you can get the same quantity, and same quality for \$2.10. Buy a case of Buckeye Oats for sample." This house has stated our position exactly and we fully agree with it that the retailer should be allowed the privilege of purchasing his rolled oats, or any other article, from the wholesaler quoting the lowest price. It is rather a

strange coincidence that in the advertisement suppressed by you we quoted these self same rolled oats at \$1.95 per case. Further comment upon this point is unnecessary. The retailers of Michigan can draw their own conclusions.

We take it for granted that the *Evening News Weekly* desires to cultivate the good will and gain the support of the retailers of Michigan. If so, would it not be a good idea—and it lies within the scope of your paper to ascertain from the retailers of Michigan what their views are upon this subject—to learn whether they desire the wholesale grocers to quote open prices or not? If a large majority of the retailers should answer in the affirmative, what course would your paper then pursue?

The causes that lead up to the naming of cut prices are often legitimate. A wholesaler frequently finds himself overstocked with an article of a perishable nature. If he is a good merchant he knows that the first loss is the lightest and proceeds to make a price which will move the goods.

Again, a far-sighted merchant perceives a weak market which will probably result eventually in very much lower prices. He proceeds to unload as rapidly as possible, and, in order to do so, is compelled to shade prices. Neither do we regard it as reprehensible where a jobber has been fortunate in stocking up heavily before a sharp advance to share his good luck with his customers by not insisting upon charging him the extreme market price.

If time permitted, we might go on and give you many reasons why we think it is right and proper to quote close prices to close buyers. We have already encroached more upon your valuable space than we had at first intended. Reserving the right to give publicity to the above, we remain,
Yours truly,

THE JAMES STEWART CO., LTD.

Preparations for the Thirteenth Annual Convention.

DETROIT, June 24—Extensive preparations are being made by the druggists of Detroit for the entertainment of their fraters on the occasion of the thirteenth annual meeting of the Michigan State Pharmaceutical Association, which will be held here July 16, 17, 18 and 19.

The meetings will take place at the Light Infantry Armory, and an exhibit of druggists' goods will be held at the Auditorium on July 17, 18 and 19, participated in by wholesale druggists and manufacturers from all over the country. The four days' programme begins on Tuesday afternoon with different sports at the Island. On Wednesday the Association will be called to order. The second session will take place at 2:30 in the afternoon, and will continue through the remaining two days.

The pharmacy exhibition at the Auditorium will be open to the public at 10 a. m. on Wednesday, July 17, and will remain open mornings, afternoons and evenings for three days. The jobbers and manufacturers will hold a reception in the evening at the Light Infantry Armory for visitors, members of the Association and the trade. On Thursday evening a promenade concert will be given at the Auditorium. On Friday evening, the closing of the meeting will be celebrated by a moonlight excursion.

At the meetings of the Association, reports will be received from the Executive Committee as to the advance of the drug trade interests in the past year. This comprises F. W. R. Perry, chairman, of this city, John E. Peck, of Grand Rapids, D. E. Prall of Saginaw, A. Bassett, of Detroit, and F. J. Whitmarsh, of Palmyra. The report of the Committee on Trade Interests is likely to cause discussion. This committee is composed of C. N. Anderson, chairman, of Detroit, F. J. Wurzburg, of Grand Rapids, and H. G. Colman, of Kalamazoo.

Other committees to report will be the Pharmacy and Queries Committees, comprising D. M. Russell, chairman, of Grand Rapids, and F. B. Raynale, of Lansing; the Legislation Committee, comprising A. Bassett, chairman, of Detroit,

John E. Peck, of Grand Rapids, and James Vernor, of Detroit; the Auxiliary Committee on Legislation, comprising S. E. Parkill, of Owosso, Dr. G. J. Ward, of St. Clair, and George Gundrum, of Ionia; the Adulteration Committee, comprising A. B. Stevens, of Ann Arbor, John D. Muir, of Grand Rapids, and C. C. Sherrard, of Detroit; and the Research Committee, comprising J. O. Schlotterbeck, of Ann Arbor, O. Eberbach, of Ann Arbor, and A. C. Schumacher, of Ann Arbor.

The committee which will receive the members of the Association is: Harvey C. Parke, W. C. Williams, F. Stearns, Harvey Clark, John J. Dodds, John M. Hinchman, E. Nelson, James E. Davis, Chas. C. Hinchman, F. K. Stearns, H. P. Williams, F. F. Ingram, John Williamson, all of Detroit, and Hon. C. S. Hazeltine, of Grand Rapids, Prof. A. B. Prescott, of Ann Arbor, and Thomas M. Peck, of Grand Rapids.

The following local committees have been created:

General Committee on Entertainment—Frank Inglis, chairman; F. F. Ingram, J. P. Reinfank, John Williamson, F. W. R. Perry, Harry Baker, F. D. Stevens, Jas. Vernor, F. E. Bogart, W. H. Dodds, D. Gray, W. D. Church, A. S. Parker, W. B. Wendover and A. W. Allen.

Reception Committee—W. M. Warren, chairman; Harry Baker, F. E. Bogart, S. C. Stearns and A. S. Brooks.

Committee on Exhibits—A. Bassett, chairman; C. N. Anderson, Chas. C. Hinchman and F. A. Thompson.

Committee on Subscriptions and Tickets—Wm. Dupont and W. H. Dodds.

Committee on Music—F. W. R. Perry, A. S. Parker and Frank Inglis.

Committee on Games and Prizes—W. D. Church, chairman; A. W. Allen, D. Gray and F. D. Stearns.

Committee on Boat and Refreshments—F. F. Ingram, chairman; Jas. Vernor, W. H. Dodds, John Williamson and W. B. Wendover.

Every employer should encourage the reading of good trade papers by his employees. What benefits them benefits him, and the employe who does not profit by the careful study of a paper in his line is either very stupid or has stumbled upon a very stupid paper.

Use Tradesman Coupon Books.

Fruit Growers of Michigan:

We have recently opened our extensive Warehouse and Shipping Depot at 42 Jefferson Ave. and 142 Woodbridge St. W., and are thoroughly equipped for handling all goods in our line without delay and at highest prices.

Early correspondence is solicited, in order to insure a ready market.

Truly yours,

G. E. Darling & Co.

JOBBERS IN

FOREIGN AND DOMESTIC

FRUITS AND PRODUCE

Detroit, Mich.

Morgan & Co.

Manufacturers of

AWNINGS, TENTS,

FLAGS AND CANVAS COVERS

YACHT SAILS A SPECIALTY

187 Jefferson Avenue
DETROIT, Mich.

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—E. W. R. Perry, Detroit.
Five Years—A. C. Schumacher, Ann Arbor.
President—Fred'k W. R. Perry, Detroit.
Secretary—Stanley E. Parkhill, Owosso.
Treasurer—Geo. Gundrum, Ionia.
Coming Meetings—Detroit (Star Island), June 24; Lansing, Nov. 5.

Michigan State Pharmaceutical Ass'n.

President—A. S. Parker, Detroit.
Vice-President—John E. Peck, Detroit.
Treasurer—W. Dupont, Detroit.
Secretary—F. C. Thompson, Detroit.
Next Meeting—At Detroit, July 16, 17, 18 and 19.

Grand Rapids Pharmaceutical Society.

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

REPRESENTATIVE RETAILERS.

H. E. Parmelee, the Hilliards General Dealer.

An amusing story is told of a country clergyman who, while artlessly admitting that his sermons were fair, never felt, he said, that he had done his text or himself justice unless he could begin with Adam and work his way up. Then he was sure of a sermon that would stand the test of time. It is something like that in gathering materials for these sketches of representative men. Unless we can begin with the farm, we are not quite sure of the work; but, sooner or later in the narrative, we find ourselves with the towns behind us and stopping at last at the farmhouse, asleep under the apple trees, where the representative man was born, and where, if the fates were kind to him, he was bred. With that fact fixed, the rest follows, as a matter of course.

It was, then, no surprise to learn that Mr. H. E. Parmelee, the prosperous general dealer at Hilliards, was born on a farm some thirty years ago. It was a surprise to learn that his own unaided exertions had been his only means of securing the prosperity so plainly his (thus early in life); and when, to the question how it had been brought about—not happened—the old answer of hard work and enough of it, was given, the old idea of the farm as a nursery of successful men came promptly to the surface to add its interest to the annals of this busy life.

Those of us whose early years were farm-blessed, need not be told how his early life was spent. The old claims of the wood-box—first a pleasure, then anything but that—doubtless heads the list. There were cows to go after at sunset, and to drive to pasture at sunrise; and then that round of daily work known as "chores"—unremitting as they are endless—began to test the temper and so begin the training of the future representative man. It is said, sometimes, that there is nothing on a farm to bring out the latent qualities of a sterling manhood, especially in its early years. I will not argue the question. I prefer to meet it as boyhood on the farm has to meet it, and insist that the maker of the statement shall turn the grindstone in hay-time for the grinding of a new scythe and tell me, when the grinding is over, whether there is in the work anything to drive home the truth that there is hard work in the world to be done and that each must have his share of it. I will set him to picking stones where the crop is abundant and, at nightfall, ask him, as he compares what he has done with what remains undone, whether the discouragement experienced has its counterpart in other and wider fields of the world's work; and, when that is done, I will let him drive oxen from the rising of the sun

unto the going down of the same, and have him tell me, then, whether farm life has about it tendencies to bring out the sterling qualities of manhood.

It was under such training that this storekeeper at Hilliards passed his first twenty-one years. Then, his own master, he hired a farm of his father and, with his young wife, began life a tiller of the soil. Here, sorrow came and the first half year of wedded life found him beside his young wife's open grave.

He finished the year on the farm and then went home, where, after two years more of farm life, he became convinced that something better was waiting for him in the world of trade. A clerk was wanted in the nearest country store and he supplied the want. A little experience in this new field of effort convinced him that he had found his niche and, with the faith which follows conviction, he bought out his employer and at once assumed control.

Where did you get your money, you a boy of twenty-three, working on a farm—enough of it to buy a store?

Listen, and don't talk to me about a farm's being no place at all to bring out the sterling qualities of manhood.

"O, I earned it. A fellow with a stout back and wanting to get along in the world will always find all he wants to do on a farm. That's the way it was with me. I found out pretty early in life that what a man gets he has got to work for [what a life-lesson from the farm is pounded into that!] and so I took off my coat and sailed in. After I had earned a dollar with my hoe, or my axe, or my scythe, somehow it looked a good deal bigger to me than other dollars did, and I got into the notion of keeping 'em. I liked the nice things you can buy well enough, I'll tell you that, but I tell you, too, when a fellow has to work an hour and a half hoeing potatoes for a dish of ice cream, somehow he'd rather go with out the ice cream. [Young fellows, put that into your pipe and smoke it!] I did, anyway; and so, after I had been in the store for a couple of months and found I could make it go, the owner wanted to sell out and I concluded to buy and did. That was something over seven years ago. Some of the time it has been rather rough sledding, but, when such times come, all you have to do is to brace up and go right straight along about your business. Vacation? Well, once or twice, for a week, but when you are at a thing and are in earnest you don't think of vacations."

Of course, there were "marriage bells a-ringing" sometime after the store life became a settled thing, and, of course, there were little guests who came to stay; and so the old farm lessons, transferred to another house and home, are doing what they can for another day and generation.

If now I have been at all successful in making prominent the leading traits of this retailer's life, the reader will not fail to see how much has depended upon work. Without that nothing has been expected—nothing hoped for. Some time in the old farm life, the idea of getting on in the world came to the boy and stayed. It was worth his while to strive for it, and so, in season and out of season, the struggle began and continued. It came to him one day that a penny saved was as good as a penny earned, and the saving, like the work, began and continued. He found on the farm what

his store experience has proven again and again, that the only way to be prosperous is to be honest. A farmer, who turns over a big, red-cheeked apple to hide a rotten speck, may chuckle at his shrewdness on his way home; but the specked apple has an uncomfortable way of turning over at the wrong time, and, once turned, tells its ugly story with a distinctness which borders on the alarming. Surely honesty is the best policy always and, when this is intimately associated in business with thoughtful work and with a determination that opposition cannot check, there is but one result and that finds an ample illustration in the management of the store at Hilliards—a result which tells its own pleasing story and furnishes its own convincing conclusion. R. M. S.

A Typical Niagara Falls Hackman.

There is a new story out concerning the reasonable kindness, amiability and proverbial honesty of the Niagara Falls hackman. Two tourists, a lady and a gentleman, stopped off at the Falls between trains. A hackman engaged them for a brief tour of sight-seeing. The time actually consumed was fifty-five minutes. The hackman said he must have \$10. The gentleman remarked that it was an outrage. The driver explained that he had been of great assistance in pointing out the places of interest and stood firm. The gentleman prepared to pay under protest. Unfortunately for himself, he handed the man a \$20 bill. "Do you pay for the lady, also?" asked the hackman, promptly. "Do I pay for the lady?" repeated his fare, in astonishment. "Of course, I do. What do you mean?" "Then there will be no change," replied the hackman. "My charge of \$10 is for one person; \$20 for two persons. The amount you have handed me is exactly correct. Thank you, sir."

Random Shots.

The skeleton alone of an average whale weighs twenty-five tons.

If a match is held to a celluloid billiard ball, the ball will catch fire and burn.

Embrace every opportunity and you have hugged to your breast the secret of success.

Unfair competition will always continue to turn the grindstone for the fair merchant.

Everyone bears his own burden except the dead-beat. His grocer usually does that for him.

Don't love a woman for her beauty nor a man for his prosperity. Both are subject to change.

There are 119,900,000 copper pennies somewhere, but nobody knows what has become of them.

If you are too good-natured you may rest assured there will be no limit to the things you will be allowed to do for other people.

If the experiments now in progress succeed, paper stockings sized with potato starch and tallow will be put on the market and sold at three cents a pair.

If grocers would spend more time in educating their customers up to standard brands and less money in price-cutting, they would have an easier time holding trade and make more money.

The latest move on the part of the department stores in Brooklyn is rumored to be the opening of milk routes. It is rumored that an order has been placed for the building of forty delivery wagons, with which they will serve milk from house to house.

There was nearly 33,000,000 barrels of beer made and consumed in the United States last year. At a very low estimate the retail cost of the same to the drinkers was \$66,000,000, and about two-thirds of this vast sum was profit to the manufacturers and dealers.

A Western tanner who was comparing his May business this year with that of a year ago found that he had bought just as many hides this year as last, but that he had paid 100 per cent. more for them than last year. While this condition continues leather cannot decline.

There's a lively telephone war now on at Madison, Wis., between the Bell and the Harrison companies. Rates have been cut to \$1.50 per month by both of them, and there's a likelihood of another cut, for each company is after the other's scalp. The price charged by the Bell people before the Harrison began the fight was \$6 per month.

MICHIGAN MINING SCHOOL, M. E. Wadsworth, Ph. D., Director. A high-grade technical school. Practical work. Elective system. Summer courses. Gives degrees of S. B., E. M., and Ph. D. Laboratories, shops, mill, etc., well equipped. Catalogues free. Address Secretary Michigan Mining School, Houghton, Mich.

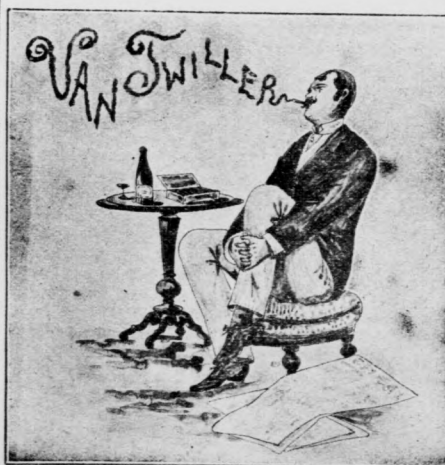
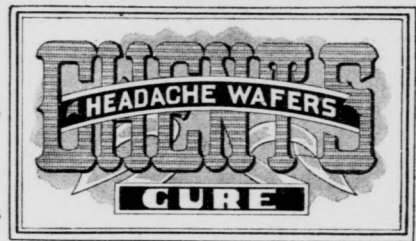
PECK'S HEADACHE POWDERS

Pay the best profit. Order from your jobber

Ghent's Headache Wafers

IMMEDIATE-EFFECTUAL Cures Neuralgia Permanently

Handled by all Jobbers. Prepared by C. N. GHENT & CO., Pharmacists BAY CITY, MICH.



IT IS-----

Making a Name =====

WHEREVER SOLD.

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

WELLAUER & HOFFMANN CO. MILWAUKEE, WIS. Wholesale Distributors.

J. A. GONZALEZ, Michigan Representative

GROCERY PRICE CURRENT.

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

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

Table listing various grocery items such as Cherries, Peaches, Apples, and various types of Beans with their respective prices.

Table listing various grocery items such as CREAM TARTAR, COCOA SHELLS, COFFEE, and various types of Meats with their respective prices.

Table listing various grocery items such as "superior" per hundred, CRACKERS, and various types of DRIED FRUITS with their respective prices.

Table listing various grocery items such as Raisins, DISINFECTANT, FISH-SALT, and various types of BUTTER with their respective prices.

Table listing various grocery items such as FLAVORING EXTRACTS, GUNPOWDER, and various types of JELLY with their respective prices.



Universal 1 books, per hundred \$3.00

Above prices on coupon books are subject to the following quantity discounts:

COUPON PASS BOOKS table listing various denominations and prices.

CREDIT CHECKS table listing various denominations and prices.

CRACKERS table listing various brands and prices.

Various grocery items and prices including Seymour XXX, Family XXX, etc.

Various grocery items and prices including Soda, Soda City, etc.

Sweet Goods table listing various items and prices.

DRIED FRUITS table listing various items and prices.

Various grocery items and prices including Sundried, Evaporated, etc.

Various grocery items and prices including Nectarines, Peaches, etc.

Various grocery items and prices including Apples, Apricots, etc.

Various grocery items and prices including Pitted cherries, Prunelles, etc.

Various grocery items and prices including Raspberries, Raisins, etc.

Various grocery items and prices including Loose Muscatels, Foreign Currants, etc.

Various grocery items and prices including Citron, Leghorn, etc.

Various grocery items and prices including Orange, Lemon, etc.

Various grocery items and prices including Peel, Citron, etc.

Various grocery items and prices including Orange, Lemon, etc.



FLAVORING EXTRACTS, Souders', Best in the world for the money.

Jennings, Lemon, Vanilla, etc.

GUNPOWDER, Rifle-Dupont's, Kegs, etc.

Eagle Duck-Dupont's, Kegs, etc.

HERBS, Sage, Hops, etc.

INDIGO, Madras, S. F., etc.

JELLY, 15 lb. balls, etc.

LICORICE, Pure, Calabria, etc.

LYE, Condensed, etc.

MINCE MEAT, NEW ENGLAND Mince Meat

MATCHES, Columbia Match Co.'s Brands, etc.

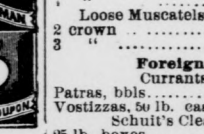
MEASURES, Tin, per dozen, 1 gallon, etc.



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



Peerless evaporated cream 5 75



Trade Man, 1 books, per hundred, etc.

SUCCESS FROM FAILURE.

Necessary Lessons Taught by Bright Careers.

From the New York Press.

Here is a message for all men, young and old, who are striving with sincere purpose to wrest the prize of success from an indifferent, because a very busy world:

"Do not be discouraged because of one, or even more than one, failure in the battle for success. Be prepared for your chance when it comes to you, whether it seems to promise great or only moderate rewards, and when you have begun the work of taking advantage of the chance never stop till you have won."

Every successful man will indorse this message; every student of humanity knows its truth; it is taught by the lives of hundreds of the great men of the past. Take the career of General Grant, for instance, whose name will always shine in the galaxy of greatest Americans, for the reason that he was not discouraged by failure—an element in his character concerning which Bishop Newman, of the Methodist Church, who is shortly to go to Europe on an important mission, delights to talk to his friends.

Nearly everyone knows of the military achievements of the hero of Chickamauga, but how many think of the buffetings the silent soldier had to endure before his chance to become the savior of the Union came to him? It was after the Mexican war that he met with circumstances that would have discouraged almost any other man. Who but Grant, during the dreary years when he was living on the Dent farm in a log house near St. Louis, could have maintained that supreme faith in himself that was finally justified? During that period almost all his cash income was derived from the sale of firewood, which he cut with his own hands and hauled to market in the city, where he sometimes had to stand for hours on the street corner waiting for a purchaser.

After that he went to Galena, Ill., where he was employed at most meager wages in his father's leather establishment, and where, though he was considered well enough in his way, it was never dreamed that he was a man likely to make any sort of mark in business, politics, or, least of all, in war. The first of his chances came when it was decided to hold a meeting to indorse the movement to prevent the disruption of the Union, and he was asked to preside because he had been a lieutenant in the Mexican war. He saw a further chance in the coming conflict, and he took it, too, by offering his services to the Government. They were accepted, but no one wanted him and he was not assigned to any command for many days. McClellan had no use for the unassuming, quiet-looking tanner from Galena, and he was sent to Indianapolis, where for a short time he was set at clerical work. He took the small chance offered to him to work at the records of the military department then and did his work well. By and by there was a call for a man to command a regiment somewhere in the southwest that no one else wanted. Some one said: "Why not send Grant there? He wants active service, he says, and it is likely he'll get all he wants there. Besides, he may make a success of it. He is really a very competent clerk, hard working, persistent and patient."

So to Ulysses S. Grant was given charge of the regiment that no one wanted, and though no one suspected it, probably Grant as little as anyone, that was the first step toward the beginning of the end. Grant made good soldiers of the troops, and when the time was ripe he took Paducah with them, greatly to the amazement of certain officers, who had snubbed the tanner from Galena when he was knocking about from pillar to post in search of his chance. Grant was not a young man then; in fact, as he was born in 1822, and Paducah was captured in 1861, he was thirty-nine years old. Till then his life had been a failure and he was taunted with this in the press and on the platform. There were those who insisted that he was a failure then and afterward, all through the Civil war, indeed; but the facts and

the estimation of a grateful Republic are all the other way. Certainly the achievements of General Grant should teach the lesson that there is never a time when a man can afford to be discouraged.

A WORD FROM MR. HEWITT.

There is no one in New York who preaches this doctrine more logically or more convincingly than Abram S. Hewitt, ex-Mayor, ex-Congressman, and thoroughly successful man of affairs.

"The world is full of successful men," he said to the writer a day or two ago, looking up from a desk that was covered with work, "who were not able to count themselves as such until they had made more than one failure. But it is not easy to define the word success. Some men give up the opportunities that come to them to make phenomenal material success, in order to devote themselves to what they consider higher things. Mr. Edward Cooper and myself have been in the iron business for many years. We began in a small way, applied ourselves to the work, and soon had the satisfaction of seeing our business grow, and grow rapidly. We never took any money out of it, for we had other means of subsistence. The business came, in time, to be the largest of its kind in the country. It was valued at \$5,000,000. But we have lived long enough to see it just about where it was when we began with it, so far as profit is concerned.

"To be sure, we have a period of extraordinary activity to look back upon, during which we have done a very large business, during which we have also employed many men in times of depression as well as times of prosperity. We have never missed a pay-roll and never failed to meet our obligations, and at one time we were a large amount ahead, but, as I have said, we are now where we began in the iron business. Now would you call that success?"

"Success, as the word is generally applied, is as likely to come at one time as another in a man's life, and is not less likely to be ultimately reached because of previous early failures. In fact, the man of brains and determination is pretty sure to learn something from every failure, and therefore to be able to more certainly grasp the next good chance that comes along. Almost any man of intelligence and force may command success. Young men should not lose sight of that nor become discouraged because of one or a dozen unsuccessful ventures. Yet I have known men who possessed the chief elements of success—intelligence, good habits and industry in remarkable degree who were not successful. 'Luck' was against them all their lives. Their failures could be explained on no other ground.

"One of the best instances of success through many trials was Peter Cooper. Another was Goodyear, the inventor of vulcanized rubber. The story of Robert Bruce is familiar to every schoolboy, and they all teach that, so long as one has health, there is never a time in any man's life when he is justified in giving up in discouragement."

HOW PETER COOPER SUCCEEDED.

Peter Cooper's success—a success that has left a monument in the shape of Cooper Union, the people's school, the people's meeting place—was won by the hardest sort of struggling. He first, as a boy, worked in his father's hat shop and then in a brewery. Then, at seventeen, he started in to learn the coachmaker's trade. Although he was offered a partnership with his employer, he declined, rather than go into debt, but continued at his trade watching for his chance. This came to him in 1812—he was born in 1791, and the centennial of his birth was duly celebrated there three years ago—when the war with Great Britain broke out. Our ports were closed to foreign manufacturers and there was a great demand for native textiles. Cooper invented a machine for shearing rough cloth, and, there being a demand for the contrivance, made some money before the close of the war. When the last gun had been fired the demand was no more, but with the beginning of capital that he had acquired Cooper turned his factory into a cabinet shop. Then he entered the grocery business, but finally aban-

CANDIES, FRUITS and NUTS

The Putnam Candy Co. quotes as follows:

Table listing various candy and nut products with prices. Includes categories like STICK CANDY, MIXED CANDY, FANCY-In bulk, FANCY-In 5 lb. boxes, CARAMELS, ORANGES, LEMONS, BANANAS, OTHER FOREIGN FRUITS, NUTS, PEANUTS, FRESH MEATS, BEEF, PORK, and MUTTON.

CHICAGO AND WEST MICHIGAN RY.

Table of train schedules for Chicago and West Michigan Railway, including routes to Chicago and returning from Chicago, and schedules for Grand Rapids and Muskegon.

DETROIT, LANSING & NORTHERN R. R.

Table of train schedules for Detroit, Lansing & Northern R.R., including routes to Detroit and returning from Detroit, and schedules for Saginaw and St. Louis.

MICHIGAN CENTRAL

Table of train schedules for Michigan Central Railway, including routes to Detroit and returning from Detroit, and schedules for Grand Haven and Milwaukee.

DETROIT, GRAND HAVEN & MILWAUKEE RAILWAY.

Table of train schedules for Detroit, Grand Haven & Milwaukee Railway, including routes to Grand Haven and Milwaukee, and schedules for Grand Rapids and Indiana R.R.

Grand Rapids & Indiana R. R.

Table of train schedules for Grand Rapids & Indiana R.R., including routes to Grand Rapids and returning from Grand Rapids, and schedules for Muskegon and Saginaw.

done it and went to making glue and isinglass. Peter Cooper's glue factory is still in operation, and with it he secured the nucleus of what was afterward a great fortune. It was not until 1830, however, when he was thirty-nine years old, that Mr. Cooper began the manufacture of iron, establishing works at Canton, Ind.

When the Baltimore & Ohio railroad was laid out, it was Peter Cooper who built the first locomotive for the line, and this was the first locomotive ever built in the United States. It was of only one horse-power, and on its working depended, in some measure, the continuance of the road's construction and the contract with Mr. Cooper for the iron. For this reason he ran the engine himself on the trial trip. In order to keep the steam pressure up, he had to hold the safety valve down with his own hands, to the entertainment of a jeering crowd; but Mr. Cooper was struggling with a chance for the success of his iron business. He proposed to win, and he did win by recognizing the situation and acting accordingly. Never once in his long and eventful life did he become discouraged; never once did he let the chance that came to him pass by. He was engaged in nine different occupations during his career, and his life history should serve as a leading example to all struggling young men.

GOODYEAR'S FRUITFUL FAILURES.

The life of the inventor of vulcanized rubber, who was mentioned by Mr. Hewitt, was a most remarkable series of failures—failures that never caused discouragement, and that were crowned with success that unhappily came so late that the man who won it had hardly time to enjoy it.

Charles Goodyear was the son of Amasa Goodyear, of New Haven, who first made hay forks of steel instead of wrought iron. The boy was brought up as the son of a well-to-do manufacturer should be, and when he became a man entered his father's business as a partner. When he was thirty, however, the business broke up, and Charles found himself a poor man. The development of the India rubber industry had just begun, and therein Mr. Goodyear thought he discovered his chance for winning success. This was in 1830, and then and for some years thereafter there was a state of excitement concerning the gum of the caoutchouc tree scarcely less remarkable than the gold fever and the oil craze of later years. The great thing was to learn how to treat the gum so that it would bear the heat of summer. Goodyear set about solving this problem. He had to borrow what money he used in his experiments, his family was in constant want, he had to move from place to place, and he was several times thrown into prison for debt.

It was not until 1835, when he combined the gum, magnesia and quicklime, that there was a gleam of success obtained, but the product which promised so well was bound to yield to weak acids like vinegar. A year later he combined nitric acid and rubber gum, a partner with money was found, a factory was secured on Staten Island and a store on Broadway, and success seemed near. But the panic of 1837 wiped everything out, and he found it impossible to go forward for the time being. His persistent working at the chance that had come to him made him a subject of ridicule; he was called the "India rubber maniac." But he went to Roxbury, Mass., and got another start. After a good deal of money had been expended it was found that the nitric acid process only affected the surface of the rubber. Everything was again swept away, and he was once more penniless. He was urged to give up his experiments, but he would not, and he finally, through the accidental sprinkling of sulphur on the gum by an employe, discovered the principle of rubber vulcanization, now in use the world over. This was in 1839, but it was not until 1844, when he was a man of middle age, that his patents were taken out. In 1851, he received the great Council medal of the World's Fair at London, and honors of all sorts were showered upon him. Many persons got rich out of India rubber, but Goodyear did not. He worked incessantly until his death in 1860 and he saw

his invention put to five hundred different uses, but he died in debt. Yet Goodyear was successful in the highest and best sense, and he became so because he could not be discouraged by failure. Today there is not a man, woman or child in the civilized world who does not profit constantly by his inventions.

NORVIN GREEN'S PERSISTENCE.

The first of the very high modern buildings to be erected in New York stands on lower Broadway. It is a monument to the memory of another man whose power to rise above discouragements made him one of the phenomenal successes of the century, and changed the whole trend of business life—Norvin Green, who was President of the Western Union Telegraph Co. during the period of its upbuilding and till his death a few years ago. Mr. Green had no early educational advantages other than those afforded by the rather narrow instruction of the common schools. But he was a man of vast persistence, and all the spare time of his boyhood days of severe work on his father's farm was given up to hard reading of whatever he could get hold of. His father was sheriff of Breckinridge county, Kentucky, and Norvin used to ride about the county collecting taxes. His first personal venture in a business way was undertaken sixty years ago, when, in 1834, he gave his notes for a boat and stock at Cincinnati, and went down the Ohio on a trading voyage. In three years he had made enough money to pay his father's debts and buy a farm. Then he went to cutting lumber and cordwood, swinging his axe himself with his men. A little later he went to Louisville and took up medicine, his range of study extending far beyond the healing art, however, for it was during the years he was acquiring a physician's diploma at Louisville that he laid the foundation for the wonderful fund of information on all sorts of topics for which he was soon afterwards noted among his acquaintances. For thirteen years he practiced medicine, devoting some time also to politics. It was not until 1854, when he was 36 years of age, that he became identified with the telegraph, and it was then that his real struggle for success began. He was the active spirit in the formation of a syndicate to lease the United Morse lines from Cincinnati to New Orleans and the People's lines between the same cities. The outlook for the enterprise at this time was not a brilliant one. The lines were badly strung, the instruments in use were not the perfected ones of to-day, so much of the development of which is due to Edison's genius and unremitting labors, and there were all sorts of difficulties to overcome. But Norvin Green never lost his faith; he knew that his chance had met him. He proceeded with tireless industry and almost matchless pluck to conquer it.

In 1857 he came to New York and got together the presidents of several telegraph lines, and succeeded in making the "Six Party Contract," the first telegraph deal ever entered into. The success of this arrangement was so marked that nine years afterward, in 1866, when Norvin Green was 44 years old, he succeeded in forming the Western Union Telegraph Co., and may be said to have conquered the success of his life.

The list of men who have won because they never got discouraged might be continued almost indefinitely, but the examples of Grant, Cooper, Goodyear and Norvin Green are among the brightest in the history of successful endeavor. Their study should drive depression from the mind of every struggler.

Pertinent Suggestion Ament the Sale of Dress Goods.

EAST JORDAN, June 19—Retail dealers in small towns are laboring under a serious disadvantage on account of a condition which has grown to be an evil of considerable importance. It is the existence of too many yard lengths in which each piece of goods is put up and sold to the small trade by manufacturers and jobbers. The retail dealer in a small town is as anxious to satisfy his trade as the city dealer and his customers are even more difficult to please than those living in the cities. In a

small town people who are neat, stylish and fastidious in their tastes, and are particular about their clothing and appearance on the street, are constantly annoyed by seeing a pattern identically like the one purchased by them worn by people who are exceedingly careless in regard to the fit and appearance of their clothing. Once a pattern worn by an untidy person is seen in the street, Mr. Smalldealer might as well put the remainder of the piece of goods—often nearly a full length—on his remnant pile, as none but second-class trade will again buy from that pattern, and the merchant is obliged to see his best trade continually sending mail orders to the cities for their fancy dress patterns. Now, if goods in the fancy and toned patterns were made in lengths, say from fifteen to twenty yards, dry goods retailers in small towns would not be obliged to see their best trade go "outside" for something new and different, but they could, for the same money, give their customers a better assortment, have fewer remnants and back number fancy goods on their shelves, which are unsalable to the best trade at any price. In this respect price cuts no figure, for what a merchant's best customers want is cheap at any price. I believe that this feature and condition are so common that every dealer in small towns will recognize the fact and, as it can be easily remedied, it seems reasonable that it might be eliminated without much trouble.

F. E. BOOSINGER.

The above states its subject matter so clearly that it is published for the benefit of those concerned. While THE TRADESMAN has its own ideas in regard to overcoming what is there complained of, the opinion of the expert is needed, and, calling on Mr. John Snitzeler, of the dry goods house of Voigt, Herpolsheimer & Co., and placing the communication in his hands, asked him what he thought of it.

"Well, the trouble is there, fast enough," he said, "and the remedy, to a certain extent, has been found in the plan proposed. In cheap lines, that is done now. In large houses, even, it is not unusual to order a single dress pattern; but in fine goods it is not possible to do this."

Mr. Dan. Stekete, of P. Stekete & Sons, concurred in the above opinion. Manufacturers have been appealed to with more or less success. Some houses, even in fine goods, will sell reduced lengths. Another evil which should be done away with is the habit manufacturers have of turning in and spoiling the end of goods, $\frac{3}{8}$ of a yard or more—a trifle, if confined to a single piece—but amounting otherwise to a great deal.

Mr. Geo. E. Raymond, of Spring & Company, was not surprised at the complaint. It was an old one and had often been discussed. In prints it had been tested and samples at hand showed what had been done. In that line of goods the plan worked well and there is no reason why it would not be the same with others. In his opinion, however, the discussion of the question would amount to little. The manufacturers would do nothing; the wholesale houses cannot, without additional expense, and that the retailer cannot, and as often will not, stand. It is a good plan, but experience had convinced him that it would never be carried out.

It cannot fail to be noticed that the manufacturer is the man who can remove the difficulty, if he will; and we can say that we have yet to see the manufacturer who would not, if the change promised to be a benefit to all, make it, if it was in his power. That is the point to which every energy should be directed and if THE TRADESMAN can do anything to aid in the matter it will be found ready and willing to do it.

We have no new Teas due inside of 30 days. We have on hand a big line of last season's Teas. They are the Best Value in this State at the prices we will sell them at.

Send for samples from 13c up to 35c for the finest Tea ever imported into Michigan.

We offer the best Mocha and Java Coffee in the market, in 1 lb. packages, under Dosis brand, at 30c.

We have a big drive in a "Canuck" Soap, costs \$3.10 per box, 100 bars, equal to many brands sold at \$3.50.

JAMES STEWART CO., LTD.
EAST SAGINAW, MICH.

GOTHAM GOSSIP.

News from the Metropolis--Index of the Markets.

Special Correspondence
 NEW YORK, June 22--A trip among the jobbing grocery houses of this city convinces me that a good big trade is going on. There is, of course, always "room for one more" and business is not particularly booming; but, better than that, the trade is steady and profitable. There seems to be no weakness whatever and all lines are remarkably well held, with a very few exceptions, coffee showing a little depression and raw and refined sugars hardly coming up to the mark.

The deliveries of coffee have been about 10,000 bags ahead of the same week last year, but 15,000 bags behind last week's deliveries. The market, while quite firm, shows some points of weakness, and while the quotations for Rio No. 7 are from 15 1/2 @ 15 3/4 c, these prices are nominal. Stock afloat, 587,916 bags, against 295,632 bags last year. The greatest year for coffee imports was 1892, when the net imports into this country aggregated 629,671,748 pounds. For the year ending June 30, 1894, the aggregate was 547,068,994 pounds, or a per capita import of almost exactly eight pounds. The imports for the current year promise to be a trifle larger, as the amount imported of free and dutiable up to April 30, 1895, was 542,164,343 pounds. With twelve months of increasing prosperity and decreasing prices we shall see the consumption of the beverage increasing by leaps and bounds.

The tea market is characterized by the same monotonous dullness which has pervaded it for many months. The character of the arrivals has been somewhat disappointing and buyers are taking no interest, although the turn is, undoubtedly, in their favor. Purchases are being made in only an everyday sort of way.

Sugars have been going in rather a disappointing way during the week, but within a day or so the demand seems to have taken a turn for the better. There has been no change in quotations save for a fractional decline in certain grades of yellows.

Packers of canned goods are meeting with a fair demand for peas. The Maryland pack is said to be short of last year's as to quantity. Prices of new goods are firm but still remain very low. The finer grades of early June peas fetch from 90 @ 95c, and are said to be worth that readily. Standard No. 3 tomatoes are worth 67 1/2 @ 70c. Peaches are steady. The Alaska Packers' Association is said to have sold the 1895 pack of red. Prices have not been publicly mentioned, but it is thought they will be about 2 1/2 c higher than last year. Present rate of red Alaska, \$1.10.

The outlook for California dried fruits is said to be somewhat brighter, owing to the breaking of a combine. Four-crown raisins are held at 4c. As a whole, however, the market is not thrillingly interesting and this is true of the foreign dried fruit trade as well.

The lemon market is active. Prices have declined and jobbers are busy filling orders from local dealers, while the mail orders have been frequent and of liberal proportions. It is almost impossible to find any kind of lemons for less than \$4 a box, and from that the range is to \$5, \$6 and even to \$7. The supply of California oranges is diminishing rapidly and, as all that is available will soon be here, the dealers in Mediterranean fruit are hopeful of obtaining better rates. Sixty-five carloads of watermelons came Friday. The quotations range from \$16 @ 20 per hundred.

Butter shows considerable firmness and holders profess great satisfaction. Eighteen cents seems to be about all that can be obtained for the best Elgin, although 1/2 c more has been realized in some instances.

Cheese has been taken quite readily by exporters and for fancy large full cream 7 1/2 c seems to be the prevailing rate.

Eggs have declined, owing to several reasons, chief among them being lack of storage room, lack of demand, and the quantity arriving not being up to mark.

Clerks' Corner.

Otsego--Miss Josephine Pattison has taken a position in Edwards & Chamberlin's hardware at Kalamazoo. Miss Hannah Pattison has taken her former position here.

Rockford--Clifton Sears, senior son of Chas. F. Sears, the veteran general dealer, was recently married to Miss Katie M. Baker, who achieved success as an elocutionist and school teacher. THE TRADESMAN extends congratulations.

Chairman Lawton requests THE TRADESMAN to call a meeting of all Grand Rapids traveling men to be held at the meeting place of Post E, Saturday evening of this week, for the purpose of deciding whether it is desirable for the traveling men as a class to be represented in the street parade on the morning of July 4.

Lapeer--A young grocery clerk here thought he would show off his new bicycle before some young lady friends. He had a deceptive bag of eggs in one hand. It is difficult to execute any intricate movements under such a condition, so he turned a somersault, and now there is a large omelette on the walk, baked by the sun. The young ladies appreciated the various moves he made.

Kalamazoo--A. B. Bretzel, who has been so familiar a figure at the grocery store of Desenberg & Schuster for many years, has resigned his position as book-keeper. He is 81 years of age and has come to the conclusion that he ought to retire. The firm is sorry to lose his services, as he has been a faithful employe for thirteen years. Mr. Bretzel has been a resident of Kalamazoo since 1861.

Big Rapids--The departure of Gil Reynolds, so long with the Comstock banks, makes two other changes. Prior to engaging in the boot and shoe business, Fred Neahr, of the firm of Neahr & Hughes, was book-keeper for the Chipewa Lumber Co., and ranked with experts in his line. Mr. Neahr has taken the place of Mr. Reynolds in the Mecosta County Savings Bank, and his place in the store has been filled by Charles Anderson, for many years clerk for M. M. Brackney, D. Hamilton's connection with Mr. Brackney permitting Charles to leave. Mr. Neahr will continue to hold his interest in the shoe store, and the firm name of Neahr & Hughes will remain as at present.

PRODUCE MARKET.

Beans--The market is higher, with evidences of still higher prices. News from other points report a fair distributing trade, with holders very firm in their views.

Butter--Factory creamery is slow sale at 16 @ 17c. Dairy is in fair demand at 13 1/2 @ 13c, with indications pointing to higher prices in the near future on account of the extremely hot weather and depleted pastures.

Cabbage--Maryland stock is coming in freely, commanding \$1.75 @ 2 per crate of two to three dozen. Cairo stock, \$1.58 per crate of 1 1/2 doz. Cucumbers--Mississippi stock, \$1.50 per crate of about 7 doz.

Cherries--Red Richmonds command 6c per qt. Sweet are about the same price, but do not sell as readily as sour fruit in this market.

Eggs--Handlers pay 10c and hold at 10 1/2 @ 11c in a regular jobbing way.

Onions--10c per doz. bunches for green stock. Dry stock from the South commands \$1.25 per bu.

Potatoes--Old stock has taken a sudden upward turn, in consequence of the advance of new stock to \$3.50 per bu. Sales were made Monday on the basis of 6c per bu., with every prospect of considerably higher prices before the end of the week.

Raspberries--Nominal. Pineapples--\$1 @ 1.25 per doz., according to size and quality.

Radishes--China, 15c per doz. Raspberries--Black are beginning to arrive, commanding 11 @ 13c per qt. Red are also in market in limited quantities, commanding 8 @ 12c per qt. Both will recede in price as the week advances.

Strawberries--The season is about at an end, such stray lots as come in commanding fancy prices.

Tomatoes--\$1.25 for 4 basket crate. Wax Beans--\$1.50 per bu. crate.

America against the world! The latest American product to take front rank is the cornstark. In the construction of modern war ships there has been placed between the outer and inner skins of the vessel a substance called cellulose, whose business, when a shot has passed through, is to swell at contact with the rushing water and close the hole. The cellulose in use is an English product made of cocoa. An American has been experimenting with the pith of cornstarks, and June 10, a test of the two was made at Indian Head. The conditions were precisely similar, an eight and a six inch shot being fired through each. The cocoa cellulose permitted a slight trickling of water to get through, while the cornstark, or American, cellulose was an absolute water stopper. The test was intended to decide which product to use in future construction of war ships, and the result eliminates, practically, the last foreign element from our cruisers and battle ships.

The entrance to a cemetery at Omsco is crowned with an archway bearing the somewhat dubious inscription, "Welcome to all." The invitation was placed there on Memorial Day.

Use Tradesman Coupon Books.

PROVISIONS

The Grand Rapids Packing and Provision Co quotes as follows:

PORK IN BARRELS.	
Mess.	12 50
Short cut	11 75
Extra clear plg, short cut	14 00
Extra clear, heavy	
Clear, fat back	12 75
Boston clear, short cut	13 50
Clear back, short cut	13 50
Standard clear, short cut, best	13 50
SAUSAGE.	
Pork, links	7 1/2
Bologna	5 1/2
Liver	6
Tongue	8 1/2
Blood	6
Head cheese	6
Summer	10
Frankfurts	7 1/2
LARD.	
Kettle Rendered	7 1/2
Granger	7 1/2
Family	5 1/2
Compound	5 1/2
Cottolene	6 1/2
Cotosut	6 1/2
50 lb. Tins, 1/2 c advance.	6 1/2
20 lb. palls, 1/2 c	
10 lb. " 3/4 c	
5 lb. " 1 c	
3 lb. " 1 c	
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 20 lbs	9 1/2
" " 16 lbs	9 1/2
" " 12 to 14 lbs	10
" picnic	7
" best boneless	8 1/2
Shoulders	7
Breakfast Bacon boneless	8 1/2
Dried beef, ham prices	11
DRY SALT MEATS.	
Long Clears, heavy	6 1/2
Briskets, medium	7
PICKLED PIGS' FEET.	
Half barrels	3 00
Quarter barrels	1 65
Kits	90
TRIPE.	
Kits, honeycomb	75
Kits, premium	55
BUTTERINE.	
Creamery, rolls	16
" tubs	15
Dairy, rolls	11 1/2
" tubs	11

G. W. AMES,
 Dealer in
Real Estate
 And Promoter of
 Business Chances
 BAY CITY, 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 latest substitute for coffee consists of roasted seeds of the sunflower. The oil contained in the seeds will doubtless interfere with their use for that purpose.

Wants Column.

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

BUSINESS CHANCES.

FOR SALE--STOCK OF GENERAL MER-chandise in a growing town of 3,000. Will inventory about \$5,000. Best store and location in town. Address No. 733, care Michigan Tradesman. 783

TO EXCHANGE--360 ACRES FARMING land in Crawford county, Mich., close to railroad and county seat, for improved farm; also village lots in fine, flourishing villages in Missouri and Tennessee, for horses, buggies, wagons or bicycles. Address H. Harrington, Reed City, Mich. 787

WANTED--A GOOD LOCATION FOR DRY goods, clothing and boot and shoe store. Address No. 792, care Michigan Tradesman. 92

FOR SALE--NICE CLEAN STOCK O' HARD-ware, involving about \$1,000, in good enterprising village of 700 or 800 inhabitants, situated on two railroads--Grand Rapids & Indiana and Wabash; also a stock of agricultural implements in connection. Address No. 791, care Michigan Tradesman. 791

FOR SALE OR EXCHANGE--A GOOD FARM, stock, tools and crops, for general stock or lumber yard, price, \$4,000; also large new brick hotel, furnished complete, doing a good business, to exchange for a good farm. Address W. H. N., care Michigan Tradesman. 789

FOR SALE--STOCK OF CLEAN GROCER-ies in good town, well located. Inventories from \$1,800 to \$2,000. Best of reasons for selling. Address No. 785, care Michigan Tradesman. 785

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

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

WANTED--PARTNER TO TAKE HALF IN-terest 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

GOOD OPENING FOR BARBER SHOP, AND residence to rent cheap. Address No. 779, care Michigan Tradesman. 779

MISCELLANEOUS.

WANTED--YOUNG REGISTERED PHAR-macist, well recommended, who can build up a business in a new store. Address No. 730, care Michigan Tradesman. 730

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

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

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

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

WANTED--BUTTER, EGGS, POULTRY, potatoes, onions, apples, cabbages, etc. Correspondence solicited. Watkins & Smith, 84-86 South Division St., Grand Rapids. 673

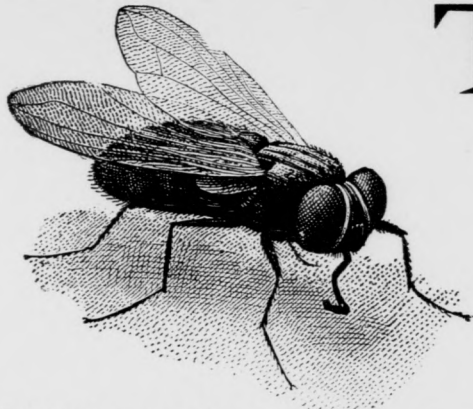
WANTED--EVERY DRUGGIST JUST starting in business and every one already started to use our system of poison labels. What has cost you \$15 you can now get for \$4. Four teen labels do the work of 113. Tradesman Company, Grand Rapids.

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, 33 1/2 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.



Tanglefoot "LITTLE TANGLEFOOT"

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

5 1/4 x 9 inches.

Particularly adapted for Show Windows and Fine Rooms.
25 Double Sheets in a Box, 15 Boxes. 1 a case.
Retail 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.



THE GAIL BORDEN EAGLE BRAND

CONDENSED MILK is a staple article; sold everywhere, and as an infant food has no equal.

All reliable dealers sell it and it is a good stock for jobbers to carry. Prepared and guaranteed by the

THE NEW YORK CONDENSED MILK COMPANY

IT HAS NO EQUAL

For Quotations See Price Columns.

Arab Arab

SUNDRIED PANFIRED

TEA

This appears merely to announce that our New Crop 1895 Teas are in. This high-grade brand of ours needs no comment. It is "well known and highly respected by all." Send in your orders at once and "avoid the rush."

MUSSELMAN GROCER CO.

Arab GRAND RAPIDS Arab

MICHIGAN BARK AND LUMBER CO.,

GRAND RAPIDS, MICH.

18 and 19 Widdicomb Bld.



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

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

Correspondence Solicited.

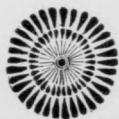
CONGRESS

INDISPUTABLY the FINEST HAVANA CIGAR in AMERICA

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



CIGARS



Congress Cigar

BALL, BARNHART & PUTMAN CO., Wholesale Grocers

MUSSELMAN GROCER CO., Wholesale Grocers

HAZELTINE & PERKINS DRUG CO., Wholesale Druggists

PUTNAM CANDY CO., Wholesale Confectioners

OLNEY & JUDSON GROCER CO., Wholesale Grocers

LEMON & WHEELER CO., Wholesale Grocers

I. M. CLARK GROCERY CO., Wholesale Grocers

A. E. BROOKS & CO., Wholesale Confectioners

WORDEN GROCER CO., Wholesale Grocers

M. H. TREUSCH & BRO., Wholesale Cigars

We illustrate only a few. Send for new Catalogue, No 118, showing full line.



Sugar.
15009 SUGAR.



94 SPOONER.



39D BUTTER.



49D SUGAR.

No. 1895 Package, 4 piece Glass Sets.

We have especially arranged this package to give our customers a good variety of small quantities of the best selling 4 piece sets on the market, at the same time saving you 10 per cent.

CONTENTS OF PACKAGE.

1/4 doz. No. 94 4 piece sets, at \$2 25	\$ 56	1-6 doz. No. 49D 4 piece sets, at \$6 00	1 00
1/4 doz. No. 15009 4 piece sets, at 2 25	56		
1-6 doz. No. 39D 4 piece sets, at 4 00	67		
1-6 doz. No. Alexis 4 pce. sets at \$5 00	83	Barrel, 35 cents. Less 10 per cent.,	36
			\$3 26



This pkg. contains four kinds of Pitchers assorted in 1 bbl., 1/2 doz. of each. All ready sellers, full size, brilliant bargains. Heavy as goods usually sold for double the money. These are all finished goods.

2 dz. Squirrel asst. pitchers at \$1.45 \$2 90
Barrel, 35 cents.



Our "Squirrel" Assortment of Half-Gallon Pitchers.

HERE IS YOUR CHANGE to buy quick selling Staples in **Glassware**



"Melrose" Water Set.

A charmer. Excellent imitation of Rich Cut Glass pattern. 8 pcs. complt. with tray, 55c. Per dz. sets, \$6

"Alexis" Water Set, brilliant pattern, the grandest success of the year. Superbly finished, smooth polished bottom tumblers, 8 pcs. complt. with tray, ea. 65c. Per doz. sets, \$7.



"Alexis" Water Set.

"New Regent" asstd. pkg. Lemonade and Water Sets. You can not invest a small amount of money in any goods that will sell more rapidly or prove more attractive than our "New Regent" asstint. 12 sets, each different, 4 styles, 3 colors. 1-3 dz. ruby opalescent, 4 styles, \$1.10 \$4.40 1-3 dz. blue opalescent, 4 styles, 75 3.00 1-3 dz. crys. opalescent, 4 styles, 75 3.00

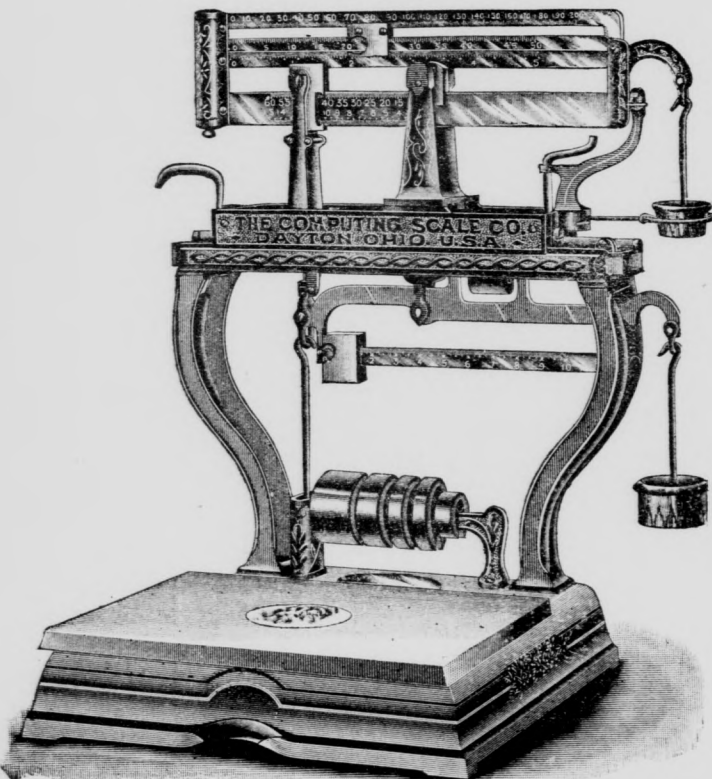
\$10.40
Barrel, 35 cts. Less 10 per cent. 1.04
\$9.36



"Regent," Assorted.

H. LEONARD & SONS, Grand Rapids

The Money-Saving Scale



PAYS FOR ITSELF

Every two months and makes you 600 per cent. on the investment. It prevents all errors in weighing and

STOPS THE LEAKS

in your business these hard times. You can not afford to be without one.

YOU NEED IT!

SEE WHAT USERS SAY.

BOSTON STORE.
118-124 State St., and 77-79 Madison St.,
CASH MERCHANDISE.
Chicago, Dec. 31, 1894.

The Computing Scale Co., Dayton, Ohio:
GENTLEMEN: We have had your scale in use since November 24, 1894, in our butter, cheese and meat department. We find them to do exactly what you claim. Our clerks can wait on more customers and assure them accuracy in every respect. We can recommend them as the most economical scale in use for meat markets and groceries. Yours truly,
BOSTON STORE.

J. W. WHITELEY & SON,
Dry Goods, Clothing, Groceries, etc.
Bonaparte, Iowa, April 22, 1895.

Dayton Computing Scale Co., Dayton, O.:
GENTLEMEN: In reference to yours of recent date regarding the Computing Scales which you sent us, permit us to state that they have exceeded our expectations, giving us the utmost satisfaction. We consider it one of our greatest conveniences in our store, and knowing it, as we now do and from the experience we have had from its usage in the store, we would not dispense with it for ten times its value. Any ordinary clerk, with common school education, can expedite business equal to two or three clerks, and we prize it as one of our foremost fixtures in our store. We consider and feel that ours has paid for itself in two months.

Yours truly,
J. W. WHITELEY & SON.

Investigate the Dayton Computing Scale. For further particulars call or write

THE COMPUTING SCALE CO., Dayton, Ohio