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GRAND RAPIDS, WEDNESDAY, SEPTEMBER 4, 1895.

Number 624

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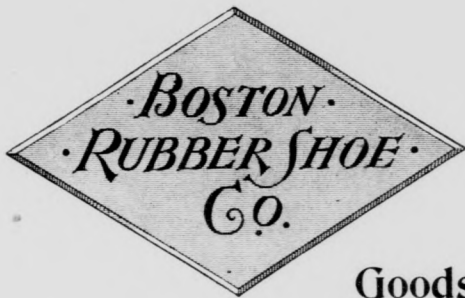
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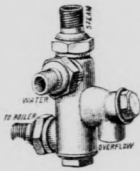
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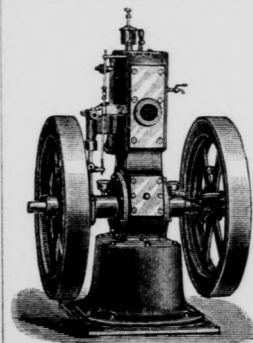
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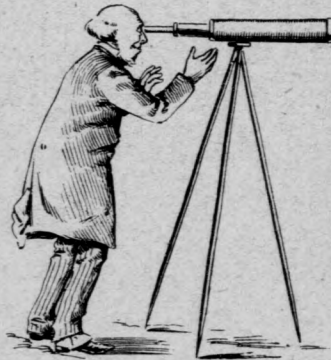
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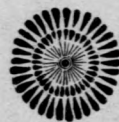


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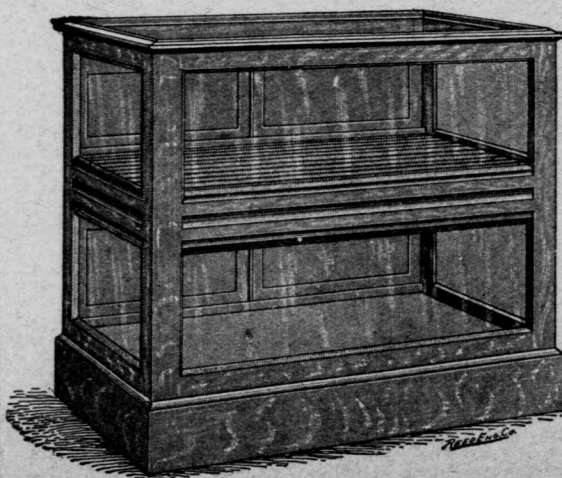
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GRAND RAPIDS

MICHIGAN TRADESMAN

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GRAND RAPIDS, WEDNESDAY, SEPTEMBER 4, 1895.

Number 624

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FEMALE COMPETITION.

How an Old Man Was Crowded Out by the New Woman.

Grand Rapids, Sept. 3.—I have noticed several very able articles in your paper lately in regard to the position of "The Woman in Business," but of all those who have written on the subject I have failed to notice any one who has reviewed the question from the standpoint of the man whom "The Women in Business" is crowding out.

Will you permit one who has had experience in this direction to express a few ideas that have occurred to him? That the new woman is crowding the man out nobody can deny, and many people seem to think it a most commendable thing. Let us look first at the motives which actuate women in invading the business world. Some are, no doubt, prompted by a motive the justice and reasonableness of which no one can dispute—i.e., being compelled to provide for themselves, they naturally wish to make as good a living as possible, and, finding the fields of teaching, dress-making, millinery, etc., overcrowded and the field of domestic service not to their tastes, invade the fields which have been held as man's own for so long. Against such, no reasonable person can complain; but there is another class, and by far the greater of the two, that, having finished their education—either all they can get or all they want—think it more refining to bridge over the space of time that intervenes between school days and marriage by working in offices or stores rather than to remain at home and assist their mothers in the management of the household, where their assistance is, as a rule, more needed than the paltry salaries they can earn. These people have, in very few instances, no idea of making life work of the branch of business they take up, only intending to follow it until they have a chance of getting married, which they all look forward to as only a short distance away; and it is this class of women, more than those who excel in their calling, that are crowding men out.

Now, why are they crowding men out? Because they will work cheaper than men will or can. And why will they work cheaper? Because they can make their own clothing, board at home, or, if necessary, board themselves and are not called upon to defray the expenses of a companion to the theater or other places of amusement or entertainment, for it is very noticeable that, however clamorous women are to fill men's places and to be recognized as men's equals, they are never very anxious about paying the bills, but would permit the young men to bear all the expenses and then underbid them for their position the very next day.

Now, is this fair competition? Does it not approach very closely to the greatest evil known in business—cutting prices? The Tradesman has always lifted up its voice in no uncertain manner about the price cutter, but where is the difference between cutting the price of sugar or calico and the price of services? If there is a difference it is so finely drawn that I am too dull to detect it.

The question has been raised, What are men to do if women fill all the breadwinning positions? This has been most summarily dismissed by the advocates of "The Woman in Business" with the injunction to seek new fields of labor. This may be entirely satisfactory to the woman and the advocate, but how about the man who has been turned down? I call to mind an acquaintance, a book-keeper, in which field, perhaps, the woman has done more crowding than

in any other. He was thoroughly competent, a master of his profession (if such it may be called); having taken it up when a mere boy and pursued it with the intention of making it his life work. By force of circumstances he was forced to look for a new position. He was well known in the city where he lived and had friends, but time and again he met the same repulse, "Yes, we know you and have no doubt you are a first-class man but—well, we think we will get a girl for the place. A girl will work cheaper than you can afford to and will answer our purpose." This continued until it began to look as though he might have to work on the streets to support himself and family, and he was finally forced to accept a position that ten years before he would not have looked at for a moment.

Now, this man was in a very good position to "seek some new field of labor" and begin at the bottom of the ladder (with a family on his hands and a home partly paid for)—a new field of labor was just the place for him!

Competition is all right, but let the competition be fair and honest and not a price cutting war. Let the woman come into business, if she wants to, but let her stand on the same basis man stands on; let her take up her calling with a determination to make it her life work and to win promotion as men have to win it, purely on her own merits, and nobody will object. I will not enter into a discussion as to whether the woman will be better off or happier than if she had remained out of business—that is a question for her to decide for herself—but, if she proposes to compete with man, let the competition be honorable and fair.

EVANDER.

From the Standpoint of a Single Tax Advocate.

Grand Rapids, Sept. 3.—Mark Twain, in one of his sketches, tells how he, desiring to obtain a situation as editor of a farmer's journal, supported his claim for the position by assuring the proprietor that his absolute ignorance of agriculture was his strongest qualification, which, he thought, eminently fitted him to perform the duties of that position. A perusal of Mr. Partridge's disquisition on the "Rights of Man" leaves no room for doubt in regard to his unqualified fitness for his task.

It is not my intention to follow Mr. Partridge in detail, but merely to notice his fling at single taxers, since he has coupled them with anarchists and the class of men that thinks the world owes them a living. Where did Mr. Partridge gain this information? Certainly not from studying the rights of man, as embodied in the single taxer's creed; and why does Mr. Partridge undertake to instruct on a matter in regard to which he displays such woeful ignorance? Did he ever see anything in the doctrines of the single taxer that warrants him in asserting that they hold that no man has a right to property or anything else beyond a bare existence? Why, except for personal ends and gains, intelligent men (of the upper classes, of course) should be willing to advocate such falsehoods, it is difficult to understand.

The doctrine that Nature recognizes no right but that of labor, and this without regard to person or station, is self-evident. It is a pity Mr. Partridge does not understand its full significance. Neither bird, beast nor fish can be said to be provided with a living by Nature. If the savage dies when no longer able to hustle; if bird, beast or fish must skirmish or starve, on what theory of ethics does Mr. Partridge defend the

so-called rights of those who are abundantly able to work? Toil not, neither do they spin, yet the lilies of the valleys are not arrayed like one of these.

The assumption that the ruling class must, of necessity, be heaven-born is comforting, especially if one is in the swim. Mr. Partridge makes it clearly evident when he considers himself in on the ground floor. If Mr. Partridge's other qualities are on a par with his knowledge of the rights of man, as set forth in his screed, one can more easily understand the necessity of asylums for feeble minded and accept the belief in divinely-equipped individuals, born to govern.

In conclusion, I would advise Mr. Partridge to invest 50 cents in a copy of "Progress and Poverty" and would recommend its study until he understands the natural rights of man, for then he would cease to weary a suffering public with statements concerning things of which he knows nothing.

A. FALKEL.

STILL LOOKS TOWARD FREEDOM.

The Cuban outlook continues favorable to ultimate independence. The reported barbarous ferocity of the Spaniards, while rough on the Cubans which may come into her power, is a benefit to the Cuban cause, and is as serious a mistake as Spain could make if she wishes to regain control. The increase in sympathy for the struggling islanders will be an important aid to them and will result in increased accessions from those who had remained neutral in Cuba and from sympathizers in this country and elsewhere.

England is beginning to manifest some uneasiness as to the outcome. Should such a colony as Cuba obtain freedom the example might be inimical to British rule over some of her less docile colonies, as India or Ireland. The fear is expressed by the English press that the cost of putting down the rebellion will be too great an addition to the tremendous debt Spain is already carrying. This is a matter of English concern, as most of the debt is held in that country. The English fear of the United States taking the island is without foundation; this country would prefer to see it independent. The British ambition for territorial conquest colors that nation's estimate of the intentions of others.

The prospect of Cuba receiving recognition as a belligerent, if not as an independent power, is continually growing brighter. Either would receive the endorsement of the vast majority of the American people.

Iceland is at last waking up. The spirit of the early discoverers of the Western World is rousing itself, like a strong man from sleep, fully determined to have her share of this tourist business or die in the attempt. Information about the Island is to be scattered abroad, and a steamer is to be bought to establish direct communication with England during the summer for mails and passengers. It's a good move. There is something attractive in the very name of the Island on a hot day; and, once the movement is started, the place will be flooded with the American traveler and the American dollar.

OUR PUBLIC SCHOOLS.

Criticism by Ezra J. Ware—Reply by R. M. Streeter.

Written for the TRADESMAN.

The school system of the State of Michigan has been the pattern for many other states as it far excels most systems previously instituted in America. It was devised by Rev. J. D. Pierce, a Congregational missionary who was appointed by the Legislature of 1831 as State Superintendent of Schools, with instructions to organize the common schools and University of the State, and to his intelligent study of the Prussian system of gymnasium and university we owe the excellence of our public school system and its connection with the University, at Ann Arbor, whereby the high schools of the State are feeders to the University. Judge Cooley calls them "our academies."

Our public schools are graded upon this plan: Four years' primary work, the graduates going into the grammar department, when four years more are required to complete the work, when they go to the high school for four years more, when they are graduated, receiving a diploma as evidence of the fact. Having the diploma, the graduate may go to the University, at Ann Arbor, where he may enter, without examination, and study four years, receiving another diploma, giving him a degree as bachelor of something; then, if he desires two years' post graduate work, he may obtain the degree of doctor of something—a literary degree. Then we have the plan in theory:

Primary, four years;
Grammar, four years;
High school, four years;
University (undergraduate), four years;

University (post graduate), two years, making a "complete" education in eighteen years.

Our University has been a leader in educational innovations and improvements and is recognized as one of the best in America. The faculty and board of regents have been "raising the standard" until, at the present time, the conditions may be said to be almost as follows:

Work formerly done in the two post graduate years has been introduced as required work for the bachelor's degree; the former senior and junior work has been, to a considerable extent, "forced down into the sophomore and freshman years and much of the work formerly done in these lower years has been crowded out of the University altogether and thrown into the "requirements for entrance." The result is that all diploma schools have been forced to do more work than formerly, in order that their diplomas shall be recognized, and at the present time work is being done in our high school and text books used which were to be found only in the University ten or twelve years ago. The work of the last two years of grammar school and the four years of high school must all be done, besides considerable work which was formerly University work, crowded into these six years as well. We are, in fact, paying taxes to the State to support the University of Michigan and other taxes to the city in order to accomplish a considerable amount of college work in our high school, which makes our burdens a trifle unjust.

Aside from the financial considerations is the graver and more deplorable condition that too much work is being

attempted in our high school. The graduates are not educated properly; they are not prepared for life but for examinations, and a subject, once passed, is with most of them passed forever—it is crammed down them and they are graduated in a condition of mental indigestion and seasickness without the possibility of relief to be found in physical sickness, and they cannot expell the mass of half digested knowledge and begin again. It is a fact, which the professors at Ann Arbor observe, that "diploma students" are not as well fitted for University work as the examination students (those who pass entrance examinations). Our theory is fine and has worked tolerably well, but not well enough to assert that it is all right. At the present time a certain amount of work must be done in a given time and any one who is unable to "do" it gets left. That is all right, probably, with a reasonable requirement; but must a whole school be keyed to a high pitch in order that a small percentage of our graduates shall become University students?

Our remedy lies in this: (1) Let our high school cease to be a diploma school and let our students from Grand Rapids go to Ann Arbor so well prepared for examinations that they will rank high as University students; (2) In order to accomplish this let a post graduate course in the high school be instituted in which all shall pay tuition, and let the instruction be selected with such care and discrimination that a boy (or girl) having completed the post graduate or academic course may pass with ease any requirements of the University for entrance.

Harvard requires every man entering to pass examination; so does Yale; and in the East it is customary for a boy who wishes to enter either of the universities, after having completed his high school work, to spend a preparatory period at Andover or Exeter Academies, from which he goes to the universities well equipped for his tussle with Latin declensions and Greek roots. The University of Michigan is striving to equal Harvard and Yale in the quality of work, as she does now in the quantity of students. I have no criticism to make on the University of Michigan as a single institution; but when she spreads out over the State, entering our high schools and crowding altogether too much work upon our corps of teachers and scholars to have it properly done, I think it time to call a halt and ask why we are called upon to support a school, an academy and a University. A motto which our high school and Board of Education would do well to keep constantly before them is:

"Not how much, but how well."

EZRA J. WARE.

REPLY BY AN OLD EDUCATOR.

The author of the above communication is the well-known Cherry street druggist, who is a graduate of the Grand Rapids high school and, also, of the Pharmacy Department of the Michigan University. Believing that his criticism of the present school system is well intended and that a discussion of the subject will be productive of good to all concerned, the Tradesman cheerfully gives place to the communication, accompanying same with a reply to the salient statements therein by the associate editor of the Tradesman, who is an educator of twenty years' experience:

The tone of the above excellent paper cannot be too much commended. With

no fault-finding spirit it states clearly its objection to the State system of instruction and as clearly offers a remedy.

Concisely stated, the question is, Shall the University of Michigan do the work for which it was designed?

Most certainly, and that work includes whatever superior education includes. In all that pertains to what is best in learning, the University not only stands first but is expected to lead the way. This makes it progressive; and, if it be true to its trust, it must keep abreast of the times. So it is that the university of to-day has left far behind the university of yesterday; and so it is that the college of our grandfathers hardly covered the ground which belongs to the high school now.

The problem which the University is trying to solve is, how to compress, within the four years of her curriculum, the needed nourishment which scholarship has lately harvested in the rich fields of learning and of thought, by not adding to the time of the course, for public opinion has fixed the limit to four years. The demands of the University are equally imperative—it must do its work, and the requirements of the two masters are met by putting into the high school the lower work of the University.

The writer clearly states the condition, and the high school principal and the school superintendent bend together over the puzzling problem. The principal, taking the hint from the University, soon finds its plan his, and he promptly pushes his lower grade work into the grammar school and leaves the superintendent to solve the problem as best he can. The first fact that official will be almost sure to grapple with is that for eight years the children are studying, daily, lessons in reading, spelling, arithmetic, grammar, writing, drawing, music and science, with geography added for four years and history for one year. To that daily round of eight and sometimes nine studies, he is expected to add several more without killing the child and injuring the health of the teacher! The school age of five years precludes the possibility of beginning a year earlier. What is to be done?

The paper suggests that the halt be called on the University; but, with that list of studies to which eight precious years are given, is it just the thing to cripple the University in its work? I do not think so. I think, in the first place, that it does not take the average child, taught as that child should be, more than four years at the outside to learn to read and write and spell. I think that three years, under a good teacher—be sure to notice that condition—will, in most cases, be long enough to teach the child to do his own work in that trinity of school study, and that, after the third year, the three should be made the daily means and no longer the end of school work. I believe that the real teacher, with the ordinary reading book, or without it, will prove the text book on grammar and elementary science and physiology and primary geography to be unnecessary; and when children who can't sing and don't want to sing and won't sing are daily led up to the musical trough and time is wasted in trying to make them sing, I believe it is better to call the halt there and devote the time upon some study forced into the grade from the high school. On the subjects of arithmetic and geography I know I am not orthodox and I hesitate to state any convictions; but when, after eight, nine and sometimes ten years

of arithmetic, the student is asked to add a column of figures and he can't get the right answer to save his poor, tortured, examination-racked soul; and when, after six or more years of geography, the same pitiful child cannot locate a town in her own county and says that peanuts grow on trees, I am forced to believe, as eye-openers and mind developers, these two ought not take up the time everywhere given them for eight long, wearisome years. I know that it requires experience to make the expert and that the school room cannot furnish experience, and for that very reason I would not try to furnish it; but I would stop wasting so much time on these and the other studies in the primary grades and I would put that same time on these studies pushed down by the University from the high school into the grades below.

The child, when placed at the age of 5 or 6 years in the schoolroom, is looked upon and treated too much as if he were a little fool; but, between babyhood and his fifth birthday, he has learned to walk and to talk with a facility which is simply surprising; and the knowledge he has gained of his surroundings often surpasses that of his elders. He is aching to learn to do something and often, in spite of the teacher, he learns to read and write long before the time laid down for him in the programme. Why not let him and so save a part at least of those dreary years of primary study by taking kindly to the work which the University has wisely and mercifully crowded down to him?

To me the strong point in the paper is the "diploma student," and, if I do not mistake, Michigan University is not the only institution of its kind which has reached the same conclusion. The diploma system is not adapted to broaden scholarship and the student is narrowed by it, but not quite so much as the teacher. The means is made the end; and when teacher and student settle down to work, with the conviction that mental training consists in being able to repeat word for word the correct rule for an infrequent use of the subjunctive, the result cannot be called scholarly. The remedy for the evil will be found in doing away with the diploma and admitting the student to the University by examination. This, in my opinion, in connection with putting into the lower grade, the studies which will be found to belong there, will preclude the need of breaking up what has come to be regarded as one of the best, if not the best school systems known. It is to the educational body what the nervous system is to the physical, with the University as the cerebrum, the primaries as the terminal nerves and the other grades as ganglia, not one of which can be cut without danger.

This, it seems to me, is the better way to meet the difficulties, if they are difficulties, which the paper has presented. It is dangerous always for those not in the thick of the fight to venture an opinion; yet little harm can come from the discussion of the engagement on the part of those who are watching its progress. The paper certainly is a model of its kind and the statements are made with apparent candor; and, while I do not concur in the conclusions which have there been reached, I am not quite ready to insist that mine is the only way. It is, after all, the good of the child which the paper and the response are seeking, and if that end be attained, it can make little difference whether one or neither has been the agent for securing the end desired.

REUBEN M. STREETER.

BANK EXAMINERS.

Plain Statement as to Their Duties and Authority.

Grand Rapids, Aug. 27—I was much interested in an article which appeared in your issue of Aug. 21, entitled "Questionable Methods," referring to the action of the First National Bank of Chicago in charging \$1,000,000 of bad debts to surplus account. I do not know who wrote the article, but it is so misleading, and contains so many statements that might give rise to false impressions that I felt as if the truth in regard to the matter should be known.

I am not in any sense writing for publication, for, although I have had fifteen years' experience in the banking business, when it comes to writing for publication, there are older heads than mine in Grand Rapids whose names should more properly appear in connection with any printed article concerning the banking business.

I have failed to see any reference in banking journals to the transaction referred to, but, doubtless, many of your numerous exchanges have touched upon it. The first thought that attracts attention is that this action throws distrust upon the reports and examinations of National Bank Examiners. The article says it is unfortunate that Bank Examiners should have passed upon these bad debts as good. Now, if the Examiner had knowingly passed upon bad debts as good, then it would be, indeed, a state of affairs open to very grave and just criticism; but the function of a Bank Examiner is not to pass upon the value of the assets of a bank. What does he know, or can he tell, of the value of the notes a bank may have on hand? An institution might have my note for \$5,000 in its assets, which might not be worth the paper it was written on, but an Examiner is not supposed to know anything about that fact, unless he finds that note in the "past due file." Then it is his business to exercise control. A bank has six months in which to carry a past due item before "charging it off." His business is to count the cash of a bank and see that it tallies with the cash on hand, as shown by the books. He must make a list of the bills receivable, finding whether his totals agree with the amounts standing to "B. R." account on the bank books. He must, at the same time, notice any excessive loan—that is, any firm or individual or company having a line of direct paper in excess of the legal amount—that is, 10 per cent. of the bank's capital; examine the certificate of deposit account; look into the character of the collaterals the bank may hold, and attend to some minor details, such as the reserve fund, etc. Beyond this, his authority does not go, unless the institution is found to be in bad condition, and the books and cash are out of balance. It is not his function to pass on the value of the bank's assets. As I said in regard to "past due paper," he must inquire into its value and the prospects of its being paid and report these findings to Washington; and it is only when paper is "past due" that an Examiner can exercise his control. He also notes the amount of single name and double name paper a bank may possess. The value of bonds and stocks is not determined by a Bank Examiner, as that lays entirely with the directors, and when there shall be held by a bank among its live assets stocks that shall have become worthless, they should at once be "charged off," regardless of any possible future value they may possess. Possibly the Chicago bank may have possessed some such assets; at any rate, the Bank Examiner is in no wise responsible for lack of judgment regarding the value of assets of which he can know nothing.

The article says the method of the Chicago bank, in thus "charging off" \$1,000,000 excites unfavorable comment. You forget that after funds have once been passed to surplus account they cannot be used for any such purpose without the consent of the Comptroller of the Currency. Sec. 5,199 of banking laws provides that no bank shall declare a dividend greater than the undivided profits (not surplus) on hand, after de-

ducting therefrom losses and bad debts, and if such losses shall exceed the undivided profits on hand, other than surplus, no dividend shall be made. Careful provision is thus made for the steady growth of the surplus fund of a bank.

This growth is caused by the bank's carrying to surplus fund each six months one-tenth part of its net profits since the last preceding dividend, until the surplus shall equal one-fifth part of its capital. It can then, if it so please, carry all the balance of earnings to undivided profit account. For example, the Grand Rapids National Bank, on its organization, put \$100,000 (its legal requirement on \$500,000 capital) to surplus, which has always remained at that figure, and all earnings carried to undivided profits. The Chicago bank has for a long time had a surplus of \$3,000,000, which is \$2,400,000 in excess of legal requirements. Supposing, as in the action of the city bank quoted, they in Chicago had simply kept the surplus at the legal figure and carried all other gains to undivided profits, the charging off of any such amount as named would not have created any comment. In the one case the consent of the Comptroller of the Currency must be obtained, when the amount to be charged off exceeds the undivided profits and in the other case not; and inasmuch as the Chicago bank, after charging off the \$1,000,000, still has \$2,000,000 surplus on hand—which is yet \$1,400,000 in excess—it does not look very much as if the capital of the bank was impaired to any very serious extent, as the article in question would lead one to suppose. The conclusions in regard to other banks are hardly justifiable and will not "hold water." You say, the dividends have been paid out of surplus for the last few years, instead of earnings. The records do not justify the statements. The whole article is misleading in its tendency and, hence, hurtful in its influence. It should always, it seems to me, be the purpose of a journal to maintain confidence in so important factors in the commercial world as our financial institutions, instead of breeding distrust. It is hard at times to express one's self clearly in a written communication, but I trust you will receive this in the same cordial spirit in which it is written.

BANKER.

Obligation of the Rich to Pay Promptly.

If there is any class of people in the community who, more than another, should be scrupulous in paying debts, it is rich people. No sacrifice is incurred. They simply discharge a duty, and in the act are making for themselves habits which will be of benefit in their business relations in life. But by thoughtless inattention, or a singular reluctance to pay out money, which even those who have much of it exhibit, they do great injustice to others and get into very bad ways on their own account.

When a bill is due to a mechanic or tradesman it ought to be paid and the man who has the money to discharge such debt should take pleasure in paying it. He does justice to those whom he owes and to himself by the act. By withholding it he frequently inflicts, not only injustice, but causes sensible embarrassment, if not distress, to worthy people.

The whole matter may seem of slight importance on a cursory view, but there is often an injury caused in this way which is important in pecuniary and other effects. The creditor is at an obvious disadvantage in urging payment, for he is in constant fear that in so doing he may offend and thus lose a customer. He ought not to be compelled to do this. Every man who owes money should take pleasure in clearing himself of the obligation thus incurred. Next to the satisfaction of receiving payment of a debt should be that of making payment for the same, and we are not sure but the two should be on a par here.

We Are In It With Both Feet

We are carrying a full line of Curtis Bros, Sears & Nichols, and a score of other well known brands of canned goods.

We are in position to name closer net prices than any firm in Michigan.

We have just received another large consignment of Teas, our own importation, direct from Hiogo, Japan.

We assert, with the utmost confidence our ability to sell Teas, prices and quality considered, at better prices than any firm in the State of Michigan.

All we desire is a sample order to convince the most critical buyer, that we are headquarters on Japan Teas.

Rolled Oats, Standard brands, we quote this week at \$2.95 per bbl.

The Plug Tobacco war continues bitter as ever.

Through an error of printer, price on Battle Axe was quoted at 12c. It should have read 12 lb. Butts, 14c.

We make this correction in justice to The American Tobacco Co., as we never sail under false colors.

The Jas. Stewart Co.

(LIMITED.)

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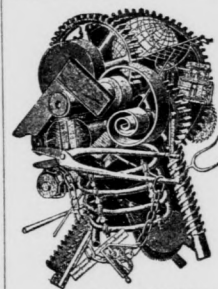
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Around the State.

Movements of Merchants.

Lakeview—Casper Schutt, grocer at this place, is dead.

Ousted—Brooks & Peebles succeed L. D. Palmer in general trade.

Sault Ste. Marie—H. B. Shellito has sold his jewelry stock to James Sibbald.

Morenci—Glaser & Brenner succeed L. S. Brenner in the harness business.

Constantine—W. H. Barnard succeeds Barnard & Barry in the grocery business.

Lansing—H. T. M. Treglown has sold his notion stock to Holden & Gro-macher.

Mt. Clemens—Schmidt & Luchtmann succeed Milton R. Hunt in the grocery business.

East Jordan—Albert G. Stephenson has opened a meat market in the Davoll building.

Ypsilanti—The boot and shoe stock of Hewitt & Co. has been closed by creditors.

Jackson—Mrs. L. Reece succeeds Grimm & Reece in the merchant tailoring business.

Oakley—A receiver has been applied for in the case of H. M. Smith & Co., general dealers.

Oscoda—Jacob Barnett dealer in dry goods and clothing, has removed his stock to Mancelona.

Kent City—C. S. Parks has opened a grocery store and meat market, in charge of E. O'Conner.

Detroit—Huber & Metzger, dealers in bicycles, have dissolved, Stanley B. Huber continuing the business.

Shelby—F. A. Pitts has sold his meat market to Walter Griffin, who will continue the business at the same location.

Charlotte—E. Newth has moved here from Utica and will open a grocery store. C. Elliott & Co. furnish the stock.

Crystal Falls—The grocery, boot and shoe and furnishing goods stock of D. M. Ross has been closed on chattel mortgage.

Morenci—Metcalf & Southworth, dealers in flour and feed, have dissolved. The business will be continued by Wm. R. Metcalf.

Nashville—G. W. Francis & Son have purchased the grocery stock of P. H. Brumm and will continue the business at the same location.

Mancelona—The Antrim County State Savings Bank has taken possession of the grocery stock of Roscoe & Speicher on a chattel mortgage of \$2,000 recently filed in its favor.

Wayland—C. H. Wharton, who has been proprietor of the Wayland market, has formed a copartnership with George McConnell, the firm name being Wharton & McConnell.

St. Joseph—The drug business of Howard & Pearl has been merged into a stock company under the style of the Howard & Pearl Drug Co. The corporation has a capital stock of \$15,000, all paid in.

Northville—Rothwell, Ives & Co., of Detroit, have purchased the boot and shoe stock of T. G. Richardson. Mr. Richardson will go out of the shoe business and engage in the clothing and carpet trade.

Detroit—Geo. Beasley & Co., produce dealers at 95 Jefferson avenue, have made a voluntary assignment to James F. McCuaig, the firm's book-keeper, who resides at Windsor. Geo. Beasley is general, and Edward D. Foster the special partner of the firm.

Ionia—Coney & Marquette have purchased the meat market of Whorley & Reynolds and have taken possession. The business will be continued at the same location.

Ionia—The tailoring establishment of Walton & Slowinski has been closed. Mr. Walton has formed a partnership with a Grand Rapids man, with whom he will open a tailoring establishment at 66 Monroe street.

Mackinaw City—Geo. Penniman, of Bay City, has retired from the firm of D. A. Troumpour & Co., wholesale and retail fish dealers. D. A. Troumpour and W. E. Robinson will continue the business under the same style.

Traverse City—A. W. Paine has sold his furniture stock to J. W. Slater, of Elk Rapids. Mr. Slater owns a furniture store at Elk Rapids and another at Lake Ann. He has also rented the vacant store in the Kratochvil building, on Front street, which he will occupy in a few days. The Paine establishment will be kept running at the old stand.

Hancock—The Standard Oil Co. has begun the construction of an immense oil tank or reservoir here, which will be fifty-two feet in diameter, twenty-eight feet deep and will hold 10,000 barrels. It will be finished in about a month. The tanks at Hancock will then contain a greater storage capacity than any other distributing station in the Upper Peninsula.

Monroe—Fred J. Sill has entered into partnership with his father in the boot and shoe business and the firm name will hereafter be known as F. S. Sill & Son. The senior partner started in the business in this city over thirty years ago and has continued in the business ever since. Mr. Sill's son recently opened a boot and shoe store at Toledo, in conjunction with George C. Lewis.

Charlevoix—A. T. Burnett has leased the Geiken block and will remove his dry goods stock from Cross Village to this place. Mr. Burnett is one of the pioneer merchants of Emmet county, having removed to the county during the war. In coming to Charlevoix he is influenced by a desire to pass the remainder of his days in a town where his children will be accorded the advantages of good schools and pleasant associations.

Marengo—Sunday afternoon, a boy in the employ of Frank Hogmire, general dealer, went to the store to get some article for a customer, and as the clerk was about to leave he heard a noise and started to learn where it came from, when a man raised up from behind a counter and covered the boy with a revolver. After relieving him of all the money he had, 25 cents, the fellow got away. The sheriff was notified, but the stranger covered his tracks so cleverly that he managed to elude the officers.

Detroit—On May 6 last Cole & Way, oil dealers at 1225 Twelfth street, being desirous of closing their business, which had become unprofitable by reason of some competition and fluctuations in the price of oil and wishing to pay their just debts, gave a chattel mortgage on all their stock, fixtures and book accounts to Charles H. Culver, as trustee, to secure the claims of five local creditors, aggregating \$199.68. Subsequently they gave a second chattel mortgage to the Sun Oil Co., of Toledo, to secure a debt of \$1,442. They ask for his removal, the appointment of a receiver and an injunction restraining Culver from selling the property or collecting any more accounts. Judge Hosmer issued a preliminary injunction

Olivet—A bicycle dealer in this town is \$10 poorer in purse and a great deal richer in experience than he was a few days ago. A hard-looking stranger came along with a bicycle in his wagon and sold it to him for \$10 and went merrily on his way. The dealer fixed up the wheel and gave it a coat of enamel and sold it for \$15. Just then Under Sheriff George Blanchard took a hand in the deal and seized the bicycle and a set of double harness that the fellow also disposed of, claiming it as property stolen from Battle Creek. The stranger was a wily-looking individual, and the officers are after him for charges of theft at Kalamazoo as well.

Bay City—Hard coal is being sold cheaper in Bay City at present than in any other city in the State, and Hon. S. O. Fisher is responsible for this condition of affairs. Because the West Bay City Board of Education refused to make a contract with him for Sebewaing coal, he is taking revenge out of the local coal dealers, who have never encouraged the sale of the Sebewaing article, by putting the price of hard coal down to \$5, exactly \$1.50 lower than the usual rate. The dealers, of course, have been obliged to meet the cut, and now all are selling at the same figure. They are greatly incensed over the action of Fisher. They say he has deprived them of the profits of their business, and, if the fight is continued, they will be forced out of business. They claim Fisher is trying to pose as a philanthropist in order to strengthen himself politically. Fisher, on the other hand, says he is merely endeavoring to break up the combination of coal dealers, who have been robbing the people right and left. He claims to make money by selling at \$5 and says he buys from the same mines that the other dealers buy of. The people have an idea that the fight will not be continued for any great length of time, and are hustling to get in their winter coal at the reduced price.

Manufacturing Matters.

Shingleton—J. M. Carr will rebuild his shingle mill, recently destroyed by fire.

Battle Creek—The Battle Creek Furniture Co., Limited, succeeds the Houck Furniture Co.

Crystal Falls—The Brown Bros. & Hocking Lumber Co. will add a sawmill to its shingle plant here, intending to have it ready for operation in the spring.

Nashville—Harvey Bennett, of this place, and Messrs. Curtis and Riley, of Charlotte, have leased the Kellogg plant on the north side of the river, for five years, and will manufacture some special lines of furniture, and will, probably, continue doing custom work.

Ironwood—The Peninsular Lumber & Mining Co.'s new sawmill has started up. In addition to manufacturing lumber, mining sets and preparing hemlock bark for tanning purposes, the company will induce settlers to occupy land owned by it in this vicinity.

Marquette—The Oconto Lumber Co. has purchased of the Michigan Land & Iron Co. a tract of pine about 30 miles west of here. They have put in their camps and will lumber it this winter, loading the logs on the Chicago & Northwestern Railway, near Clowry, for shipment to Oconto.

Manistee—Every foot of dry hemlock that was in the market has been cleaned up. This healthy state of affairs has served to stiffen the backbone of our hemlock men, and now they will offer

to cut hemlock to order, but the figure must be a good one, and \$5.50 on dock here for strictly short lengths is not thought at all out of the way, while in long lengths the price is almost what a man wants to ask.

Disputes the Supremacy of Kent County.

Allegan, Sept. 2.—I note the contribution of Hon. R. D. Graham in the last issue of the Tradesman, in which he asserts that Kent county produces more peaches than any other county in the State.

I am greatly pleased to see the business of fruit-growing so prosperous in Kent county, but if the above is a correct measure of its volume, the palm for quantity of peaches still belongs to Western Allegan county by a very wide margin. It is safe to say that the output of Allegan county, that same day, was much more than double fifteen thousand bushels. It is so great that six steamboats are constantly employed in transporting the crop across the lake; the C. & W. M. Railway runs long trains daily, heavily loaded, and thousands of bushels and lesser packages go daily to the South and to the interior of the State. No doubt the peaches of Kent county are as good as those of Allegan, which means that they have no superiors on earth, but when it comes to total amount of shipments, Allegan can double Kent's product and have enough more to equal the output of all the other counties put together. The county has repeatedly grown a million bushels in a single season, and the crop this year will much exceed that amount, great as it is.

Allegan county feels no pride in her train robberies, murders, burglaries, and thefts, but no one shall be allowed to question her supremacy in production of the lovely and luscious peach. In that she is in the very front of the pomological procession.

Since writing the above I have journeyed to the region where they really do grow peaches, and have learned something of the amount shipped out of Allegan county on Monday, Aug. 26. These figures were given me by Edward Hutchinson, who secured them jointly with Mr. Higman, of the Wells-Higman Co., package makers. That night there were shipped, fifth-bushel baskets, from Ganges pier.....26,000 Saugatuck and Douglas.....40,000 Fennville.....18,000 Glenn.....18,000 Hoppertown.....4,000

106,000 These would make 21,200 bushels. But the shipments from Bravo, Lacota, Kibbie, and the fruit which goes from South Haven (the greater part of all that goes from that part) were not obtained. These would make the total quite 35,000 bushels. Editor Bassett, of the Fennville Herald, tells me he was in Grand Rapids the day of the above mentioned record-breaking sale, and none of the dealers claimed the total was above 10,000 bushels. But, accepting the extreme figures of the Grand Rapids papers, Allegan county was more than 100 per cent. ahead that day.

Kent county peach-growers, Mr. Graham, included, are among the best fellows on earth, but Allegan county is still the grand center of peach-growing.

EDWY C. REID.

K. W. Solheim, the Traverse City grocer, informs the Tradesman that Sofie Solheim, his daughter, who was reported in the papers as having eloped with her former employer, at Muskegon, spent the time in question with him and his family at Traverse City. The report was a cruel one and the persons responsible for the rumor should be made to pay the full penalty of the law.

If the report should prove true that the English crops are turning out badly, the United States may be called upon to supply the deficiency.

Grand Rapids Gossip

Persons Bros. have opened a grocery store at Lansing. The I. M. Clark Grocery Co. furnished the stock.

Geo. H. Tinkler has embarked in the grocery business at Hastings. The stock was furnished by the I. M. Clark Grocery Co.

The Calkins Mercantile Co. has opened a grocery store at Benton Harbor. The Musselman Grocer Co. furnished the stock.

Klaas Geut, formerly engaged in the meat business at 351 South East street, has re-engaged in the same business at the same location.

C. Kinney, whose grocery stock at Ola was recently destroyed by fire, has resumed business. The I. M. Clark Grocery Co. furnished the stock.

Frank Van Deven, clerk for H. M. Liesveld, the Cherry street grocer, has invented a file for paper sacks, which is evidently destined to meet with a large sale.

Geo. Brown and Wm. Eaton have formed a copartnership under the style of Brown & Eaton and opened a grocery store at 732 South Division street. The I. M. Clark Grocery Co. furnished the stock.

"I always get out of the city Fourth of July and Labor day," remarked a leading business man, the other day— "Fourth of July, on account of the noise, and Labor day, on account of the drunkenness."

Geo. Hecox, formerly on the road for B. J. Reynolds, has purchased the Geo. W. Hart cigar and tobacco stock at 20 Canal street. The statement, last week, that the stock had been purchased by Geo. Peacock, was incorrect.

Geo. W. French has purchased the musical merchandise stock belonging to Mrs. Alice Lockerby and removed it to Belding, where he has embarked in the business of selling musical instruments and merchandise.

Constantine Morton and Everett P. Lewis have purchased large blocks of stock in the Willey Boom & Lumber Co., having headquarters at Bristol, Tenn., and will give the corporation the benefit of their experience from now on. The company has large holdings of choice timber and will, probably, increase its holdings, as Bristol is an excellent location for cutting and marketing the timber of Eastern Tennessee.

The untimely hour at which the grocers and commission men arrive on the public market during the months of August and September reminds old-timers of the days when the stores kept open until late at night, each waiting for the neighboring store to be closed before winding up the day's (and night's) business. It is by no means unusual for growers to arrive on the market at 2 o'clock, while 4 o'clock finds no inconsiderable number of buyers already on the ground. While the commission men claim that they must get an early start, in order to get off their morning shipments by freight and express, this reason does not apply to the retail grocery trade and, by concert of action, it would be just as well if the grocers arranged to get on the market an hour or two later, thus enabling them to get the usual amount of sleep at a season of the year when sleep is at a premium.

The Grand Rapids Packing & Provision Co. has leased the plant of the defunct Steele Packing & Provision Co., just below the G. R. & I. car shops, and will undertake to conduct the slaughtering of hogs and cattle as soon as necessary repairs can be made on the premises. The plant comprises thirteen acres of land and several buildings especially adapted for the business of slaughtering steers and hogs and handling fresh meats in an economical manner.

Homer Klap suggests that another package tying contest be held under the auspices of the Retail Grocers' Association. The contest held at Ottawa Beach, two years ago, was one of the most interesting events of the picnic that year, and there is every reason to believe that a repetition of the feature would be well received. Mr. Klap suggests that several 100 pound bags of granulated sugar be borrowed from the wholesale grocers and that each contestant be required to weight and do up fifty packages, to be judged by a scale of points somewhat as follows: Speed, 30; appearance of package, 30; accuracy, 40. The hint is an excellent one and should be given careful consideration.

The Grocery Market.

Sugar—Raw sugar has been dull, prices being entirely nominal with buyers and sellers apart. Refined is weak, Nos. 4 to 14, inclusive, having been reduced in price.

Coffee—So far as Brazil growths are concerned, the market has been just a trifle more active, but mild grades are still very quiet.

Dried Fruits—Trading in dried fruits has generally been moderate. In California prunes the low price on the Coast influenced quite some business, but the rest of the list is in hand to mouth request.

Canned Goods—Very quiet, the whole list being neglected, as far as any speculative business is concerned, and there is very little doing on the spot.

Tea—There is no particular life to trade and prices remain unchanged. Tea is selling so low now that there is but little probability that values will recede much. The stock in second hands is ample, but jobbers appear to be willing to run along on small stocks and do not relieve the market much. The condition of the market now is in strong contrast to that which existed at the corresponding time last year, when a large trading was being indulged in. Present conditions are only a natural reaction from the speculation that was in force during the period that China and Japan were at war. However, with cooler weather it is believed that a stronger demand will start in.

Syrup—The syrup market is fairly active, and, while there is no accumulation of stock, there seems to be a slight weakness on the production of one or two refineries.

Starch—The demand for starch continues quiet. The grocers are taking goods in a hand-to-mouth manner, and the market is steady at the moment, although lower prices are confidently predicted, owing to the large corn crop in sight.

Molasses—Trade continues quiet in all lines, but a change is looked for in the next few days, when it is expected necessity will compel buyers to replenish their stocks to some extent. Prices remain unchanged and while only a small run of orders comes in, sellers are

not holding out inducements in the way of concessions. The statistical position of the article is such that holders can afford to await the advent of buyers in the market. The stocks in New Orleans are very light, being practically exhausted of merchantable goods.

Provisions—The provision trade has continued under the dominating influence of speculation of a nature which finds its reward in a lowering of values—and the tendency has been downward. The liberal supply of mess pork at Chicago has been a convenient facility for promoting such speculative interest. Expectations of a large corn crop have served to encourage anticipations of a liberal supply of hogs and low prices for the winter season, and this condition has had an unsettling and unduly depressive bearing on the markets at the present time for current trade. The manifest weakness of the markets naturally tends to restriction in demand from consuming regions, although a fairly good distribution appears to be maintained. The present rate of manufacture of meats of all kinds, for the West and East, is about 30,000,000 pounds weekly, and the distribution is 45,000,000 pounds or more. And this relation between production and consumption is likely to continue for some time to come. The British markets, which were understood to have been in favorable position for responding to an advancing tendency under the large reduction in manufacture in this country and the offerings of Irish and Danish product, have naturally weakened and declined with our markets. It is within reason to assume that had there been a speculative effort to sustain and improve values, having a forceful nature corresponding with the influence which has been brought to bear in favor of depressing prices, the markets would have shaped favorably and satisfactorily, and the holders of product would have been spared the losses which have overtaken them.

Oranges—Continue to sell in a small way, although prices are necessarily higher, owing to scarcity. A few seedlings remain in the hands of certain wholesale fruit dealers, but the main offerings are Rodis.

Lemons—During the past week lemons reached the highest point since 1892 and good sound fruit is selling at present at \$8.50@10 per box. Verdellis and a few fancy Maioris have brought as high as \$12 per box. Stock in sight is very scarce and orders are few. Everybody is waiting for the decline that is sure to come with the frost.

The Drug Market.

Caffeine—Is firmer with an upward tendency and holders have advanced their prices, but the demand is not particularly urgent and the market presents a quiet appearance.

Cocaine—Continues in very good request for consumption, with values maintained.

Cod Liver Oil—Has continued to meet with an active inquiry, and orders have been coming in freely, indicating that interior dealers are convinced that there is not likely to be any important reaction in prices.

Cream Tartar—Continues to move steadily into channels, and owing to the upward tendency of crude material abroad manufacturers have advanced their quotations.

Cuttle Fish Bone—The trade demand for small lots shows no abatement, and prices remain steady.

Essential Oils—Peppermint is without further change, the general conditions referred to in our last issue still controlling the situation. Anise is decidedly stronger and more active, with prices higher both here and abroad. Bergamot is firmer and tending upward. Cassia is very firm. Lavender is firmer, the improvement being due to cables showing upward tendency abroad. Sanderson's Orange has been advanced.

Flowers—Arnica and chamomile are both in good demand for consumption at unchanged prices.

Lycopodium—Is rather quiet, but there is no effort to force business.

Opium—Cables from Smyrna reporting an advance for ordinary druggists' has stimulated a firmer feeling among holders here.

Quinine—Has continued in good demand for consumption with rather free buying by both pill makers and the general drug trade throughout the country, and in some instances sales were made by second hands at the full parity of manufacturers' prices. The bulk of the orders have gone direct to manufacturers' agents, and it seems to be impossible for outsiders to furnish round lots. The recent sales reported for export, together with what pill makers have quietly taken up, has apparently absorbed all available large lots.

Roots—The general market has not developed any new features of special interest, although the jobbing demand for most of the leading varieties is moderately active.

Welcome to State Fair Visitors.

Next week will, probably, chronicle a larger influx of Michigan merchants than Grand Rapids has ever seen before, and the Tradesman cordially invites all visitors to make this office headquarters while in the city, inspect its mechanical department, which is a model in point of system, convenience and neatness, and note the operations of its Thorne type-setting machine, which is one of the mechanical marvels of the age.

Nothing could be more ridiculous than the spectacle of a trio of laboring men who smoke clay pipes and Peerless tobacco dictating to a dealer what sort of 10 cent cigars he shall keep in stock for his customers among the business and professional classes. The incongruity of the demand is so manifest that no dealer of independence will submit to such an imposition.

Improve the opportunity on Gillies' & Co.'s special N. Y. tea offer. It is a new Japan cheap. J. P. Visner, Agent.

Zenoleum

Used as a sheep dip, hen dip, vermicide or disinfectant.

**50 per cent. Profit
On Goods That
Do Sell.**

Write for particulars.
Ask your jobber.

A. H. Zenner Co.

98 Shelby St.,
DETROIT, MICH.

Exhibited at State Fair.

Hardware

Mistaken Ideas Concerning Business Chances.

Written for the Tradesman.

Brown has gone out of business. "I sold a brand the other day," he reasons in an inquiry as to Brown's whereabouts. "Come out," he says. "When I sold that he must have been in business. Now, if Brown was actually in business, it would be prima facie evidence that he possessed the requisite aspiration to do business in these times; and if he is so qualified, he did a foolish thing in giving it up for some thing else.

The fact is, Brown was never in business and, therefore, he never went out of business. He strove for years to get into business but having failed in his efforts to employ and trying, of course, when he gave up the unequal contest he had fewer dollars and a super experience than when he began. His experience has been a revelation to him, as he sees now, and will not, frankly acknowledge as true support. He finds himself an ex-merchant and orders in the same thing which he "kept store" as the time when he was engaged in business. He attributes his failure to some accommodating circumstances, such as the persisting headiness of his customers, the forgettable practices of his competitors, or an unexpected and deplorable "bluff" in the times. These are mistaken ideas, yet they serve their purpose in letting him down easy. The truth is, Brown does not bear the "trade-mark." He was not what he professed to be. He is not a producer of Nature's great workshop where successful business men are turned out. He is only a weak imitation, made of the wrong material and cut out and finished off for something altogether different. But Brown is not alone in setting up mistaken business ideas. The statistician picks up Brown's case and enumerates it with a host of similar cases and then publishes for the enlightenment of the world an assumed fact which is only a mistaken idea, that ninety-five per cent. of all who choose a life behind the counter make a failure of it. Although a mistaken idea, the world accepts it as a fact, and looks upon the retailing of merchandise as an exceedingly hazardous undertaking. Were the statement true on the face of it and not misleading in furnishing data for drawing conclusions, merchandising would offer little hopes for those engaging in it. Indeed, to one but a fool would stake his capital and the best years of his life in an adventure offering at best but a good, substantial provision for old age, while the chances for losing capital invested and bankrupting life were as twenty to one. No sane man would choose an avocation for the means of gaining a livelihood where the way was so densely overshadowed with the impossible. It is a mistaken idea based on a misunderstanding and erroneously presented fact. That ninety-five per cent. of all who make the attempt to engage in the business of retailing merchandise fail, is, no doubt, a correct statement; but to say that so large a percentage of those actually engaged in business make a "fizzle" of it, is quite another thing and would be untrue. The man who can become "engaged" in business is competent to do business, and to such a man the chances for success are just as good, if not better, in mercantile life than in any other at the

present time. The little five per cent. who are making money behind the counter have no "corner" on success. They do not distribute twenty-five per cent. of the supplies which are daily demanded by the great consuming public, leaving seventy-five per cent. of the field unoccupied. This field is unoccupied, not because there is a scarcity of stores or storekeepers, but simply because a portion of it is controlled by successful men who do business for profit. The harvest is abundant, but the fellows who are trying to gather it are not reapers. They are fellows who have either wandered out of their own element or belong to that great bundle of mediocrity which has outgrown its usefulness and, like the Alexander peach, has lost what little commercial value it ever possessed.

There is absolutely no demand in the world to-day for unskillful hands and unmotivated brains, and never again will be. In every field of human industry there is work to do and there are prizes to be won just as there always have been, but the terms of admission and the standards of personal qualification are being raised higher and still higher as the years go by. To succeed to-day a man must be cut out, made up, and finished off, for whatever calling or profession he may choose.

Life behind the counter is not a bed of roses, yet those who are qualified to enter it need not despair of meeting with a measure of success fully as large as that offered by any other avocation, just what proportion of those "engaged" in business, or, in other words, those who possess the necessary qualifications to do business, make a failure of it, the statistician does not tell us. Observation, however, teaches us that it is infinitesimally small in comparison with those who do succeed; and that the failures among this class are caused principally by willful neglect and gross extravagance.

The beacon star of hope is still shining brightly as it ever did, but the honors are no longer won by men whom nature molded and fashioned for tillers of the soil and "bewers of wood." These men, endowed by nature with capabilities which would enable them to rise above the common level, were they to return to the plow-handles and the jack-plows, are nothing but "scarecrows" in the mercantile world. Although they may build stores on every corner and fill them with goods, it is only a "bluff" game they are playing, ending with loss and disappointment to themselves and not effecting in the least the prospective possibilities of mercantile life in store for those who possess the requisite inspiration to enter it.

Mistaken ideas? Why, suppose the writer, who does not possess ingenuity enough to whittle out a plug to fit an such hole were to set up as a jeweler and undertake to make a watch, would it not be a mistaken idea to suppose because he made a bungling failure of it, that the business of a jeweler offered little or no encouragement to those who are qualified to take it up? And would it not be a mistaken idea to conclude that the pulpit offered nineteen chances to incur premature death to one for success, if nineteen-twentieths of all who start in to preach were made up of such fellows as the undersigned?

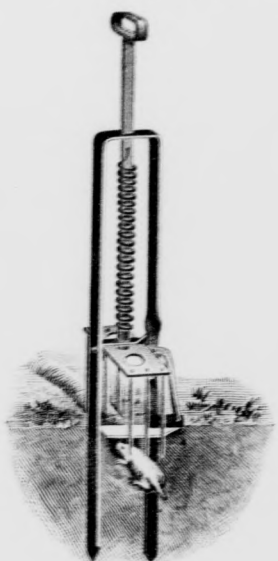
At present we hear much of the coming of the New Woman, but remember, boys, there is also a New Man. This wall of despondency that comes from

Moles

....THE....

REDDICK TRAP

BORN JAN. 1, 1895.



All the old Traps boiled down into a better one, at one-third the old price. A FIRST CLASS TRAP. No mole can pass under this trap and live!

FOR SALE BY

Foster, Stevens & Co.

Grand Rapids.



WM. BRUMMELER & SONS,
MANUFACTURERS
AND JOBBERS OF... **TINWARE**

Selling Agts. for Columbian Enameled Steel Ware.
Write for Catalogue. Telephone 640. 200 South Ionia Street GRAND RAPIDS, MICH.

PERKINS & HESS, DEALERS IN Hides, Furs, Wool and Tallow

WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE.
Nos. 122 and 124 Ionia Street; GRAND RAPIDS, MICH.

CHRISTENSON BAKING CO. MANUFACTURER OF **Crackers**
AND FULL LINE OF **Sweet Goods**

252 and 254 CANAL ST., GRAND RAPIDS

the farm, the work shop, the office, the counting room, and from behind the counter, is nothing but the whine of the Old Man as he begins to realize that the possibilities for the achievement of success are passing away from him forever. There are battles to fight and victories to be won in the future as in the past, but all industrial honors will be held in reserve for the New Man. In a future article I will have something to say about this New Man.

E. A. OWEN.

The Hardware Market.

General Trade Continues fair but there is every prospect of a great revival in September. All indications point to a good fall business. Many goods are being advanced and in nearly every line prices are being withdrawn until the manufacturer can figure up his present cost and establish a new list of selling figures. Many of our readers have, no doubt, read in the daily press of the advance on bessemer pig of more than \$7 a ton, and as this is the basis of all steel and iron, it will cut quite a figure in the cost of manufactured articles. A further advance of \$3 a ton is looked for.

Wire Nails—No advance was made for September and it is hoped there will be none; but if the raw material continues to go up we may look for advances for October. The present price is \$2.35 from stock.

Barbed Wire—No change to note and we quote as last week:

- Painted barbed, from mill.....\$2 40
- Painted barbed, from stock..... 2 65
- Galvanized barbed, from mill..... 2 80
- Galvanized barbed, from stock..... 3 05

We look for another advance in this sometime this month.

Plain Annealed Wire—A recent advance has been made and the present price on plain No. 00 wire is \$1.00 from wire mill and \$2.10 from stock. Extra for galvanized, 10c. For price in the other sizes add 10c for each number.

Miscellaneous—We note advances on all kinds of copper which averages about 5 per cent. as follows: tinnners' rivets, 20 per cent.; shelf brackets, 10 per cent.; poultry netting, 10 per cent.; window glass, 5 per cent.; galvanized sheet iron, 10 per cent.

The New Woman as an Object of Ridicule.

The men who write funny things, and those who draw funny pictures for the newspapers are making a harvest out of the "new woman." They dress her up in all sorts of unseemly rigs, and they describe her as a coarse creature, "chawing" tobacco and swearing uncouth profanity.

There may be women who are dissolute and profane who do not wear trousers, and there always will be, as there always have been, women who were deceived, ruined and brought to disgrace and depravity by the wicked arts of wicked men; but these are facts which have nothing to do with the so-called new woman. She, Heaven help her! is the result of the incapacity or the selfishness, or of both, on the part of the stronger sex. It has come about that there are so many women who, by the failure of men to support them, are compelled to support themselves that there are not places enough for them in domestic service, in dressmaking and in teaching, the only callings that were once open to working women, and they have been forced to find places in the occupations heretofore reserved for men.

Forty years ago all the women, with the exception of teachers and those engaged in sewing and domestic service, lived at home as wives, mothers, sisters or daughters, and were supported by their fathers, husbands or brothers and other male relatives. There was then no such male creature as a hoodlum. The word had, perhaps, not been invented. Some men were idle and drunken, but the number was small.

To-day all is changed. All through the country there are male tramps, who do not work. There are many loafers who, if not as ragged and vile as tramps, are no better. There are husbands, fathers and sons who spend their earnings in vice and debauchery, and do not provide for their families. What are the women of these families to do but seek work wherever it can be found, in order to earn a living for themselves and their children? This is the origin of the new woman. She is the creature of man's worthlessness.

It is not strange that woman, under these circumstances, should rebel against the yoke that puts her in any sort of servitude or position of inferiority to men. There is no wonder that in comparing herself to some of the creatures that are called men, the honest, hard-working woman should feel her superiority.

The new woman, instead of being an object of ridicule, should be taken for what she is, a monument of the decline and degeneracy of the male sex. Forty years ago men would have been ashamed of the spectacle of hundreds of thousands of women going out every morning to labor. To-day men only laugh at them, and not a few are willing to live on the earnings of those whom they should support.

The new woman is man's shame, and if there is anything funny in the fact, let those who can enjoy the fun laugh.

FRANK STOWELL.

Everything Opposite in Australia.

Australia is really the antipodes of the remainder of the world in all respects. Summer time comes during the time of American winter; the rising barometer indicates rain, and the falling the opposite; the swans are all black, and the eagles white; the male lays eggs, and has a bill like a duck; the native dogs never bark; the serpents have tails like fishes and wings like bats; the prickly pear grows to be a tall tree, and the poplars and oaks seldom grow above five feet in height; the elm has hairs in place of feathers; the birds are without song; the sun is in the north at noon; the chief rivers flow inland; the pear tree grows a fruit that is beautiful to look upon, but which, when ripe, is as hard as though fashioned from the wood of the tree itself; the leaves of the trees all stand edge-wise and cast no shadows; the stone or pit of the cherry is on the outside, and must be cracked in order to get at the meat; the opossums fly like bats; the kingfisher never catches fish, but lives on fruits; the peas are poisonous; the oaks bear no acorns; the chestnuts are without burr, and, in many instances, the trees are hollow, with the bark on the inside.

It is to cost to cents to get from Atlanta to the exposition. The street railroad company thinks that it can get double fares, and it means to have them. If the hotels, boarding houses, etc., are going to charge double fare, too, let us know it right now. It will save hard feelings and cuss words afterwards.

Hardware Price Current.

AUGURS AND BITS	
Snell's.....	70
Jennings, genuine.....	25&10
Jennings, imitation.....	60&10
AXES	
First Quality, S. B. Bronze.....	5 50
First Quality, D. B. Bronze.....	9 50
First Quality, S. B. Steel.....	6 25
First Quality, D. B. Steel.....	10 25
BARROWS	
Railroad.....	\$12 00 14 00
Garden.....	net 30 00
BOLTS	
Stove.....	60
Carriage new list.....	65&10
Plow.....	40&10
BUCKETS	
Well, plain.....	\$ 3 25
BUTTS, CAST	
Cast Loose Pin, figured.....	75
Wrought Narrow.....	75&10
BLOCKS	
Ordinary Tackle.....	70
CRADLES	
Grain, Wood brace.....	\$16 00
Grain, Wire brace.....	\$18 00
CROW BARS	
Cast Steel.....	per lb 4
CAPS	
Ely's 1-10.....	per m 65
Hick's C. F.....	per m 55
G. D.....	per m 35
Musket.....	per m 61
CARTRIDGES	
Rim Fire.....	50& 5
Central Fire.....	25& 5
CHISELS	
Socket Firmer.....	80&10
Socket Framing.....	80&10
Socket Corner.....	80&10
Socket Slicks.....	8 & 10
DRILLS	
Morse's Bit Stocks.....	60
Taper and Straight Shank.....	50& 5
Morse's Taper Shank.....	50& 5
ELBOWS	
Com. 4 piece, 6 in.....	doz. net 60
Corrugated.....	dis 50
Adjustable.....	dis 40&10
EXPANSIVE BITS	
Clark's small, \$18; large, \$25.....	10&10
Iv's, 1, \$18; 2, \$21; 3, \$30.....	25
FILES New List	
New American.....	70&10
Nicholson's.....	70
Heller's Horse Rasps.....	60&10
GALVANIZED IRON	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 1/2 13 1/2 14 15 16.....	11
Discount, 65&10.....	
GAUGES	
Stanley Rule and Level Co.'s.....	60&15
KNOBS New List	
Door, mineral, jap. trimmings.....	70
Door, porcelain, jap. trimmings.....	80
MATTOCKS	
Adze Eye.....	\$16 00, dis 60&10
Hunt Eye.....	\$15 00, dis 60&10
Hunt's.....	\$18 50, dis 20&10
MILLS	
Coffee, Parkers Co.'s.....	40
Coffee, P. S. & W. Mfg. Co.'s Malleables.....	40
Coffee, Landers, Ferry & Clark's.....	40
Coffee, Enterprise.....	30
MOLASSES GATES	
Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	30
NAILS	
Advance over base, on both Steel and Wire.....	
Steel nails, base.....	2 25
Wire nails, base.....	2 35
10 to 60 advance.....	50
8.....	60
7 and 6.....	75
4.....	90
3.....	1 20
2.....	1 60
Fine 3.....	1 60
Case 10.....	65
Case 8.....	75
Case 6.....	90
Finish 10.....	75
Finish 8.....	90
Finish 6.....	10
Clinch 10.....	70
Clinch 8.....	80
Clinch 6.....	90
Barrel 7/8.....	1 75
PLANES	
Ohio Tool Co.'s, fancy.....	6750
Sciota Bench.....	6&10
Sandusky Tool Co.'s, fancy.....	6750
Bench, first quality.....	6750
Stanley Rule and Level Co.'s wood.....	60
PANS	
Fry, Acme.....	60&10&10
Common, polished.....	7& 5
RIVETS	
Iron and Tinned.....	60
Copper Rivets and Burs.....	50&10
PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27 10 20.....	
"B" Wood's patent planished, Nos. 25 to 27 9 20.....	
Broken packages 1/2¢ per pound extra.	
HAMMERS	
Maydole & Co.'s.....	dis 25&10
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	30¢ list 70
Blacksmith's Solid Cast Steel Hand.....	30¢ list 40&10
HOUSE FURNISHING GOODS	
Stamped Tin Ware.....	new list 70&10
Japanned Tin Ware.....	20&10
Granite Iron Ware.....	new list 40&10

HOLLOW WARE

Pots.....	60&10
Kettles.....	60&10
Spiders.....	60&10
HINGES	
Gate, Clark's, 1, 2, 3.....	dis 60&10
State.....	per doz. net 2 50
WIRE GOODS	
Bright.....	80
Screw Eyes.....	80
Hook's.....	80
Gate Hooks and Eyes.....	80
LEVELS	
Stanley Rule and Level Co.'s.....	dis 70
ROPES	
Sisal, 1/2 inch and larger.....	5 1/2
Manilla.....	9
SQUARES	
Steel and Iron.....	80
Try and Bevels.....	20
Mitre.....	20
SHEET IRON	
Nos. 10 to 14.....	com. smooth. com.
Nos. 15 to 17.....	\$3 50 \$2 50
Nos. 18 to 21.....	3 50 2 60
Nos. 22 to 24.....	4 05 2 70
Nos. 25 to 26.....	3 55 2 80
No. 27.....	3 65 2 90
No. 28.....	3 75 3 00
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.	
SAND PAPER	
List acct. 19, '86.....	dis 50
SASH WEIGHTS	
So lid Eyes.....	per ton 20 00
TRAPS	
Steel, Game.....	60&10
Oneida Community, Newhouse's.....	50
Oneida Community, Hawley & Norton's.....	70&10&10
Mouse, choker.....	per doz 15
Mouse, delusion.....	per doz 25
WIRE	
Bright Market.....	75
Ample of Market.....	75
Coppered Market.....	70&10
Tinned Market.....	62 1/2
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	3 05
Barbed Fence, painted.....	2 65
HORSE NAILS	
Au Sable.....	dis 40&10
Putnam.....	dis 5
Northwestern.....	dis 10&10
WRENCHES	
Baxter's Adjustable, nicked.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	80
Coe's Patent, malleable.....	80
MISCELLANEOUS	
Bird Cases.....	50
Pumps, Cistern.....	75&10
Screws, New List.....	85
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	40&10
Forks, hoes, rakes and all steel goods.....	70
METALS—Zinc	
600 pound casks.....	6
Per pound.....	6 1/2
SOLDER	
1/2 60 1/2.....	12 1/2
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
TIN—Melyn Grade	
10x14 IC, Charcoal.....	\$ 6 00
14x20 IC, Charcoal.....	6 00
20x14 IX, Charcoal.....	7 50
14x20 IX, Charcoal.....	7 50
Each additional X on this grade, \$1.75.	
TIN—Allaway Grade	
10x14 IC, Charcoal.....	5 25
14x20 IC, Charcoal.....	5 25
10x14 IX, Charcoal.....	6 25
14x20 IX, Charcoal.....	6 25
Each additional X on this grade, \$1.50.	
ROOFING PLATES	
14x20 IC, Charcoal, Dean.....	5 00
14x20 IX, Charcoal, Dean.....	6 00
20x14 IX, Charcoal, Dean.....	10 00
14x20 IX, Charcoal, Allaway Grade.....	4 75
14x20 IX, Charcoal, Allaway Grade.....	5 75
20x28 IC, Charcoal, Allaway Grade.....	9 50
20x28 IX, Charcoal, Allaway Grade.....	11 50
BOILER SIZE TIN PLATE	
14x56 IX, for No. 8 Boilers, } per pound.....	9
14x56 IX, for No. 9 Boilers, }	

John Brechting Architect
Grand Rapids.

(Continued from last week)
to get the work, thus saving the architect's client sometimes triple the architect's fees; besides, when the house is completed, its just as he planned it before he saw the architect, while the contractor's client has but half of his idea and seldom that much, and if he wants them he will have to pay extra. The architect's client gets a better constructed building throughout. Its warmer in the winter, and he gets all the different things mentioned. He has a more costly looking building and possibly cost less than the contractor's client's house. And when you get a perfect house there are other advantages it has (To be continued)
Anybody having any question to ask on this subject will be cheerfully answered.

MICHIGAN TRADESMAN

Devoted to the Best Interests of Business Men

Published at the New Blodgett Building,
Grand Rapids, by the

TRADESMAN COMPANY

ONE DOLLAR A YEAR, Payable in Advance.

ADVERTISING RATES ON APPLICATION.

Communications invited from practical business men. Correspondents must give their full names and addresses, not necessarily for publication, but as a guarantee of good faith. Subscribers may have the mailing address of their papers changed as often as desired. No paper discontinued, except at the option of the proprietor, until all arrearages are paid. Sample copies sent free to any address.

Entered at the Grand Rapids Post Office as Second Class mail matter.

When writing to any of our Advertisers, please say that you saw the advertisement in the Michigan Tradesman.

E. A. STOWE, EDITOR.

WEDNESDAY, - - SEPTEMBER 4, 1895.

TWELVE YEARS OLD.

With this issue the Tradesman completes its twelfth year of publication.

With a larger paid circulation than that of all other trade journals in the State combined; with a rapidly increasing subscription list and a gradually enlarging advertising patronage; with a positive conviction that its field of usefulness is constantly expanding and that its circle of friends is correspondingly widening, the Tradesman enters upon its thirteenth year with complacency, thankful for past patronage and with every confidence in the future.

WIDENING THE BREACH.

It is fitting that Labor day should have been born of American parentage upon American soil. Here, if anywhere, should Labor be exalted, for here only have its grandest hopes been realized, unshadowed by a throne. Home-making has been his task, untrammelled by priest or king; and with these marvelous results before him, it was but natural that the workingman should seek to have a day set aside in which to glorify his labor, to gather his family about him, to sing labor songs and so incite his children to continue the work when he lays down the pick axe or loosens his grip on the throttle. There is, indeed, ample excuse for a holiday which shall be to American Labor what Independence day is to American liberty, and, with that thought, the great heart of the Nation placed Labor day upon its calendar of holidays. The story which could be repeated on the occasion of Labor day would be none the less pleasant on account of its being an essential part of American history.

Were the exponent of the laborer to be faithful to his theme, how, like an inspiration, the figure of the old Pilgrim would appear, as he stands at Plymouth, axe in hand, ready to hew his pathway across the continent to the Golden Gate! Now, as the picture widens, the fields grow green with corn and bridges leap to their places across the rivers! Cities spring up like magic! The mountains are leveled or tunneled; and the iron, wrested from the earth and beaten into bars, becomes a band whereon the panting steeds of commerce, their manes of smoke streaming upon the wind, pilots the train from sea to sea—a royal highway through a royal country where prince nor peasant never yet has trod!

That was the theme which the patriotic people of the country had reason to expect on Labor day. Has that expectation been realized? It has not. The holiday has been monopolized by less than one-tenth of the sturdy laborers of the country and made to subserve the ends of selfish and venal exponents of trades unionism. Only a small portion of the laboring men of the country are permitted to participate in the event—the privilege of walking in the processions being accorded only to those poor dupes who have taken an oath which arbitrarily and absolutely governs their future conduct and deprives them of their liberty and every attribute of freedom, binding them hand and foot, body and soul, to the despotic exactions of the walking delegate, master workman, strike committee and district organizer. Not a Labor day has so far come and gone without causing this Nation to hang its head with shame. Instead of the indomitable courage of the Puritan and the heroic story of his early toils and tears, the words of the labor orator are fiery with threatened vengeance against the demon of corporate wealth. In place of eulogy for the tireless arm which has made a harvest field, rich with ripened crops, out of the trackless forest, he denounces the tyrant who wants a full day's work for a full day's wages. Upon the marvels on every hand which has made this country the wonder of the world and the glory of the workman, he turns his back and longs for that "glorious epoch, that noble day, when the abused and down-trodden union workman can make and unmake judges and courts, abolish military despotism, wipe out contempt proceedings and injunction commitments, take the ruling power into his own hands and bring this Government back to its original prestige!" That is the inspiring theme and its equally inspiring treatment which has made of Labor day a blistering disgrace. The looked-for blessing is, instead, a curse. The crown of Labor is placed upon the head of Gambrinus and, instead of the libations poured forth from thankful hearts for work and the blessings that come from it, the air—redolent of whisky and beer—resounds with the shouts of the disorderly crowds that misuse the day and make its name a misnomer.

The Tradesman believes that this was not the purpose for which the day was intended. That purpose was a worthy one, bright with the promise of bringing together elements at variance with one another if not at war. That purpose is not accomplished. Instead of closing the breach, it has widened it. Instead of ennobling labor, Labor has been debased. The day is a failure. Let it take its place in the line of other failures and pass forever from the memory of men!

A movement is being made by the Cubans who have remained loyal to Spain to secure home rule for the island with a view to thus pacify the revolted districts and so end the war. It would seem that Spain must be infatuated with the idea of power that she should not avail herself of this opportunity of saving a modified dominion over the island. It is to be hoped she will persist until such an opportunity is gone.

Emigration from Hamburg and Bremen seems to be reviving, something like 12,000 more coming to this country the first half of this year than for the same time last year.

THE AMERICAN DRUMMER.

Those who have been watching recent events in England attendant upon the return of Lord Salisbury to power have not failed to observe the vigorous resumption of plans for the railway between Burma and Yunnan. Since 1860 England has been clamoring for such a railway and the time has come for something to be done about it. Indeed, the work has already been put off too long.

The fact is, relief must come from somewhere for the industrial population of England, which is increasing much faster than the visible means of support. If recent statistics can be at all relied upon, the inhabitants of Lancashire are increasing at the rate of 3¼ per cent. a year, while the cotton operations have increased at the rate of less than ½ of 1 per cent. Other means of livelihood show the same great pressure, so that, unless a market can be found for British products with a new and large body of consumers, there is serious trouble ahead. These consumers are found to the number of a hundred million inhabitants in the Western half of China who have become sufficiently civilized to make good use of British manufactures, provided the goods can be secured at reasonable prices. Hence the need of the railroad and the great need of its early completion, with the additional reason that France, too, is looking out for the main chance and is hoping to reach the same market ahead of her great commercial rival.

While these great schemes are carried on by the English and the French, the question which comes promptly to the front is, where in this great game of finance—involving, as it does, the trade of one hundred millions of people—does America come in with the irrepressible and omnipresent American drummer? Is it charged that the Government at Washington is coolly looking on, interested only in seeing whether England or France reaches the goal first? Does the Monroe doctrine stand in the way and prevent the American gripsack from disclosing its wonders to a part, even, of the one hundred millions shut up in the Western landlocked half of the Chinese empire? These have not, heretofore, been considered momentous questions; and the history of this republic does not show that the American drummer has ever waited for the Government to go ahead. It should be with us a question of political economy, as it is with England, although in a less degree. There are the Celestials wanting the goods which we are wanting to sell. How shall the matter be adjusted? England and France have answered the question with railway surveys and terminal plans. Let America answer it with the American Drummer.

THE CROSS AND THE CRESCENT.

The tempest of indignation which is sweeping over Christendom at the Armenian atrocities has, at last, made an impression on the Sublime Porte, and the Turk is troubled. His peculiar right and privilege of fleshing the simitar of the Crescent in the upholders of the Cross has been interfered with and he is aggrieved. Smarting under his wrongs, he complains bitterly to Russia and to France at the unseemly attitude and the discourteous language of Great Britain and avows both to be derogatory to the prestige of the Sultan. Will not these two powerful friends of his use their good offices in his behalf and in-

duce England to so modify her attitude as not to interfere with the Turkish method of settling differences in Armenia, a method which long practice has confirmed to be the easiest and by far the best?

The plea is an old one and the practice is older still. It began—the practice—so far back as when the Christian world made Jerusalem, the home of the Holy Sepulcher, the end of many a pious pilgrimage from every quarter of the Christian world. Then, as now, the Christian pilgrim suffered every indignity and cruelty at the hands of the Turk. Then, as now, the story of this treatment was repeated throughout Christendom with the same result of unheeded protest, until Peter, the Hermit, awakened Europe and set in motion the Crusades. It was the Turk with his sword, as it is now, and from that distant time to this the centuries have been marked and marred with the slaughter of the Christian by the sword of the Turk.

It is pleasing to notice that the whine of the Porte is receiving little attention from Russia or from France. The Christian ear is getting more than weary of the story of Christian bloodshed. The love of humanity is taking the place of policy and the balance of power is getting to be a question of less moment than the preservation of human life. It was the battle of Tours that freed Europe from the Moslem, be he Arab or be he Turk, and if the time has come for the final settlement of a question too long delayed, Christian Europe will breathe freer than she has breathed before for centuries and the pest and bane of civilization will soon perish from the earth.

ALMOST A BOOM.

Some apprehension is being manifested by observers of the industrial situation that the increase of business and improvement in prices may go too rapidly, and this apprehension has a tendency to create a careful and conservative spirit that will go far to prevent an unhealthy boom. The continued advance in prices has a tendency to check business and will, also, tend to keep it on a healthy basis. It is probable that the export of gold will not continue much longer and there will be less uneasiness as to the financial situation. Crop prospects are generally improved. Labor troubles are less disturbing. The conditions of railroad securities are more promising. The improved conditions in iron and steel are beginning almost to amount to a boom. The strength of the advance seems to be maintained by the fact that the great steel companies are buying material wherever they can. The general demand seems sufficient to sustain the advance in prices thus far made. Fear is expressed that the strikes of miners and ore handlers may cause a scarcity of bessemer. The advance in copper is causing the return of American from Europe. Other metals are strong. Coke and coal trade continues very satisfactory.

Prices of wool have been advanced to the extent of materially checking the trade. The demand for dress goods is good although still threatened by continued importations.

Wheat has begun to move somewhat, though prices have fallen slightly. Exports continue small. Corn is also moving with promise of large crop. Price is a little lower. This has affected the price of pork and lard.

Cotton is rising and extensive purchases are being made. The cotton crop reports are not favorable.

NOTHING NEW.

When Solomon, who is credited with having been the wisest king that ever reigned, declared that there is nothing new under the sun, he doubtless meant that there is nothing new in human nature or in human thought.

Human nature is a characteristic common to all the race, and is modified according to the degree of development produced by circumstances. But while there are differences and variations in the degree and method of its manifestations, its real qualities and the laws by which it operates never change.

Human thought, which is the definite expression of a finite intelligence, cannot pass beyond the limits set for it. Some vainglorious people in this age of boasted enlightenment are accustomed to congratulate themselves that they are wiser in their generation than were the people of any other age. But the fact remains that this nineteenth century has not advanced in poetry, oratory, statuary, painting, belles lettres, metaphysical and moral philosophy, and many other branches of mental culture, beyond what was attained thousands of years ago, and to-day, in our colleges and universities, the chief attention of the learners is directed to the study of antiquity.

It is in the realm of physical science that the progress of the present age is most distinguished; but the explorations into the buried cities of the past are giving out facts which make it extremely probable that the civilization of India and Egypt possessed a knowledge of electricity and modern scientific agents that would rival that of to-day. There are evidences in the rock-cut temples of India that have led modern explorers to believe that the electric light and the telephone were known to those who constructed and used those remarkable monuments of a past age.

Engineers who have recently examined the colossal stone structures of Egypt have discovered that the diamond drill and the diamond saw, which are among the most recent inventions for working in rock, were known to the ancient Egyptians, and were used by them in quarrying the great stones which were built into the pyramids, the temples, and formed the obelisks, a few of which have with infinite difficulty been transported to Rome, Paris, London and New York.

The late Captain Goringe, of the United States navy, who brought the obelisk which now stands in New York, from Alexandria, declared to the writer that it was impossible not to impute to the ancient Egyptians the highest engineering science after surveying their works, and there was reason to believe that they possessed many mechanical appliances of the highest scientific development in the production of the astonishing results accomplished by them.

In a time so early that there is no certain date by which to fix it, the Chinese possessed the arts of making silk fabrics and porcelain vessels of exquisite delicacy. They printed books; they cast and made great use of bells; they had a knowledge of the mariner's compass and of gunpowder. They bored artesian wells to procure salt water, and utilized, in the manufacture of the salt, natural gas which came from the borings along with the water. These are only a few of the arts which are supposed to belong exclusively to modern civilization, but which were known and used in periods exceedingly remote.

The simple fact is that human thought,

constantly operating according to constant laws in a definite field, can scarcely do otherwise than examine over again ground that has been formerly explored, and rediscover arts that had formerly been known, but from some great social disturbance, like a destructive war, had been lost, so that in all truth there is nothing new, nothing that has not at some previous time been known, if not to the many, at least to a few.

In ancient times knowledge was not given to the people in newspapers and public prints. It was preserved among the learned and only taught to chosen disciples, who were commonly sworn to secrecy. Thus it was easy, by the death of all the initiates, in war or in some terrible epidemic of disease, for the knowledge of some important art to be lost, and to remain forgotten until it was rediscovered.

In this connection, some reference may be made to the new woman, so-called. What is termed the new woman is the woman emancipated from the control of the other sex. She is to be vested with the same political and social rights as are possessed by men. She is to vote, to be eligible to office, and to be subject to no more social or moral restraints than are put on men, being, to all intents and purposes, a free and independent person. This would be only a repetition of what has been known before.

Not to speak of the Amazons, nations of women whose acts are recorded in history, it is only necessary to appeal to the history of the Roman Empire, in the middle part of the first century of which women were completely emancipated from control. If they did not actually command armies and conduct the business of the State, they were freed from all restraints, except those imposed by the general laws. The marriage tie became virtually a matter of business, and was dissolved with the greatest ease for the most trivial causes. The marriage of noble ladies with slaves became so common that laws had to be made for the protection of the masters, to prevent the free wives absorbing too much of the time of their slave spouses and detracting from the labor due their masters.

But this was only one of the oscillations of human nature. Like a pendulum, it swings from one extreme to the other of its course; but it cannot depart from its fixed limits. There have been, in the past history of the world, periods when women were abject slaves, and others when they despised all restraints. Such periods will again return. It is all in the swing of the pendulum. The new woman will, doubtless, run her course, but she will continue in the future, as in the past, to be the mother, the wife and the daughter of the men. Human nature, operating by fixed laws, will go on forever.

EXTREME RAILWAY SPEED.

It is doubtful if a greater speed of transit has ever been made than sixty miles an hour. Some trains may have been moved for a few moments with greater rapidity, but the rate was not kept up long enough to warrant its being made the basis of any computation. There is at hand a table of speed made by fast trains in England, where the tracks are especially solid and well built, and the figures given show the distance traveled and the time consumed, and the rate of speed. Thus, on the Great Northern, from Grantham to Rexford, a distance of 33¾ miles, a velocity of 55½ miles an hour was

scored. On the London & North-western, from Rugby to Crewe, a distance of 75½ miles, a speed of 53¼ miles an hour was attained. On the Caledonian, from Carlisle to Edinburgh, a distance of 100¾ miles, a velocity of 50¾ miles per hour was made.

These are probably the fairest tests ever made of the capacity of a steam railway train to attain a high rate of speed under existing conditions. As locomotives are now constructed, the power is applied in the manner common in all steam engines, and that is that the steam is used to push the piston from one end of the cylinder to the other. Having reached its destination, the forward movement ceases; the piston comes to a dead stand; the steam is let in at the other end of the cylinder, and so the piston is pushed back to the point from which it started, and thus this back-and-forth movement of the piston in the cylinder is continued. At the further end of the piston rod it connects with a crank which is fastened to the drive wheels, and the back-and-forth movement is converted into a circular motion.

A little consideration of this piston, which goes to the end of its course, stops still and then goes back to its starting point, makes another full stop, and afterwards returns on its route, must show that there are limits beyond which such a movement cannot be used, and this must be the case wherein the power is applied by converting a horizontal or vertical motion into one of revolution. The swiftest machine motion is where a rotatory movement, once secured, is maintained and propagated by revolving mechanism, and not by a back-and-forth device.

It is a recognition of these facts that has revealed to machinists the limitations of speed of a steam railway train with the power applied as at present. They now hope to obtain extreme rates of speed by means of electricity, and they talk of any velocity from 150 miles to 400 miles an hour.

It is entirely questionable if any device has yet been invented which can give to electric trains such velocity; but granting that it exists, and that tracks of the requisite solidity, smoothness and straightness will be constructed, the proposition is worth attention as a subject, not only for scientific investigation, but as an economic problem. Extreme speed would be impossible in street transit, where stops must be made at every crossing. On trunk line railways, where stops are to be made only at a few important places, the operation of such a system of travel would be more practicable, and it would enormously please the traveling public, which never gets forward fast enough. The dangerous and often fatal racing of steamers on the sea and inland waters is only done to please the passengers and to gratify their demand for faster travel.

There is no question that any serious increase in the speed vastly increases the danger; moreover, since railways are not built for the exclusive use of a few swift passenger trains, but for a large freight service as well, it would be next to impossible to get the track clear for trains traveling at from 100 to 400 miles an hour. Then the stopping of such a train would be a serious matter. An expert authority, the Chicago Railway Review, declares that a train running at forty miles an hour can at present make an emergency stop in about 600 to 660 feet if the brake equipment is in good condition; but oftener the train runs a greater distance before the

stop is made—sometimes as much as 300 feet. At from 100 to 150 miles per hour, it is entirely improbable that a stop can be made with a heavy train, such as would be required to withstand the shocks of high speed, in a distance less than two miles to two miles and a half on level track.

To make such operating safe, high speed tracks must be entirely isolated and free from connection with other tracks, from crossings with other roads at grade and from street crossings at grade, all of which combines to present such difficulties in the way of extreme railway speed as that it can be realized only under special conditions which are at present out of reach.

REDISCOVERING LOST ARTS.

The ancient Mexican civilized races have been credited with the knowledge of some process for tempering copper which made it as hard as steel, and of it were fashioned weapons, mechanics' tools, and particularly the chisels that were used in working and cutting stone for their temples and other colossal structures.

Copper, as is well known, is extremely ductile and malleable—that is, it is easily drawn into wire and works readily under the hammer—but it will not weld. When two pieces of white hot iron are hammered together, they adhere and form, to all practical purposes, a single piece. This is an extremely valuable quality, which is known as "welding." The refusal to be welded has operated as a defect in the value of copper, and, from time to time, an announcement is made that the art of welding this metal has been discovered.

However this may be, the art of tempering copper to make it like steel has long defied modern science. Recently, however, it is claimed that this has been discovered. The discoverer is given out to be Albert E. Lytte, of Chicago. The metal so treated is said to be perfectly pure, not being alloyed with any other, and can be produced of different degrees of hardness, and is capable of being rolled into thin sheets or drawn into fine wire when cold, without annealing. The Illinois Central Railroad shops have made some tests of this treated metal to determine its action while being worked in the machine shop. During the operations of planing, boring and turning, it behaved much like steel, though slightly easier to cut.

Investigations made at the Washington navy yard show the treated copper to be pure, and, on a test bar, 14 inches long and 1 inch on the faces, showed an elongation of 3¾ inches and an ultimate breaking strength of 37,800 pounds. Other tests made in Chicago show the ultimate breaking strength to be between 36,000 and 38,000 pounds. The ultimate strength of ordinary cast copper is 24,781 pounds. It is claimed that no alloy is used in the process of treating, and that the process is not expensive and can be applied to a quantity of copper necessary to make the largest castings. The treated metal can be worked successfully with the planer, lathe, dies and rolls, or can be drawn into wire.

If this be true, as in all probability it is, it appears to be only the discovery of an art known in a former age, but, like many others, lost. Thus it is that modern science, in its progress, stumbles upon nuggets of truth known to the people of antiquity. Probably, if we only knew all that they were familiar with, we would not be so proud of our superiority over the men of the earlier ages.

Getting the People

Art of Reaching and Holding Trade by Advertising.

From now until Christmas the shrewd advertiser may reap an abundant harvest. There must be no cessation, however, in the advertising. It must be persisted in continuously and systematically—continuously, because erratic and purposeless advertising is a waste of money; systematically, because by method and thoroughness only can the merchant hope to win.

The proper course to follow is to map out a plan of advertising along lines both novel and practical, deciding carefully on the media to be used and the amount of space. This plan should be followed to the letter, only varying it in ways which events prove to be valuable changes.

In towns large enough to boast one daily paper or more it is generally advisable to patronize this, even at the sacrifice of all other publications, for the daily paper becomes the intimate associate of all members of the household alike. It is read every day by all, from paterfamilias down to little omega, and the buying people are educated on the fact that in no way can they economize so well and obtain such values as by watching carefully for the daily bargains in the advertising columns of their family journal.

In the smaller towns, where but one daily exists in association with one or more weekly journals, a certain amount of space should be used in the weekly paper, as this class of publication is a valued inmate of the farmer's household, and is credited with a large share of integrity in news and advertising matter by the rural resident.

I hear some one say, "I know very well these different journals are valuable helps to my trade, if I can only say the right words to the right people, in the right way." This is the keynote; strike this properly and a responsive chord is touched which will not cease to vibrate until it has poured into the advertiser's lap returns a thousandfold in creased above the original expense.

Plain talks, couched in plain terms, directed to people who are on the alert constantly for just such bargains as you can offer them, are the surest means of "Getting the People." Too many writers of advertising cherish the fallacy that a profitable ad. must necessarily be made of unpronounceable words. This is the reverse of true simplicity and practicality are continually practiced by the largest and most successful advertisers of the United States.

When a merchant sits down to write an ad., it is too often the case that he directs the matter to his own understanding and reasoning powers. He thinks because he can see the point and value and pertinence of the reasoning that others will accept it in the same light. This is not the fact. The merchant buys his goods at wholesale and looks at them from the point of view of one who expects to sell them at a profit.

The buyer, who is to be the reader of the advertisement for the merchant's profit, or otherwise, looks at the articles from the standpoint of wear, or use, or style, or taste, and price, as compared with what he has been able to buy and what other merchants are offering.

This, then is the ground to take: "What would I, were I in the position of the buyer for consumption, like to read, and what would I take the most

interest in?" After having placed himself in entente cordiale with the consumer—in other words, put on the latter's spectacles and looked at the matter in the buyer's light, then it becomes possible for the merchant to write an advertisement which will sell his goods, and not until then.

There must be sufficient oddity and novelty in the wording to catch the eye and please the fancy. There must be enough sound common sense and reasoning to force belief upon the reader's mind. There must be enough economical attractiveness in the prices mentioned to reach the spot in the human anatomy commonly called the pocket-book. With these ingredients, properly mixed and flavored with the right kind of spice, which is brevity and terseness, the advertiser has at his command the attention of those he wishes to attract.

I have picked up a few oddly worded advertisements which I present for the benefit of the Tradesman's readers. Some of them are ridiculous in the extreme, and show great ignorance, but among them are some good ones which may be taken advantage of:

A sign in New York reads, "Real Estate for Sail," which conveys the idea that the seller has a floating island or two to dispose of.

A provision dealer says, "New laid eggs—JUST OUT," which is literally correct; but when he asks the public to "Try my own sugar-cured hams" it would appear that he is too generous with his anatomy.

A sausage factory in Brooklyn has in the window a card, "Fresh country-made sausages daily," and on the door leading to the rear yard is the significant legend, "Beware of the Dogs." It does not specify whether in sausage form or otherwise.

A furniture dealer in Cincinnati went so far in his ads. as to say, "Our carpets cannot be beaten in this city," which statement is not likely to sell many, as most people prefer to beat their carpets, or have them beaten at home whenever it is necessary.

The fish dealer who boldly announced his goods as "watered stock" made a happy hit, and so did the coal man who wrote—"If there's anything the matter with our coal—fire it! We won't kick."

A clever ad. is that of a Chicago hatter: "Of all the felt I ever felt, I never felt such felt as that felt hat felt I bought from Bates, the hatter."

Here are some odd things in connection with that always attractive and usually pleasing subject, women—"God bless 'em!" These can be used to advantage in many ways, taking them one by one as introductions to the body of the ad.:

Buffalo has a lady "mortuarist."
Arizona's best mining expert is a woman.

An expert tea taster in San Francisco is a young girl.

On Sixth avenue, New York, is an expert woman silversmith.

One of the greatest wood engravers is Miss Donlevy, of New York.

In the Coggswell Polytechnic school the best blacksmith is a girl.

New Orleans has the only woman veterinary surgeon in the world.

In Boston a well educated woman electroplates in gold, silver and nickel.

Nebraska has a woman who earns her living by operating a steam thresher.

The finest raisins in California are raised and packed by three women near Fresno.

The most graceful thing on wheels is a 'cycless—woman or girl.



No Better Line Shown

Look our line over for all the latest novelties in JEWELRY and HAIR ORNAMENTS.

If you are in need of

Silverware

Let us hear from you.
Send for sheet list of silverware.

WURZBURG JEWELRY Co.,

GRAND RAPIDS

Silver

The finest canned goods packed in New York State, for sale only by

The Musselman Grocer Co.

Queen

of GRAND RAPIDS MICH.

The line includes the following varieties of Fruits and Vegetables:

2 lb. Black Raspberries	2 lb. Corn	2 lb. White Wax String Beans
2 lb. Blackberries	2 lb. Succotash	3 lb. Golden Squash
2 lb. Red Pitted Cherries	2 lb. White Marrowfat Peas	3 lb. Hubbard Squash
2 lb. Strawberries	2 lb. Extra Early June Peas	3 lb. Cold Packed Tomatoes
3 lb. Bartlett Pears	2 lb. Sifted Fancy June Peas	2 lb. Refugee String Beans
	3 lb. Apricots	

Canned

To those who have had these goods we need say no thing. To those who have not we can only solicit a trial order.

Goods

NICKELINE.....

A MODERN WONDER.



It is absolutely the only polish that will not dry up in stock, or become hardened.

We will refund the purchase price if it does not please.

Every box is guaranteed to the trade and consumers.

If your jobber doesn't keep it, write

TRACY & WARREN, Grand Rapids Agents, 737 Mich. Trust Co. Bldg.

A 'Cycless Without Trousers!



Would be quite a novelty in Paris. A lady without some one of our hundreds of bargains in Dress Goods Novelties is almost as great a rarity in this city. Our new Fall Goods are arriving daily and we can show the finest line of fabrics in all grades ever exhibited.

LACEDGE & CO.

A Crazy Man

Wouldn't give away goods, neither do we—not so long as we retain what sense we are endowed with. We are in business to sell goods, to sell good goods, to sell goods a little "gooder" than anyone else keeps, and to sell good goods at a good deal closer margin of profit than even the "goodest" kind of merchants—our competitors can do. If you have a good idea of the real goodness of good goods, it will pay you to be good to us and "gooder" to yourself by investigating our goods.

DOOGOOD & CO.

Hard to Beat!



By this statement we mean to convey the idea that it's a hard matter to beat our prices on Carpets, Floor Matting, Rugs, Lace Curtains and Draperies. The goods cannot be approached in value at the prices we offer them. Don't acknowledge yourself slow by failing to take advantage of these prices.

WILTON & CO.

Do You Want GOOD Groceries CHEAP—OR CHEAP Groceries CHEAP?

We carry in stock a class of goods that pleases those who wish pure food at a reasonable price. We do not cater to those who want cheap groceries at cheaper prices—there's no satisfaction in such dealing. But to those who want their

Groceries Canned Goods and Table Delicacies

Pure, Fresh and of the best grades, we can guarantee every article on our shelves to be of the first class and at lowest living prices.

EXCELL & CO.

Phone 60.

Don't be an Oddity == =

Eccentricity is no longer fashionable, and no well-bred persons will allow themselves to be thought peculiar.

IT IS ODD

that you haven't taken advantage of our Midsummer Clearance Sale, for you can make money by so doing. Everything in our Summer goods goes at a slashing reduction. Don't be odd! SLASHEM & CO.

"My Good Mr. Mephistopheles, Whose Coal Do You Use?"



"Just now we are using Lackamma Hard Nut Coal, but it burns so hot and lasts so long that it scorches my boarders too rapidly and don't give 'em work enough to do while they do last."

\$6 a clean ton at FAIRWEIGHT & CO.

I wish to impress upon the minds of advertisers the necessity for perseverance, push, progressiveness, pugnacity, prominent publicity, and perpetual predominance of pleasing paragraphs, all to be combined in perfect harmony in the advertisements. First, "Get the People," and then, by continued efforts to please and satisfy, hold them.

F.D.C. FOSTER FULLER.

When the Note Falls Due.

You may say that life is trouble
When the clouds are in the blue:
But a fellow finds it double
When the

Note Falls Due!

Sorrow's nothing but a bubble
That will vanish from the view:
But it's trouble, trouble, trouble,
When the

Note Falls Due!

And the corn—it goes to stubble,
And the rose—it withers, too;
And it's trouble, trouble, trouble,
When the

Note Falls Due!

Go it single file, or double,
There'll be work enough for you
In a living world of trouble,
When the

Note Falls Due!

A short time ago at Brunn, the capital of Moravia, a journeyman baker and his sweetheart determined to commit suicide together by drowning themselves in the Schwarza. The young man was out of work and saw no prospect of being able to get married. The couple carried out their fatal resolve, and their bodies were found in the river. The pockets of the young man were searched, and in them were found a florin and a lottery ticket. A few days afterwards the drawing of the lottery took place, and that very ticket turned out to be the winner of 20,000 florins, or about \$10,000 in our money.

In everybody's mouth—Signal Five.

Tradesman Company's

Specimen Sheet No. 1

Cuts for Retail Advertisers

Is Now Ready.

Mailed on Receipt of Postal.

SEND US A

Photograph of your Mother-in-Law

OR THE BABY
YOUR PET DOG
YOUR STORE FRONT
THE OLD HORSE
THAT STRING OF FISH
(You didn't catch)
YOUR OWN "PHYS."

YOU ARE NOTHING NOW-A-DAYS IF YOU ARE NOT ORIGINAL.

ANYTHING_____

You would like to hand out to your friends or customers on January 1st. We will reproduce it and get you up a Calendar with an individuality that won't need a trademark or a patent.

WE ALSO HAVE A VARIETY OF DESIGNS IN STOCK WHICH WE CAN FURNISH ON IMMEDIATE NOTICE.

Don't Hang Fire! Talk Now!

TRADESMAN COMPANY,
Getters-up of Original Printing.

JANE CRAGIN.

How Cy Huxley Reclaimed Waste Land.

Written for THE TRADESMAN.

"Cyrus, what is the trouble over in the Fairbanks neighborhood? Yesterday it was Goodwin who backed you into a corner and nodded his head and wagged his index finger at you; the day before both the Ammidowns were doing their best to get you to say 'yes' to something; to-day old man Herbert came in to unburden himself; and to-morrow brother Bateman will be stopping in because he happened to be going by. I should like to know what it's all about. If it isn't a secret, tell what it is. Have they got into a quarrel over there?"

"Well, it isn't so bad as that. It looks to me like a little piece of human nature working out; and somehow they all seem to fancy that I can straighten things out by going around and talking to the others and telling them that they've all made a mistake."

"You mean, don't you, that each thinks the others are to blame? Isn't that just like a lot of men?"

"'N' women? Yes, just like 'em. It's human nature all over."

"What is it they are squabbling about, anyway?"

"To tell you the plain truth, Jane, I don't know. I'm going over there today to find out. I judge that I shall find a big swamp bordering on four or five farms and near enough to others to affect them more or less. It's wet land, anyway, and what they all want is to have someone of 'em drain the swamp so that the others can reap the benefit of it. That's what, I guess. Then I have an idea from the frequency with which Widder Malony's name is brought in that she has been having a good deal to say and do. That's natural, too. There never was a quarrel yet, you know, which didn't show a woman's hand, sooner or later."

"No, I don't know it; but I have known one or two instances where a woman's much belied tongue has been the only peacemaker."

"That's right; only there are peacemakers and piece-makers and you've got hold of the wrong kind. That's the way with you women. You mean all right—your intentions are the best in the world—but you're illogical, Jane, and you're hasty in your conclusions; you're governed by sound instead of sense—"

"Why don't you combine the two, Cyrus? Make it sound sense, just once, and let's see if we're so far behind you!"

"And when you see that you are getting the worst of a discussion, you cut right in and try to break up your opponent with a pun, instead of meeting him with argument. I don't find any fault, mind you—"

"Indeed!"

"You can't help it; you're built that way; and I haven't a doubt that every one of you after that quilting-bee at Hemmenway's last Thursday afternoon went home thinking and saying before you went to sleep 'Blessed are the piece-makers,' and so forth! Excuse me, Miss Cragin, but, if you have any designs to carry out with the help of that paper weight, let me remind you that the window behind you is plate glass and that cows 'n' wimin 'n' hens kin't throw a—there's Fairbanks."

"Don't git aout, Josh," he called through the open window. "I'll git

right in and drive over there with you."

"After you get things all snarled up, you'd better let Mrs. Fairbanks untangle them for you!" called Jane through the window, as they drove away.

"Wha'd she mean?"

"Nothing at all. We got to talkin' this morning, and Jane's like the rest on 'em—she's bound to have the last word. About this business, Josh—to be out and out honest with you, there ain't but one way to fix up this swamp fuss. What every one of you wants is to have the other feller drain his land for him. You ain't going to pay out ten dollars for the sake of Goodwin's getting fifteen out of it; and that's the way I expect to find it all along the line. You fellows have been grinding this thing over until every one of you thinks the rest are trying to squeeze him. You ought to know better than that, Josh."

"Wal, naow, see here."

"O, I've been seeing here for the last five years and I know the thing from a to z, with the etc. thrown in; and I'm sorry to see it. Now, we're not exactly what they call 'getting on in years', but you know, and so do I, that this 'big I and little you business is all wrong. There's the point, right there. I don't want to wait until you get through breathing before I get a whiff, and when you say I shall, I kick, and I ought to kick."

"Wal, whose goin' to give in? I ain't."

"We can both of us tell better about that on the way home," and by tacit consent the conversation was turned into other channels.

Mill River is a fair illustration of what somebody has put down as the cussedness of inanimate objects. On its way from its fern bordered home in the uplands whence, with the reflected blue of the sky upon its brow and with the happiest of home-songs upon its limpid lips, it goes winding and dancing down to the level lands below, it is as well-behaved and as companionable a stream as one would care to see; but, for a mile or two before it reaches Milltown, it sulkily and sullenly dragged its slow length along, spoiling more valuable meadowland than any ten streams of its size ought to monopolize. First one farmer, where it touches his farm, tried to make it respectable, and then another, but to little purpose. It was the same obstinate, pig-headed thing it had made up its mind to be, until it reached the old sawmill. From there it makes up its mind to be somebody, and is a useful and well-thought-of river; but it was that stretch of sluggish stream that had set the farmers upon its borders by the ears and thither one of them and the storekeeper were on their way.

The outcome was what had been predicted. Not a man of them but admitted that the whole was a mistake, but he wasn't going to give in and there wasn't any use talking. The "widder" had come to a decision. She'd lived among the heathen long enough, "them Fairbankses bein' a head and shoulders the wust of any of 'em," and she dropped a mock courtesy to the Fairbanks representative before her. She had made up her mind to sell out, and if Mr. Huxley knew of a purchaser, what little land she owned on Mill River would go cheap.

"How much land have you, Mrs. Malony, and how much do you want for it? It's barely possible that I may come across somebody wantin' to buy."

"I've got a hundred acres here with \$25 an acre if its wuth a cent; and for

VANILLA WAFERS—GINGER VANILLAS—GINGER WAFERS

Be Progressive!

Are You.....

Handling our Crackers and Sweet Goods?

PURITY, QUALITY and FRESHNESS make the finest line in the world to select from.

Making Money

Will be comparatively easy if you push our goods. Liberal profits and quick sales will be yours. Customers buying once will come again. Try, and be convinced.

Selling Crackers and Cakes

Is a very easy matter if you sell the kind the people want.

Our aim is to produce the best. Only the choicest Creamery Butter, the purest, sweetest Lard, the finest Patent Flour and the richest Molasses enter our products.

We make a Specialty of SUMMER DELICACIES.

THE NEW YORK BISCUIT CO.

Successors to WM. SEARS & CO.

Grand Rapids, Michigan.

VANILLA SQUARES—GINGER SNAPS—IMPERIALS

Hold Your Nose

To the grindstone, if you want to, but if you would rather straighten up and move through this world with less wear and tear and more money in your pocket,

Sell Lily White Flour

Note the following



Pointers!

This Flour is always the same. People always want more of it. Where they buy Flour they buy Groceries. Pleased customers are good advertisers.

Valley City Milling Co.

SOLE MANUFACTURERS

GRAND RAPIDS, MICH.

HONEY JUMBLES—LONG ISLAND WAFERS—GRAHAM CRACKERS—SULTANAS

the sake of getting out of Tophet, I'll sell it for \$15."

"You'll feel better about it, by and by."

"No, I shan't. My mind's made up; and, if I can't do any better, I'll let the whole place go to rack and ruin. I'm going to leave."

"Wal, I don't want to take no advantage on you, Mrs. Malony, but if its any object, I'll give you \$12 cash, if you say so, and give you the money as quick as the papers are made out. Will you do it?"

"You bet I'll do it. If you'd said \$10, I'd took you up; but I'm sorry for you. You might jest as well try to take comfort in a camp-meeting, with a hornet buzzing around your head, as to live in this neighborhood with a Fairbanks. I'll come to the village this afternoon and we'll fix this thing up; and I'll get out of here in short order. Good day, Mr. Huxley;" and, utterly ignoring the hated Fairbanks, she turned from the buggy with the air of an injured Juno and went into the house.

The transfer was properly and duly made, and Huxley went over at an early day to take possession. He found what he expected to find: that some twenty or twenty-five acres of the best land on his farm were worthless, on account of a much-needed ditch. The other farms were in the same condition. What was wanted was a little united action. Would the others "go in" for it? Not one. Would they be willing to let him go ahead and dig the ditch and they share the expense? No. Then the storekeeper, with something that sounded like a "cuss word," after a little figuring, asked them if they would let him dig it at his own expense. "If he was big enough fool to do that and would sign a paper releasing them from all liability, yes." The paper was signed and the ditch was dug and some of the richest land in the whole county was reclaimed, and the crops—"you ought to see the crops they raised on that river bottom! Never saw anything like it; and to think of what they'd lost all these years just because a woman got her spunk up and wouldn't do nothing!"

But that wasn't the best of it. When the water was drawn from the swampy soil and had carried with it every vestige of the late unpleasantness, it gradually dawned upon the minds of the farmers that there were matters of common concern among them besides swamp-draining; that good roads and good schools and a desirable community could be secured and sustained only by the healthy and concerted action of all; and that for getting out of a tight place, Cy Huxley had the longest head on him of any man in Milltown. There was another idea which grew and gathered strength. The signers of that paper began to be dissatisfied. More and more the selfishness of the whole matter came home to them and, finally, when they had "stood as much of that sort of thing as they cared to," the signers came over to Huxley's farm in a body and, without hardly giving him a chance to say, "How are you?" Josh Fairbanks stepped up to him and said, "Cy, I've got something here for you and you've got to take it. There 'tis;" and he took Cy's hand and put into it a long leather wallet. "You'll find in there what that ditch cost, and a little besides, to pay you for your trouble; and we want to say that if it hadn't been for you, instead of having some of the best land in the State, we should still be trying to cut each other's throats. That's about what

you wanted me to say, wasn't it, boys?"

When Huxley had told Jane all about it, he tossed the wallet and its contents on the book-keeper's desk with, "Better put that into the safe; I don't want it; but I'll tell you what, Jane, after store-keeping, the most profitable business I know of is digging ditches!"

RICHARD MALCOLM STRONG.

Tribute to the Dead-Beat.*

My remarks will be somewhat scattering and will, necessarily, have to be scattering to hit all the dead-beats, because we find them everywhere and in all grades of society. The dead-beat is not always clothed in poor apparel, and, I blush to say, not always dressed in male attire. Sometimes the most august looking men are found in this class and they do not hesitate to send us to hades when we refuse to give them further credit. The worst class of dead-beats I know anything about are those whom I am absolutely afraid to dun. These are the fellows who are considered good, but, when we politely ask them to help us out on their long-standing accounts, they flare up and say, "What! Ain't I good? Are you afraid to trust me?"

Just how to get along with this class is a puzzle to me. I wish I had more confidence in my audience here this evening—I would give the medicine in more herculean doses—but I don't know just how you would take it. What! lack of confidence in my brother grocers? Yes, that's just it. To explain, I will say that I have belonged to other associations than this. I used to belong to the Michigan Business Men's Association and I frequently met brothers Crandall and Stowe at the conventions. We clasped hands and pledged eternal fidelity to each other, so far as the dead-beat was concerned; promised to guard each other's interest in fighting him, and then we went home and immediately commenced to feed our groceries to this insatiable octopus, the dead-beat. Is it any wonder that my confidence should be a little weak?

This condition of affairs is our own fault. We own the dead-beat and we should squelch him. I say we own him. I will demonstrate this by the simple rule of three. We are taught or were taught, when I was a boy, that once in seven years a man is renewed—in other words it takes seven years to entirely change every particle of the human anatomy—and, as we have kept the dead-beat in groceries for more than seven years, it stands to reason that we own his body. Some of us grocers keep other commodities for sale beside groceries, such as boots and shoes, pants, etc. So the dead-beat goes to my brother Finkbeiner and gets a pair of shoes. Then Mr. Finkbeiner owns his sole—for the genuine dead-beat has no other soul. Then he goes to brother Proctor, and is rigged out in a pair of pants, which, of course, Mr. Proctor owns; therefore, I think it can be truly said, we own him "body, soul and breeches."

Minneapolis Commercial Bulletin: The Michigan Tradesman is really handsome in a new dress of type. Our very successful contemporary has business back of it. That always counts.

Saranac Local: The Michigan Tradesman comes to us this week in a brand new dress. The type is set by a Thorne typesetting machine and it is almost a luxury to glance over the handsomely printed pages.

*Response by W. D. Hopkinson, of Paris, at annual banquet of the Northern Michigan Retail Grocers' Association, at Reed City.

Coffee

"QUAKER"

"TO-KO"

"STATE HOUSE BLEND"

Roasted and put up especially for us by Dwinell, Wright & Co., the famous Coffee Roasters

TRY THESE COFFEES



Worden Grocer Co.

GRAND RAPIDS

We have the agency for CURTICE BROS.' Celebrated Canned Fruits and Vegetables, among which we carry in stock:

- | | |
|------------------------|-----------------------------|
| Early Sweet Corn | Sftd Early June Peas |
| Ex. Fam. Tom. 3 lb. | Sw't Wrinkled Peas |
| Blue L'b'l Tom. 3½ lb. | June Pickings (Fr'ch Style) |
| Succotash | Preserved Peaches |
| Lima Beans | P'd Bartlett Pears |
| Refugee St'gles B'ns | Preserved Quinces |
| Golden Wax Beans | Egg Plums |
| White Mar'fat Peas | |

The packer's name is a guarantee of quality. Send us your order. The prices are right.

I. M. CLARK GROCERY CO.

Grand Rapids

Dry Goods

CLERK AND CUSTOMER.

Value of Courtesy Before and Behind the Counter.

Store manners, the behavior of salesmen and saleswomen and the behavior of shoppers, as displayed in the large retail establishments, are an interesting subject to study, revealing as they do naively, often brutally, always unconsciously, the real character and principles of conduct of those concerned. Individual traits, traits of class, of age, of race, above all of sex, are nowhere more broadly exposed than across the counters where men and women sell and buy. The caricaturist and the comic writers have long since realized this, and seized upon such salient points for their satire as the bargain day crush and the wholesale sacrifice scramble, but the subject is worth a more serious consideration.

Let us begin with the manners of clerks, for it is their manners and not those of their customers that are of the most importance, because as clerks they are, in a way, servants of the public, and thus under certain obligations to it, and because the position behind the counter, even when filled by a hireling, is the post of vantage. The shopper may, indeed, go away, but if he wishes to buy what the clerk has to sell he must submit to the latter's manner, whatever this may be, of selling it to him. That the manner of the salesman or woman is a most important element in the matter no one will deny. An agreeable, or interested or simply civil salesman or woman induces a purchase where a disagreeable, uninterested, or uncivil one—and there are surprisingly many such—will often drive an intending purchaser away. Storekeepers are well aware of this fact, and, consequently, in small stores where the proprietor himself does the selling or is able immediately to supervise those whom he employs for that purpose, customers almost invariably receive the civil treatment that is the real secret of many a tradesman's success.

In larger establishments, however, where both the selling and the supervision of those who sell are delegated to subordinates, the treatment of customers is often different. The proprietor's intention remains the same; in every store, however large, every clerk is expected to serve every customer with politeness, promptness and attention. This is the theoretical, the ideal state of the case; but the actual is such that while there are many large stores in this city where the best intentions of the proprietors toward their customers are carried out in the courteous conduct of their employes, there are others where these subordinates are notoriously uncivil, where every shade of rudeness from downright insolence to dull inertia is encountered by the buyers who, nevertheless, flock to their sales.

For, strange as it may seem, those stores where the behavior of the clerks is the least pleasant and often the most offensive are precisely those where the crowd of custom is greatest. To a certain extent this is a case of cause and effect. A continuous crowd of custom fatigues the clerks, tries their patience and dulls their interest by a too constant demand. That buyers, however, will continue to submit to the treatment that is the outward and visible sign of these effects, when they could get what

they want sold to them more civilly and cheerfully elsewhere, remains one of the most curious of the phenomena that meet one in the investigation of this subject. Within a block of each other, in the fashionable shopping quarter, are two large establishments dealing in dress and fancy goods. To all appearances they are in every way equal, except that in the one the clerks, as a mass, are perhaps the worst mannered in the city, whereas in the other they are equally civil. Yet the former has by far the greater run of custom. Nor is this to be accounted for by a difference in prices to the advantage of the more largely patronaged house, since these range alike in both. Of course, there are many persons who, having once experienced uncivil treatment in a store, never return to it again, or who, if they do, avoid the particular department where, or the particular clerk from whom, the uncivil treatment was received; but the great majority of shoppers go on submitting as if unwilling or indifferent or insolent service were a necessary part of their purchase.

The display of bad manners by clerks is especially marked in those departments of large shops where women sell to women. Here the primitive feeling of sex antagonism, which would seem to be stronger or at least less controlled in women than in men, together with the smaller animosities such as envy, color and race prejudices and the like, intensify the incivility so often shown. A salesman is consequently surly or impatient; he is sometimes fairly brutal in his attempts to bully a shopper—particularly when that shopper is a woman—into a purchase, but he is rarely indifferent, as the vast majority of saleswomen are. If the incivility of the latter ceased, however, with this indifference, the complaints against them might be dismissed, but it often shows itself, as every shopper knows, in a far more offensive form. Not long ago the writer was walking behind two ladies who had just come out of a well-known store. They were well-dressed, refined-looking women, with the hand-bags and hurried air of the suburban shopper.

"Oh, dear," exclaimed one of them in dismay. "I've forgotten that shirt waist! If I don't get it to-day I shall have to make another journey into town just for it." "Well, I'm afraid you will," replied her companion, "for you can't go back now. It's nearly 6 o'clock, and you know how they'd act; they'd not show you anything, and they'd be positively insulting about it, too."

This incident illustrates the condition of dread, if not of awe, to which many women shoppers are reduced by the ladies behind the counter, for ladies—young ladies—these saleswomen insist on being considered, however much their manners may dispute their claim. The persistence with which this much-abused title is dinned into shoppers' ears is often ludicrous in the extreme, as, for instance, when such a self-styled young lady at the same time turns her back on a customer, as a real lady would never do, and lets her wait while she discusses with the other young ladies the cut of a new gown or Tom's attention to Jennie at the dance the night before.

Another common disproof of such a saleswoman's claim to this title is the reception accorded to the appeal so familiar in our crowded stores: "Will you wait on me next, please?" A lady answers when she is addressed, or at least glances an acknowledgment to the

person addressing her. Not so the saleswoman; she might be a statue or a deaf mute for all the sign she gives of having heard. Sometimes the floor-walker himself, when appealed to by a weary or impatient shopper, is met with the same churlish stolidity.

Indeed, the floor-walker who is set over women has not a happy lot. They defy his authority, or, in submitting to it, do so in a way a man would not dare. Occasionally, they coquet with him, but, as a rule, they seem neither to like nor to fear him.

A few days ago the writer stood at the same counter with a gentle-looking elderly woman, who had brought back an article she wished to change. The saleswoman to whom she addressed herself interrupted her explanations curtly with "See the flawker."

"The flawker?" said the customer, in a puzzled tone.

"Yes; that's him over there," jerked out the saleswoman, pointing with her thumb at the floor-walker, who was standing near. In fact, these police of the trade seem to be regarded, at least by the women under them, very much as are the marines by the sailors on a man-of-war, the difference in sex adding, apparently, to the difficulty of maintaining discipline on the one side and to the presumption with which the attempts to do so are defied on the other. At least, in one large store where this function is performed by women in every department in which women serve, not only is the service exceedingly good, but the understanding between overseers and overseen is apparently much better than in those establishments where such overseers are men.

It is not usual, however, to find

women in this position, or, indeed, in any other of importance and authority, except, of course, where they are at the head of establishments of their own. In shops where both men and women are employed, the position of women is almost invariably inferior and subordinate. It is men and not women who sell the silks and fine dress goods that women wear.

"Why?" said a gentleman prominent in the dry goods business in response to the reporter's question. "Why, because to sell silk or any other fine dress goods something more is required than merely to tell the price and measure off the material. It takes judgment, skill, knowledge, information, and a certain feeling for color that women don't seem to get." It is men and not women who sell the jewels that women more especially prize. It is men and not women, in short, who do the fine, the higher grade dealing in every branch of trade, except millinery and dressmaking. The reason for this, as for the worse manners of saleswomen as a class when compared to salesmen as a class, is best given in the words of the gentleman quoted above:

"The trouble with women is that they don't take enough interest in business to excel in it. They resent being under the necessity of taking it up, even as the temporary makeshift they consider it. They all want to marry, they all mean to marry. Their minds are distracted with that idea while they are in business, and at the first opportunity to marry gladly give the business up. Naturally, they do not take the same interest or do as well as the man who is in to stay, whether he marries or not. A good salesman knows that his manners are an important part of his equipment

Our New Prints

And Napped Back Printed Flannels ARE IN.

All the best MAKES are represented:

Hamilton,
Pacific,
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Write for samples.

P. Steketee & Sons

GRAND RAPIDS.

Spring & Company

IMPORTERS and
WHOLESALE DEALERS IN

DRESS GOODS, SHAWLS, CLOAKS,
NOTIONS, RIBBONS, HOSIERY, GLOVES
UNDERWEAR, WOOLENS, FLANNELS
BLANKETS, GINGHAMS, PRINTS and
DOMESTIC COTTONS.

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

SPRING & COMPANY, Grand Rapids

for his business, the means of drawing custom to him. Every good salesman builds up a clientele for himself out of his employer's custom. It stands to reason that if a man or woman is well served and well suited in a certain store, when they want anything in the same line again they are likely to go back to the same store and the same person. Such a clientele is the beginning for an ambitious young man of a business of his own. Women, as a rule, lack that sort of ambition entirely; they don't exert themselves in a way to succeed. Of course, there are exceptions to this rule; and where a woman stays in business until she's too old to marry, or where for any other reason she has got that idea of marriage out of her head, she is apt to settle down into a first-rate saleswoman. Such women are invaluable in business, and you will generally find them in positions of trust and very well paid."

This gentleman, whose experience certainly makes him an authority on the subject, also maintains that the sales personnel of an establishment, as a mass is a reflection of its chief, and that where the former is "not up to the mark" it's because "there's a screw loose somewhere higher up."

This control, however, so far, at least as manners are concerned, would seem to be indirect—a matter of example, perhaps, rather than of precept, since there does not appear to be on the part of employers any direct and specific requirements as to the behavior of their employes toward their customers. The matter is left to the clerk's own sense of what is due.

Both salesmen and saleswomen are in the habit of attuning their manners to their customers' clothes, a shabbily dressed shopper receiving shabby treatment, while a well-dressed one is civilly, and an elegantly attired one cringing, served. Judging thus superficially, they sometimes make amusing mistakes. A lady of the writer's acquaintance had in wear last winter two cloaks. One was a valuable fur garment of the latest fashion, the other was a good but passe cloth wrap. While wearing the latter one stormy day she was so insolently treated by a salesman at the silk counter in a certain store that she left it, resolving never again to patronize it, at least so far as that department was concerned. However, some weeks later, when her indignation had cooled, she did return to that department, having reduced her boycott to the particular salesman whose insolence had so outraged her. He, evidently all unconsciously of having offended her, hurried forward to serve her with such alacrity that her indignation subsided still further and, instead of punishing him as she had meant to by declining his services, she suffered him to wait upon her, which he did in such a way that proved him to be an acknowledged knight of the yardstick. Finally, he even ventured to remark, in a tone expressive of admiration, "That's a fine garment you have on, ma'am, and comfortable for such a day as this." It was cold, and she was wearing her handsome fur cloak.

Of the manners of shoppers it is more difficult to treat, since the variety is almost as great as the endless procession of purchasers. The worst behavior behind finds more than its match before the counter. Indeed, the latter is often the aggravating cause of the former. Here, again, women are the worst offenders. Men, when they go shopping,

generally know beforehand what they want and how much they will pay, and they will get through with the operation as quickly as possible, to the saving of their own time and the clerk's patience. The result is that they are favored, even by a salesman, over women buyers; of a mixed company at a counter, the men, although they may not be the first comers, are likelier to get waited on first.

The woman shopper is terribly prone to dally; she does not know what she wants; or she wants so many things that she can't decide—where a lack of money sufficient to command them all compels such a decision—which of them to take. Frequently, it is the lack of decision itself, rather than of money, that makes her vacillate until the dealer's stock and patience, too, are exhausted. All shoppers and clerks are familiar with the woman who brings husband, mother, daughter or friend to decide the matter for her. A good salesman knows well how to deal with this psychological peculiarity in his women customers; he brings all the arts of suggestion to bear upon it, and often shows an admirable skill in guiding an uncertain mind to its conclusion. The bearing of a saleswoman in the face of this trying vacillation takes more the form of dumb endurance. She does not try to persuade or bully; she waits with more or less long suffering for it to find its own way to a conclusion.

"I don't mind how long a customer detains me, if she really means to buy," said a saleswoman to the reporter, "but there are lots of women who come in and try on garments just to fill up their time."

This is quite true; in every store such women may be seen wandering aimlessly about, picking up things and asking their prices, and laying them down again, to pass on to the next counter and repeat the performance. Against such pseudo-shoppers the clerk has no defense. He—or she—is obliged to show the articles and give the information asked for; but it is not to be wondered at that, after a few such experiences, the service thus imposed upon should become less willing and less polite, and that the bona fide shopper should sometimes have to suffer for it.

Vulgarity, aggressiveness and every degree of ill-breeding, or of no breeding at all, are displayed by those who come to buy. At times, the mere tone in which the errand is stated would arouse the demon in the breast of a saint. The superintendent's desk in a large store is an excellent place for observing the manners of shoppers. Here the customer comes who has any complaint to make, and the way in which it is made, not infrequently the complaint itself, is a fair index of the real character and social status of the individual. The refined person states the grievance quietly, the clever one concisely, and the voluble one in a deluge of words, and the coarse and ill-bred one somewhat in this wise:

"I bought and paid for a pink silk waist in this store a week ago. This is what was sent me," and a waist, also pink, was flourished angrily in the superintendent's face. "It ain't the one I bought at all. I've wrote to you about it; I've sent my friends to see about it; and now I want to know what you're goin' to do about it."

"Madam," asks the superintendent blandly—they are marvels of self-control and suavity, these functionaries—"are you sure this is not the waist you bought?"

"Of course I am," snaps the furious woman. "What do you take me for?"

A lady, of course, that she would insist upon. The title is as often misapplied before as behind the counter. In a laundry the other day such a lady was berating the proprietress about a pair of lace curtains which had not been done up to her satisfaction.

"I want you to understand," she screamed, at the end of her tirade, "that I am a lady, and I know better how curtains ought to look than you, who only wash 'em. I shan't pay you a cent," and out she bounced, slamming the door behind her.

The washers and ironers at the back of the room had stopped their work to listen, and as she made her noisy exit, one of them, a big fat Irish woman, came forward and looked out the door after her.

"Well," she exclaimed in her inimitable brogue, "if that thing's a lady, I'm glad I ain't one."

An English hat merchant once remarked that the state of his own trade enabled him to tell whether business generally was good or bad. The new hat is an article which the prosperous man desires and an unprosperous man can do without. Hence the frequency with which his customers renewed their head-gear was a good indication of the financial state of the people. If the remark applies equally well to this country, as it ought to do, business in the United States now is good. Many hat factories are active, some others are reported to be getting ready to go into operation and there has been some improvement in wages.

Bastard baskets must go.

Children's Brownie Apron Overalls



All the Rage,

And Just the Thing for the Little Fellows.

Made out of good quality double and twist blue denim. Assorted sizes in each dozen.



Order Quick!

Price, \$4 per dozen,
Net 30 days - - - -

Kuttbauer, Rosenfield & Co.

DETROIT, MICH.,

Mfrs. of "Monroe Brand" Pants, Shirts and Overalls.

MEAN men say
MEAN things, but we
MEAN just what we say

We are headquarters for

LUMBERMEN'S SUPPLIES?

Our line of **Duck, Kersey, Mackinaw and Leather Coats, Mittens, Gloves, Lumbermen's Socks and Kersey-Pants** is immense. Values that make a man's eyes "stick out." Send us your card and our Agents will call.

Voigt, Herpolsheimer & Co.

WHOLESALE DRY GOODS

GRAND RAPIDS

Clerks' Corner

How the Model Merchant Should Treat the Careless Clerk.

"I'd just like to get a lot of us fellows together and have you talk to us ten minutes with the privilege of answering back. We'd have some fun."

"I'll bet you we would, and when we got through, a good many of these storekeepers would think themselves 'pretty small potatoes and few in a hill.'"

It was only an exchange of pleasantries, but it forced upon my mind two important facts: That I am talking every week to "a lot of us fellows," who have the privilege of answering back, and that the thing to do is to hit as many birds as I can with the same stone.

Taking advantage, then, of the hint lately given me, to "haul the boss over the coals," I will ask that gentleman a question or two and see how he likes it. I'm going to ask him, in the first place, if he doesn't know that about all the fault which he finds with his clerks is traced directly to himself. A stream never rises above its source, and, while he may know little and care less about the antecedents of his clerks, he ought to know much and care more for what they think and do after their life stream mingles with his as they journey together to the Great Sea.

For instance, when that guy of a Tom came down to the store the other day—well, last week, to be exact about it—with a necktie on loud enough to raise the dead, then was the time for the merchant to have a talk with the well-meaning clerk on the harm he was doing to himself and the store. "That tie, Tom," he should have said, "shows that you mean well, but it's a regular 'give away.' Anybody can see that it's all silk and a good one; but you should be careful about wearing anything which attracts attention. That was the first thing I noticed when I saw you this morning. It kept my eyes on you until you came near me, and then I saw—what nobody likes to see—a bright silk scarf with a much soiled collar. A customer will notice that at once and the examination will be sure to go on. He will see, as I do, that you haven't taken good care of yourself. There isn't any particular reason why you shouldn't part your hair in the middle, if you want to—this is a free country—but there is every reason in the world why you shouldn't part it with your fingers; nor is there any reason why you should not make yourself generally acceptable in that particular direction. Mind, I don't want you to go to the other extreme. A dude is a nuisance, and, while you may not know it, anything like overdoing in the matter of personal adornment turns the customer's attention from the goods on the counter to the goods on your back and spoils many a bargain which would otherwise stand to your credit when the day's account of sales is made up. I guess your tie cost you half a dollar. Here's the half dollar, anyway. Take it, and get you some neckwear more appropriate. Overalls and cardigan jacket for the rough work, something appropriate and neat for the fine; and then, when you meet your customer, you have no prejudices to overcome and are ready with that salesman's knack you are developing to send her away with a dozen bargains when she didn't expect to make one."

That's what that storekeeper should have said. Instead, he lost one of the

best opportunities he will ever have to give a well-meaning clerk a half dollar; and, without knowing it, he became responsible for other blunders which that same clerk will be sure to make in that same line.

Boys, there are one or two facts which you ought to know and to which you are heartily welcome. They are fresh from the mint and came into my possession during the last twenty-four hours. Here is one:

I can't understand what a business man is thinking of when he employs a clerk with an unwholesome mouth. He may think that it is no concern of his, but I can tell him that right here in this city of Grand Rapids to-day there are clerks whose unwholesome mouths have driven customers away from his counters. Think this over, all of you, and a week from to-day I'll tell you how.


UNCLE BOB.

The Ethics of Getting Rich.

Prof. A. T. Hadley, in Yale Review.

On account of the mistakes of a few economists in confusing social and individual wealth, socialistic critics are frequently led to charge the economists as a body with glorifying the pursuit of wealth and making it the chief end of man. This is exactly the reverse of the truth. The economist views the pursuit of individual wealth, not as an end, but as a means to the general well-being of society. He shows that the effort to make money is a most powerful incentive to work in the service of the community—in fact the most powerful incentive the world has yet known; and that, within certain limits, the commercial success or failure of an enterprise is dependent upon the question whether the community needs it. To this extent he may be said to glorify the pursuit of wealth, in showing that it is a means of mutual service, instead of mutual robbery; an honorable ambition, instead of a base one. But in thus elevating it to its proper place in the social order he also reduces it to its proper place. By understanding the uses of the commercial system he is able to more effectively criticize its abuses. The day is past, if ever there was one, when indiscriminate condemnation of business methods and business ambition can be effective. The moralist who tries to show that money-getting is a mean thing overshoots the mark. His own acts in his daily life are usually enough to convict him of inconsistency. The economist, on the other hand, in pointing out the reasons why modern business methods are approved by society puts himself in a position to condemn those methods when they are carried to a point where they cease to be of social service and violate, instead of furthering, the purposes which have justified their existence.

It recognizes no competition--Signal 5.



Mr. Thomas
THE BEST FIVE CENT CIGAR
IN THE COUNTRY.
ED. W. RUHE, MAKER,
CHICAGO.
F. E. BUSHMAN, Agt., 523 John St., KALAMAZOO

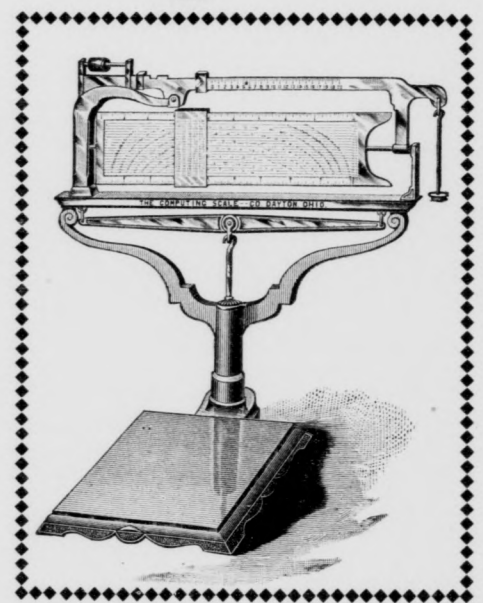
Computing Scale

More than 13,000
in use!

At prices ranging
from \$15 upwards.
The style shown in
this cut

\$30.00

which includes
Seamless Brass
Scoop.



For advertisement showing our World Famous Standard Market

DAYTON COMPUTING SCALES

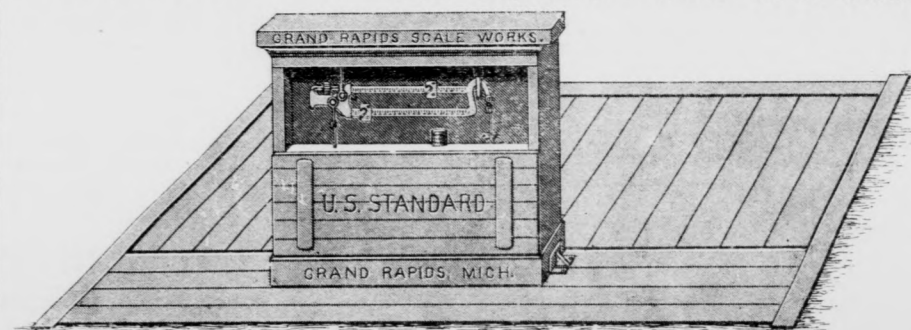
see last page of cover in this issue.

The Computing Scale Co.,

DAYTON, OHIO.

GRAND RAPIDS SCALE WORKS

Manufacturer of Latest Patent Improved U. S. STANDARD SCALES



Economically
Constructed,
Sensitive,
Quick,
Durable.

Best Farm Scale
known.

Send for circulars.

E. TANNEWITZ, Proprietor,

39-41 S. Front St., GRAND RAPIDS.

Major's Cement

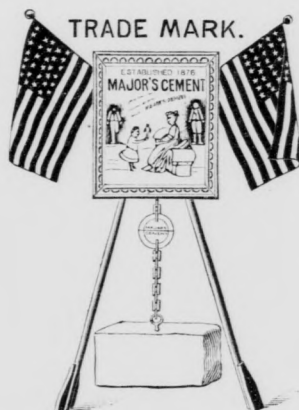
ESTABLISHED 1876. REGISTERED TRADE MARK No. 17,570.

TWO MEDALS awarded at the World's Columbian Exposition. Universally acknowledged to be the BEST and STRONGEST PREPARATION ever offered to the public



A. MAJOR.

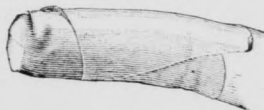
For Repairing China, Glassware, Furniture, Meerschaum, Vases, Books, Leather Belting, Tipping Billiard Cues, etc.



Price 15c. and 25c. per Bottle.

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

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



Then you can eat, sleep, work and wash your hands. This bandage protects and allows the sore to heal rapidly.

FOR OBSTINATE RUNNING SORES, use a bandage with absorbent cotton, like this:



PRICE LIST.

Major's Cement, 1/2 oz. size, 15 cents.	per gro.	\$12 00
Major's Cement, 1 oz. size, 25 cents.	per gro.	18 00
Major's Best Liquid Glue, 1 oz. size, 10 cts.	per gro.	9 60
Major's Leather Cement, 1 oz. size, 15 cts.	per gro.	12 00
Major's Leather Cement, 2 oz. size, 20 cts.	per gro.	18 00
Major's Rubber Cement, 2 oz. size, 15 cts.	per gro.	12 00



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

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

A fine 4 ft. Thermometer, Folding Chair, Out-Door Sign, or Showcase Box and Tumbler, given away with small orders. Write for particulars.

If you handle Major's Cement and haven't a Showcase Box and wish one, we will send you, expressage prepaid, the Box, also a Tumbler.



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

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

Shoes and Leather

WEARING OF THE SHOE.

Sure Indication of Character in the Manner of Demolishing Leather.

The feet are a most interesting study. I have spent many months in perfecting theories and proving facts, and consider the reading of character simply from one's feet of great practical service. You may safely choose your friend by the way he wears his shoes and abide the issue. No doubt you will say that some of the theories presented are startlingly original, but I have confidence in my claims and challenge your reasoning powers.

In the first place I have observed that people with very large feet are dictatorial in a degree, can stand much physical endurance and have functions of defense that bring them in wealth and security; faculties for economy and caution generally lead them into being a policeman, if a man, or a desire to vote, if a woman.

The function of ambition is somewhat mysteriously seated in the heel and causes one to pound the floor if seated, often giving no let up until a layer or two of the leather is loosened just enough to catch in a splintered board and throw one. A new shoe with the heel battered on the back sets the wearer down immediately in my mind as over zealous. He has ambition, but no executive powers.

A strong, elastic tread that wears a sole evenly, indicates a cheerful nature that carries a fountain of sunlight about it; quite contrary to the person over ambitious who kicks out the heel; he never laughs and has a smile more cadaverous than his look.

A woman editor, a wee mite of a body who gets through more work in a half day than some men can do in three, every now and then unconsciously proclaims her sunny character, good will and kind-heartedness by bursting out with: "Why, look at my shoes; they have gone all to pieces in one day!" A shoe that decays like the "wonderful one hoss shay" is always worn by one who makes his own sunshine, furnishing enough for a family besides. The motto of such a person is: "Care to our coffin adds a nail," etc.

A young man acquaintance who is egotistical and unpleasantly independent kicks forward with his feet while talking as if thereby to emphasize his statements. By observing others with the same habit, I note that such habits go with egotism.

Give wide berth to the person who walks turning his feet unusually far out. He is not truthful as a rule. Although he is eager to make promises, he will throw them off as easily as he does the clods of snow that gather on his shoe top.

There are nervous feet that twist and writhe; that keep up a tap, tap, tapping until they almost drive one mad. Those that don't beat time strive to work themselves out of the boot, and no wonder, for the owner is restless, has a shrill voice that pierces one's soul, enunciates with a quickness that startles and is apt sooner or later to have nervous prostration or perhaps a peculiar stomach trouble brought on through excessive worry and impatience. These feet are always well dressed and often belong to politicians, journalists and public speakers.

I have learned to look out for the feet

with the velvet tread, cat-like grace and swaying elegance of the tiger. These careful feet are generally shod in hand-sewed shoes with dainty tips of shiny leather on the toes. An explanation can be given for every move they make. Such feet often belong to leaders in dishonest political deals, ministers who are not true to their preachings, women who are fond of gossip, and to people who believe in getting all they can out of friend, then throwing him overboard.

There are other feet that are irregular in their stepping and full of joy and carelessness. They are never encased in tight shoes, the toes are broad and oft-times the leather is calfskin, but soft and elastic; the owners of such feet are the people you want to call upon when in trouble and need the quick, light, willing step of a sunny-tempered friend.

The broad, good-humor foot sometimes goes with bow legs. The owner of such appendages will have the reputation of being jovial and it is impossible to keep from laughing when he is around. Knock-knees and a cramped, stiff foot invariably go with persons whom you are unconsciously and everlastingly pitying. There seems to be no spring in their life, they jolt along, getting the benefit of every knock and jar that comes in their way.

I have my mind on an office boy when I speak of feet with the firm quick tread. He is bound to amount to something, for the toes point straight ahead of him, never striking against things, never in the way; they are full of elasticity and vim, striking the floor in a manner that means business every time. There is grit in them, too, and courage, for they walk right ahead when told they must reach a certain point at a certain time.

There is the long, narrow, thin foot. Such a foot is cautious and seldom leads its owner astray. The imagination that goes with this foot is not very vivid and takes no wild flights. There is a living in the present, the ambition is not great, but no laziness is there. The shoes generally look well; they grow old without being wrinkled or run down at the heel; there are never any buttons off or laces broken. They seem to always look attractive without any special attention being paid to them, yet I don't like these feet as well as I do the short stubby ones.

The thick, short, well-knit, stubby feet are noted for their quickness, and though they may have many places to go they are generally late, but at the same time there is so much good humor, frankness of character and merriment connected with them, that though they break all rules of etiquette in the matter of punctuality, they are generally welcomed with greater enthusiasm than some of the precise, never-making-mistake kind.

Other feet have great responsibilities. The shoes of them are sometimes run down at the heel; they are large and heavy, and they sometimes stumble about, not awkwardly, but blindly. Such feet are never elegantly dressed and the shoes are seldom blackened; they are not at all stupid feet, but a solid, watchful kind that always stop at the first sign of danger and are ready to walk through fire if necessity calls for it. Above them is a head full of thought and purpose, and power and a heart worth its weight in gold are ever to be found in close connection. There is a will of iron, and a tender hand full of sympathy in the hour of trouble.

You will notice in the row of feet

W. A. McGraw & Co.

SUCCESSORS TO

A. C. MCGRAW & CO.

RUBBER DEPARTMENT

Make it their business to carry in stock goods not found in shoe houses. Our salesmen will call upon you as usual.

W. A. McGraw & Co., Detroit, Mich.

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.

Agents for the

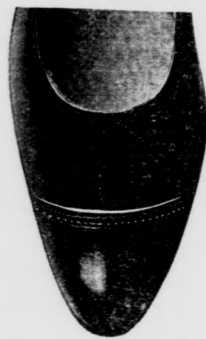
BOSTON RUBBER SHOE CO.'S GOODS



LINDEN NEEDLE TOE.

Goodyear = Glove = Rubbers

Are the Best.



Hirth, Krause & Co.

We Carry a Large Stock.

GRAND RAPIDS, MICH.

HEROLD = BERTSCH SHOE CO.

Manufacturers and Wholesale Dealers in

BOOTS, SHOES & RUBBERS

5 and 7 Pearl Street

GRAND RAPIDS, MICHIGAN

State Agents WALES-GOODYEAR RUBBERS

We carry in stock Regular, Opera, Piccadilly and Needle Toes.

We are prepared to furnish a Rubber of superiority in quality, style and fit.



seen in a car that some are encased in sleek, well-polished shoes, with gaiters to match the dress or trousers. These people have a lot of time, their hours of work are few. If you look above them you will, without doubt, find a merry face, free from wrinkles and lines of care. He may be a dude; she a belle. For lack of occupation they lead the owners into all kinds of reform movements and philanthropic clubs.

Another kind turns up at the toes—turns up so decidedly that it is an impossibility for them to get a jar or a shock; they slide over everything with the greatest ease, so does the person who owns them; he makes the most of his opportunities, has contempt for the fopperies of life, has a certain sense of humor, though is inclined to take life rather seriously; is a stupid companion, socially, but a good one in finances.

There are other feet that are seen on the athletic grounds. They are peculiar in a way, for they are springy, not too long or too broad, but just right. There is enough self-adoration to make them look neat, but never enough vanity to pinch them. Feet that take to athletics, unless they make the sport a fad, generally carry a body that is full of vigor, health, animation, and a brain that is laden with good common sense.

There is the nervous foot that the shoe must shrink to. There is the practical foot with the thick sole and low heels, broad and well braced. There is the aggressive foot, which seems connected to the shin with a hinge. Then there is the broad, normal size that, when once placed, does not swerve one hairsbreadth until called upon to move the body; these feet look like empty shoes slipped under the edge of the dress merely for effect; there is no life in them, neither is there much in the wearer. Then there are the re-assuring feet, which are found in all kinds of shoes but expensive ones; they are always in a rush; the owners never stop longer than to say how-de-do. In one way they are unsatisfactory, because you never see enough of them. There is a gay foot dressed in fancy colors, no matter what the weather; they are always ready to dash into a waltz or come down in a jig, and are a great bore to the solid, ambitious foot that grows brown and gray for lack of attention, and looks upon its high-polished neighbor with disdain.

A woman in the street with a foot that looks like a miniature Cinderella's must be put down immediately as narrow-minded, simpering and silly. I much prefer the mannish boot, for if we must go to extremes let us take the one which is the less detrimental to the health. A woman who wears a shoe too small for her has a soul too small for her body, but I am glad to say the women of such description are growing less in number every year.

A woman who wears a shoe to match her gown shows great artistic taste, a possessor of lots of time and lots of money; and a woman who brushes her shoes with a "bit of old merino" and "wings a small sponge out of cold water and washes them" every night before retiring, is on the verge of what seems insanity or imbecility. The secret of pretty feet is in the selection of shoes. They must not bind, and must have sensible heels that do not throw the weight forward on the ball of the foot, and thus unduly broaden it. They should be neatly laced or buttoned, never limpy or run down at the heel. These dainty feet, with arched insteps

and slender ankles make one's headache if time is taken to stop and think of the pain that woman must be suffering while she wears the uncomfortable bit of leather.

Properly shod feet, as to comfort, health and neatness, show a properly well-balanced mind every time.

KATE KENSINGTON.

Expedients to Cheapen Shoes.

Manufacturers are trying in every way possible to cheapen the cost of shoes. The high price of leather forces them to expedients never before thought of, and especially is this true regarding the cheaper grades. There is a large factory in Maine which is turning out a compressed paste that is extensively used in the manufacture of shoes. Large quantities of them are shipped to other countries, and they are also used in this country. People in buying these goods think they are getting the genuine article, as the appearance is just the same as leather. This class of shoe wears very well if kept dry, but after a good soaking, or twice wearing in the rain they will tear and are of little use thereafter. It is cheaper in the end to pay a little more and get reliable goods that will give satisfaction.

Sheepskin is being used a great deal by manufacturers to cheapen the cost of shoes. This is being done by some reputable houses, which use it as a substitute for dongola calf and kangaroo. The process of tanning has been so improved that in appearance the fraud cannot be detected. In dry weather sheepskin will give fair satisfaction, but as soon as it becomes wet the leather goes all to pieces. It lacks the toughness, the durability of calfskin, and if the shoe is a little tight will give way under the pressure.

A large number of Eastern manufacturers have been in this market during the last two weeks, but they have not taken many orders for spring. When orders are taken the manufacturer covers himself at once on the leather. There is a feeling among the manufacturers that should they go in the market and try to buy any large amount of stock it would push the price of leather several notches higher, and this they wish to avoid. This is the season when the largest quantity of leather is cut, and this has an important bearing on the situation.

The United States Leather Company, otherwise known as the leather trust, has recently added \$8,000,000 to its enormous capitalization, which already reaches \$120,000,000. The profits of the trust by the advance in leather have been enormous.

French Shoes and Shoe Stores.

From the Shoe and Leather Gazette.

It is peculiar that France has very few shoe stores of what may be termed the first class. Paris, that Mecca of the fashionable world, is singularly devoid of elegant and luxurious retail shoe establishments such as give to American and English streets a handsome appearance when located near stores of equal gorgeousness in other lines.

Perhaps this is owing in some measure to the fact that French shoes are not the graceful, artistic articles of foot apparel to which Americans are accustomed, but are built more for comfort than looks, as a general thing.

The men's shoes made in French factories are coarse, ill-shapen and poorly made. Women's shoes are little more slightly than men's, but are made particularly comfortable by the last being narrowed and rounded at the bottom so that the tread brings the upper close down to the foot, which has also the effect of giving to a fat foot a petite appearance.

Notwithstanding prices charged for shoes in the French capital are extravagantly high, there is said to be but one really high grade store, as we would regard it, in the entire city, and this one is naturally very successful. Here seems to be an opening for American manufacturers to push their goods through retail stores.

Owing to the Great Advance in Leather,
Boots and Shoes are necessarily much advanced in price.

REEDER BROS. SHOE CO.



Have a great many things purchased before the advance that they are still selling at old prices, and balance of the line at not one-half of the advance of the cost to manufacture the goods to-day. It will pay you to examine our line of samples when our representative calls on you.

Reeder Bros. Shoe Co.

5 and 7 North Tonia St. Grand Rapids.

Candee Rubbers



Dealers, Please Take Notice = = =

Prices advance 5 per cent. Oct. 1. Until that time our prices on Candees, 20 per cent. discount. Federals and Jerseys, 20 and 12 per cent. discount. Imperials, 20, 12 and 12 per cent. discount. A delay in placing orders will cost you money.

We have a full line of Felt Boots. We also carry the finest line of Lumbermen's Socks in Michigan.

STUDLEY & BARCLAY.

NO. 4 MONROE ST. Grand Rapids, Mich.

Wooden Shoes

Puymbroek Wooden Shoe Co.

803 Mich. Trust Building, GRAND RAPIDS



A. HIMES
Wholesale Shipper

Lime
Cement
Sewer Pipe
Etc.

COAL
1 CANAL ST., GRAND RAPIDS.

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

COAL

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

THOMAS E. WYKES

COAL

Wood
Lime
Sewer
Pipe
Flour
Feed Etc.

Correspondence Solicited.

45 South Division St. GRAND RAPIDS

G. H. BEHNKE

Prompt shipper of

COAL

Flour Feed Hay

30 E. Bridge St., Grand Rapids.

Morgan & Co.

Manufacturers of

AWNINGS, TENTS,

FLAGS AND CANVAS COVERS
YACHT SAILS A SPECIALTY

187 Jefferson Avenue
DETROIT, Mich.

We Have It

In any amounts you may want from a gallon to a carload.

What? A chemical compound that will absolutely fire proof wood?

Yes Sir.....

And we earnestly invite you to call on or write us for full particulars and prices. Also headquarters for the leading brands of Building Papers, Roofing Paints, Ready Roofing, and in fact we are Jobbers of all kinds of Roofing Materials.

H. M. Reynolds & Son,

GRAND RAPIDS, MICH.

THE SWEAT-BOX.

Necessity of Reform in Some of its Methods.

Those who by mishap, misfortune, or something worse, are helplessly and hopelessly conducted into the perspiration department of any institution are seldom anxious to get there and afterwards a dip in the warm bath are in no danger of buying a ticket for a return trip. For all that, it is a necessary department in all sorts of conditions of industrial life.

In railway service it has a well-rounded and vivid sunflower bloom and the executive power, seated on a revolving chair in its torrid limits of wainscot or rough pine, has supreme and unquestioned authority.

If what is figuratively known as "chopping off heads" was of the Rob-

culprit must answer for the lapse in the department where nothing freezes but a salary and a situation.

We are of the opinion, both from experience and observation, that while what is known as the sweat-box is as necessary as an office in railroads and workshops, there is need of reform in some of its methods.

Inquiries into accidents, reported neglect of duty, insubordination and other forms of disaster or offense are not always what they ought to be in equity and impartiality. We have known cases where men have been deposed on unverified statements and with but one side of the case considered.

Personal spite or malice too often find the sweat-box a valuable assistant to their evil designs. It is a short cut for even a good man into the street when he has become objectionable to a clerk with

a prisoner is charged with stealing a watermelon or a horse and we can do no less with a workingman in the shop-court room.

We need not say that it would be well if managers and heads of departments did not leave their hearts at home when they shut the door. We know that in a certain sense there is no standing room for sentiment in business, but we have yet to find out the reason why a man in control or management of others should consider their interests and rights beneath his notice. For such as these it is a consolation to remember there is a sweat-box to which there is no back door.

To the many whose souls have not run into pig iron and who would in all things be both just and generous in all their dealings with men, the sweat-box can be made not only "a terror to evil-

should not depreciate its value by making it apologetic or weak in any particular. This can be done in the typographical arrangement, in the wording and by inclosing it with other printed matter. Advertising circulars destroy effectually the object of a statement.

If mailing advertising matter pays, mail it by itself, but if you are expecting favorable results from the statement by combining the two, the chances are surely against you. One might argue that it costs two cents anyhow and why not put in circulars to make up the ounce? They might do some good, but destroy the effectiveness of your statement. The policy of getting something for nothing, or trying to, has ruined many fair prospects in business.

Many houses stumble over the question of drafts, but if, when the very first monthly statement is sent showing any-



ESTABLISHED 1865
INCORPORATED 1869



B. W. PUTNAM, PRES.
J. M. BARNETT, V. PRES.
HENRY IDEMA, SECY. & TREAS.

Grand Rapids Mich August 8,

1895.

E. A. Stowe, Esq.,

Michigan Tradesman, City,

Dear Sir--This week's issue of the Tradesman comes to us in its new suit, and we must say that for neatness, cleanness and typographical correctness, it will compare favorably with any of the trade journals that come to our table; and your efforts to create a trade paper that is a trade paper--comprehensive, accurate and up-to-date as relates to market conditions, teeming with bright editorials concisely written on topics of the hour, interspersed with interesting fiction in small quantities that always points a moral--make it welcome alike in store and home; and the air of thrift and progressiveness apparent from cover to cover, the symmetrical beauty and multiplicity of advertisements--representing as they do, all the foremost jobbers and manufacturers of the Valley City--must be a source of pride and profit, as the paper is a credit to its proprietor and to the city. Long may it improve and thrive under its present able management.

Yours very truly,

The Putnam Candy Co.

By *H. J. Lawrence*

espierre type, that sardonic gentleman with a peculiar appetite for heads without owners would wish for a second birth of the nineteenth century.

In many of our factories and mills, our mines and shops, as well as our law courts and police stations, the sweat-box is a piece of warm furniture. If a man has broken a tool or forgotten to oil a bearing; if a motorman has passed a street crossing and neglected to take up a passenger, has grazed the hub of a wagon wheel or closed the biography of a dog; if a molder has wasted time and iron in bad castings or a plumber has left a free passage for gas or water in a pipe connection; if a clerk has mistaken a figure three for an eight, and puts cents on the dollar column of a ledger; if, in fact, anything has been done contrary to rules and instructions, either wilfully, maliciously or innocently, the

more collar than sense or to a foreman who has more bile than honor or manliness in his make-up.

Many a name is struck off the pay-roll and many an honest man robbed of the opportunity to earn his bread and find bread and shoes for his family not for real but for alleged offenses--sometimes to make a place for a friend; sometimes to get rid of a man whose only fault is that he has none or because his native brightness or skill in his work might make him a rival. For these and other reasons, almost as numerous and often as unclean as many of the animals which found free lodgings in Noah's Ark, good men and true find their way into the street via the sweat-box.

Whenever a man's character and his bread are at stake, no pains should be spared to get the whole truth and nothing but the truth. We insist on this if

doers but a praise to those who do well."

FRED WOODROW.

The Sending of Statements.

There are statements of account and statements of no account. Observation of some thirty before us shows that only five of the number convey any intelligent idea of the expected result. If you send it "only for comparison," say so plainly; but do not waste too much time sending statements for this purpose alone. If it is sent as a reminder that the account is due, say so, politely, yet forcibly. About one-half of those before us are mere apologies--weak-kneed affairs which disclose weak business methods.

The manner in which the statement is inclosed has its effect also. A man who receives a statement seldom attaches to it the importance you do, therefore you

thing due, notation is made of intention to make draft within seven to ten days, it will start the account right.

The good business man and the best trade for which we are looking will not think less of you for wanting your money when due.

Many hesitate to notify a new customer of intention to make draft, and this is just where the error is made, for if from the beginning, unless prompt payments are made, you make draft, there will not be as much difficulty as if the account at first was allowed to run indefinitely and then when such is past due, you provoke your customer "because you have never drawn before."

W. S. PARK.

Have you tried it--Signal Five?

Bastard baskets must go!

MEN OF MARK.

John P. Hemmeter, Manager of the Hemmeter Cigar Co.

I have just listened to a story as full of interest as a well written romance. "From towpath to White House" has been in my mind from the beginning to the end—with this difference: that Garfield's life, while beginning with poverty and surrounded by the vicious influences of the canal, was soon changed for a higher order of existence; but this one, with a beginning equally as humble, drifted into a saloon, and with that for a stepping stone, in spite of the odium centering there, clambered up the heights where he stands to-day, a living example of what a man can do in the midst of unwholesome surroundings, if he will.



John P. Hemmeter was born on a farm, two miles from Saginaw, Aug. 13, 1862. His parents were German Lutherans and, when the boy was old enough to learn to read, they sent him to a school of that sect, where he remained until he was thirteen years of age. School over, he still staid under the parental roof until he reached his majority, and then, taking off his coat and rolling up his sleeves, he was ready to begin wherever fate should decide.

At first it was simply a change of place, but the same old work of "choring around" went on for three months for Geo. L. Burroughs, of Saginaw, a place better than he could find at home, for there was more money in it. With money still "his plea," he found he could do better for Geo. W. Morley, of the same town, and for six months he rendered him good service. That brought him to the season for rafting logs; and, leaving behind him his record as a chore boy, he entered the service of the Tittabawasee Boom Co., as a raftsman.

It was here that he earned his spurs. The season was at its height and the business which gave the commercial world a new word was literally on the "boom," when all hands struck. For the moment the company was powerless. The shock came with the suddenness of a bolt from a cloudless sky and, not knowing which way to turn for relief, they were rejoiced to find one man among the many who, with a No! to the strikers that started the saw-logs, reported to the company for duty. That man was John Hemmeter. The company caught its breath. The strikers lost

theirs and the booming logs went down stream as if no strike had been declared. That settled the business for Hemmeter. He had proved himself the man for the hour and from that time he had a firm friend in the Tittabawasee Boom Co.

The work was not, however, to his liking. It was hard and dangerous; and, when the season was over, he went to clerking at the American House, at Saginaw, where he staid three months. This led—naturally, it seems to me—to the bar-tending, which followed, in a general liquor store, one of the worst places in the world for a young fellow and one which, nine times out of ten, will ticket him to the devil and ensure his safe arrival. He was there a year. Then he became bar-keeper for a sample room for four months; and then, concluding that he might as well have whatever profits accrued from the saloon business, he opened a saloon of his own.

There is no use in saying here that the best friends of the man were sorry when this step was taken. More than one heard of it with a sigh and a "Good bye, John." It would be the old story, told in the old, sad way, with the old, sorrowful ending; and with an "It's too bad," they went their way and he went his. He was in that saloon for seven years, and when he found himself its owner, the old spirit that showed itself at the strike of the log runners appeared in that saloon in all its strength. Not a card or a card table was ever seen inside its doors, not a dice or a dice-rattle was ever heard upon its counter. There was no "rushing the growler" on Sunday and if there ever was a respectable saloon in the wide world, it was found in Saginaw under the ownership of J. P. Hemmeter.

Such a thing as that soon attracted attention. Looked upon at first as a condition to wear away in time, it came in time to be considered as a phenomenon. Men spoke about it to one another. Citizens who never had seen the inside of a saloon came in to see and went away to report. The friends who knew him in his earlier days were, and yet were not, surprised. They were afraid, and yet the outcome was what they who knew the man had every reason to expect. So he went out and came in among them and with them, not only respected but kindly thought of, and the saloon life came to an end.

A cigar establishment had been for months upon the decline. It needed a manager; and when, one day, there had been a preliminary talk among those interested in the business and a conclusion had been reached, one of them went over to the Hemmeter saloon and had a talk with the proprietor; and I am glad to give the substance of this talk for the benefit of those whose young eyes have looked upon the saloon and wondered why it is not a business good enough to follow.

"John," said the man of business, "we are needing a new manager over at our cigar factory and we have made up our minds that you are too good a man to stay in a saloon. Here's a place where you can turn your time and your talents to good account and we want to help you. Give up this business and go into something that is respectable. We know that your place has been respectable, so far as it is possible to make a saloon decent; but, after all, John, it isn't a business a man of your stripe ought to engage in and we want you to come with us."

There could be but one result. A

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GRAND RAPIDS, MICH.

stock company was formed under the name of the Hemmeter Cigar Co., with John P. Hemmeter as Secretary and General Manager, with headquarters at 122 and 124 South Hamilton street. The enterprise began business some time in 1875, with a force of ten hands. It now has seventy-five hands, with a pay roll of \$750 a week. It is a success and has been from the time Mr. Hemmeter took the management. The old spirit that opposed the walking delegate on the booming ground and whose thundering "No" gave strength to the Boom Company's paralyzed arm has forged its way to the front and, in spite of the saloon, in the widening field of a legitimate business, is making its wholesale influence felt upon the community in which its possessor lives.

Contract Requiring Breach of Confidence Is Void.

An agreement by the bookkeeper of a corporation to disclose its financial condition to another party is void, and it is immaterial that such other person is a stockholder of the corporation. In the case of Davenport vs. Hulme (32 N. Y. S. Reporter, 803) the Superior Court of New York city makes the above decision and says: We have no hesitation in condemning the agreement on which this suit was brought as absolutely void and unenforceable, and approve the action of the trial judge in dismissing the complaint on this ground. It involved a clear betrayal of trust by the bookkeeper and was utterly sordid and conscienceless in its purpose and conception. He was an employe of the company holding a place of trust and confidence. The information he had obtained in the course of the performance of his duties belonged to the company and was not his to use against his employer or to dispose of to his own advantage. When he agreed to barter it away in the manner proposed he not only violated an obligation to his employer springing out of the contract of his employment and the relation in which he stood to the company, but the whole transaction was, in foro conscientiae, flagitious and indefensible. The law has sternly set the seal of its disapproval and condemnation upon such acts. It reads into every contract of service an obligation on the part of the servant to be faithful to his employer in respect to matters within the scope of his duties and pronounces any violation of such duty to be a breach of contract, for which the servant may be discharged. The betrayal to others of facts which have come to his knowledge in the house of his employment, and which are confidential in their nature, is within this principle, which applies with peculiar force to the office of a book-keeper. His employer is compelled to confide to him almost every detail of business venture and financial condition. The knowledge he thus acquires is usually of such a character as to expose the employer to loss and possible serious disaster if promulgated to others. The obligation, therefore, is proportionately great to preserve inviolate the confidence reposed in him which the performance of the duties for which he has been employed has rendered necessary. There doubtless are cases in which the prevention of fraud or other service of the ends of justice create exceptions to the rule, but this case does not come within any such modifying principle, and it is not necessary to discuss them. A violation of duty of the character above mentioned also involves an element of moral turpitude.

It is a recognized and firmly-established maxim in the law that ex turpi contractu actio non oritur, and no person, so far back as the feudal ages, was permitted by law to stipulate for iniquity. But authority is unnecessary to support so plain a proposition. The consideration for the agreement in suit was illegal and the contract sued upon never had any legal inception.

The contention that the agreement was relieved of the taint of illegality because

the party to whom the disclosures were made was a stockholder and entitled to the information which was the subject of the barter is without legal support. Assuming the existence of the right it by no means follows that the book-keeper was entitled to give it. He was the servant of the company, not of the stockholders. He was neither employed nor could he be discharged by them. His whole duty was to the corporation represented by the directors, who managed and controlled the business, who were alone entitled to exercise corporate powers, and to whom he was solely responsible for the proper discharge of his functions. Such an agreement as the one in suit, though made with a stockholder, is as much within the rule of prohibition as if entered into with a stranger. Stockholders must seek the information they are entitled to through the proper channels and not by corrupting the employes of the company. The book-keeper had no other thought than his own profit, and he drove as hard a bargain as he could in his attempt to make the utmost farthing out of a shameless act. The agreement sued upon presents itself as a mere bargain for the betrayal of a trust, without qualifying circumstances, which the law repudiates and which no court of justice will enforce.

Proposed Chemical Combination.

From the N. Y. Shipping List.

Vague rumors have been circulated for some weeks concerning negotiations now in progress to unite the leading manufacturers of heavy chemicals throughout the world. Advices to that effect have come from England, and the fact that forward delivery prices on alkali, caustic soda, sal soda and soda ash have been advanced recently is considered rather significant.

Inquiry among representatives of home and foreign manufacturers failed to throw any light upon the situation. In every instance all knowledge of the alleged negotiations was denied, and in some quarters the report was emphatically denied. However, there is a feeling that some action is necessary to make the business profitable. For a year or more competition has cut prices to a low point, and consolidation is considered the only salvation unless the law of the survival of the fittest is allowed to follow its natural course. The latter as a heroic remedy for overproduction, is seldom adopted, however.

According to one of our informants the trade is expecting some developments from abroad which may have reference to the three American heavy chemical manufacturers located in Syracuse, N. Y.; Wyandotte, Mich., and Saltville, Va. The opinion has been expressed that future arrangements may mean the development of factories here to supply the whole demand of the United States without resorting to the necessity of importing, and in this connection we have been asked to look up the present connection between a leading American heavy chemical works and one of the principal concerns in England. It is denied that any relation exists between the two, and there the inquiry rests for the present.

Whatever is done will not affect the bulk of next year's business, as contracts have already been made ahead for heavy chemicals by the glass and paper manufacturers. They will doubtless have to pay more money the next time they enter the market for supplies, and in addition to the articles mentioned above, prices may harden on bleaching powder, bicarb soda, chlorate potash, salt cake, etc.

Sparta Sentinel: The Tradesman of Grand Rapids has placed a new Thorne typesetting machine in its office and that journal came out last week in a new dress—bright and sparkling as a girl in a new summer suit. Not only is the Tradesman of interest to business men, but to the family as well, the local writer's aged mother (68 years old) taking great pleasure in reading it, and if we do not take it home she will remind us of it. We wish Editor Stowe unbounded success.

Merchants

If you want to please a few cranks, who don't patronize you, insist on having blue label cigars. But if you want to give your patrons the worth of their money with cigars made by clean honest people, give them

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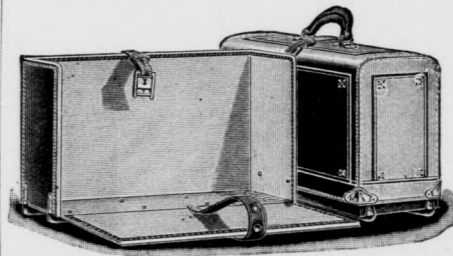
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Wholesale and Retail. Sample Trunks and Cases Made to Order. Repairing neatly done.

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OF COURSE YOU HANDLE

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For Sale by All Jobbers.

SEE PRICE LIST ELSEWHERE.

EVERY PACKAGE 16 OZ. NET

WITHOUT GLAZING.

Perfectly Pure Coffee.

WOOLSON SPICE CO.

TOLEDO, OHIO, and KANSAS CITY, MO.



Wash

Day

Nearly every woman dreads "wash day" with its drudgery and discomfort. Some women have found out that there is one great aid that helps to make lighter the work of washing clothes. That is

OAK-LEAF SOAP.

It takes the dirt out without excessive rubbing—leaves the clothes clean and white, without injury. You can well afford to give it a trial. Get it at your dealers. A catalogue of beautiful pictures free.

GOWANS & SONS, Buffalo, N. Y.

Vehicles

Opinion of a Leading Manufacturer on Delivery Wagons.

Written for THE TRADESMAN.

It affords me the greatest satisfaction to notice the effort the Tradesman is making in an endeavor to convince the dealers and merchants of the necessity of an improvement in their delivery and freight wagons, and I have read with much pleasure the articles published in the Tradesman on that subject.

Being a wagon manufacturer, I probably notice the great assortment of non-descripts much more particularly than others; yet I am convinced that the general public notices and comments on the poor quality and design of the delivery wagons in use by merchants throughout the State and, particularly, in Grand Rapids. Our merchants will exhaust every resource to make an artistic display of their goods; will use every precaution to prevent their being damaged, yet, when these goods are sold, they are sent to the buyer with no thought as to their condition when delivered or in what kind or shape of vehicle they are delivered.

I contend that a fine display of goods should be invariably delivered to the consumer in as perfect condition as when placed on sale. In order to do this, it is absolutely necessary that a vehicle should be provided suitable to those requirements. As a means of advertising and of bringing the dealer prominently to the eyes of the public, a fine appearing wagon affords great opportunity.

The wagons in use by our merchants are constantly under motion and, consequently, present exceptional opportunities for successful advertising. If a wagon is neat and tasty in construction and finish, it at once attracts attention, not only to the wagon but to the owners and their business. If a merchant desires to keep his name and business before the public, can there be devised any better means than that afforded by his wagons?

The merchant alone is responsible for the present deplorable condition of the delivery wagons seen on our streets. In former years the question, "What is the quality?" was first asked, price being an after consideration. Now, the first question is, "What is the price?" quality and adaptability to the use for which it is intended not being given a thought.

The manufacturers, as a rule, are not given to selling wagons at less than cost, and, as a result, an inferior article is produced which soon becomes a disgrace to the owner and to the manufacturer.

The life of any vehicle depends largely upon the care it receives. It should be properly housed when not in use, oiled and washed at least once each week, and thoroughly painted once in each twelve months. By doing this the life of any wagon is greatly lengthened, while the vehicle is made much more presentable.

It is a supposable case that when one embarks in business he expects to maintain his position against competition and to endeavor, through the quality and neat display of his wares, to distance his competitors. The store and fixtures are thoroughly modern, the goods are displayed to the best possible advantage, and he and his clerks are polite and painstaking. As a result, he secures the desired trade. Why does he

not make victory complete and deliver these goods to his customers with the same display of neatness he exhibits in and around his place of business?

In most instances his horse is a shadow, his harness old and soiled, his wagon misshapen, bruised by hard knocks, and defaced by mud and time—in fact, the entire outfit has the appearance of decay and neglect. This, necessarily, must effect and counteract many of his previous efforts to secure patronage.

H. P. BELKNAP.

Eating Bones.

One of the New York reformers who would improve the diet of mankind has just put out a proposition for the eating of bones after they are ground fine. He holds that under the existing regimen the bones of the human frame are not properly supplied with the chemical elements needed to keep them in sound and vigorous condition, and that these elements can be most easily obtained by consuming the powdered bones of the animals ordinarily used for food. He would sprinkle a steak or chop, for example, with bone dust, after the manner in which it is sprinkled with salt and pepper, and he maintains that thus the taste of the meat may be greatly improved.

Best seller in the world—Signal Five.

L. G. Dunton & Co.

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A High Grade Machine, Built on Mechanical Principles. Prices Right. Immediate Shipment. Dealers, write for discounts.

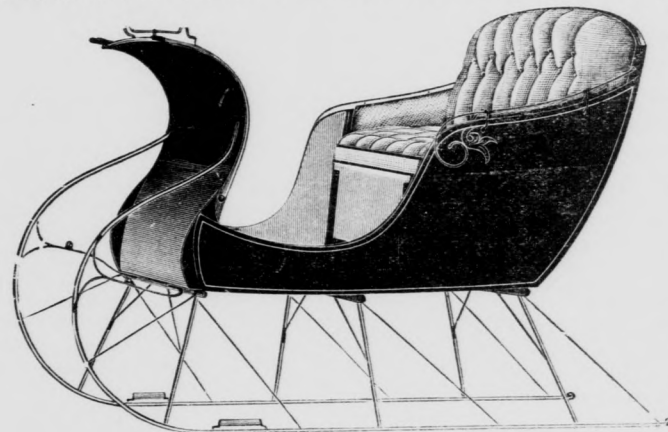
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Spring, Freight, Express and Lumber Wagons.

Sole manufacturers of Belknap's Patent Sleighs.

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GENERAL DELIVERY WAGON.
A FINE APPEARING WAGON IS YOUR BEST ADVERTISEMENT.

GAMBLING IN TRADE.

Chances Must be Taken but Some Ventures are not Warranted.

From the Keystone.

In a broad way it may be said that all trade is gambling, since there is an element of chance, or risk, in every business venture—chances which lie outside the operations of the merchant himself, and are external in any scheme or plan. The failure of crops, the accidents of flood and fire, all the interpositions of Providence, are of this kind; so, too, are the bankruptcy of debtors and the faithlessness of trusted employees.

Our subject, however, comprehends another kind of gambling, in which the merchant himself, and himself only, is directly responsible; and if we have given the "hard" name of gambling to mere bad judgment and unfitness it is because these faults deserve the severer name when honest creditors have left to them only the luxury of "calling names."

The merchant who buys beyond his utmost needs, or beyond his ability to pay, is such a gambler; and his offense is worse than that of the card player, for the latter stakes his own money, while the merchant gambler risks that of confiding jobbers or manufacturers who have sold him goods. He justifies himself by the unwarranted hope that his overstock will attract trade by reason of its profusion, that his business will go forward by leaps and bounds in consequence, with the result that he will be easily able to pay for the goods and keep a large profit for himself as the result of his "nerve." He gambles on the chance of a miracle.

Sometimes this form of gambling takes another phase. Instead of endeavoring to attract public attention by the size of his over-large stock he may seek to impress this public in another way. He will strive to create an appearance of prosperity, on the theory that "there is nothing so successful as success," by building an extravagant house or driving a "swell" team, or by some lavish entertainment, or by dress, or by some other loud personal advertisement. But it is gambling, just the same, if it is not justified by his actual net worth.

There are other classes of gambling which are negative in character but are no less worthy of consideration. Many a merchant gambles with opportunity—that golden key which unlocks the door of fortune when it falls into the right hand, and which only once or twice in a lifetime is given to every trader to show his skill in handling it. The sudden death of the old jeweler who had the trade of the community furnishes one such occasion; and the nervous beginner who shrinks from the trial subsequently finds the cards in the hands of fate "stacked" against him. He is henceforth out of the game, and becomes a wretched looker-on, while a more confident player grasps the gold that lies within his easy reach.

Another poor wretch is the merchant who gambles with time. He is forever putting off the needed reform, perpetually dallies with his determination to do the needful thing—forgetting that a merchant's money-making period ends at his fifty-second year, according to the statistics in economic science. After that point conservatism outvotes enthusiasm; the productive faculty wanes. "Time is money" in a sense which he never appreciated until he finds it too late.

What shall we say of him who gambles with the trend of trade; with the spirit of the day; with the laws of progress? The man who does not advertise in a way that advertises; who does not conform his business to the latest approved theories and the established traditions; who runs counter to the general drift of things; who knows more than the combined intelligence of his contemporaries—he is essentially a gambler, and must be classed with that unhealthy class in the business world who eventually drop out of the uneven struggle because they gambled against certainties and "took the hazard of the die" with all of fate against them.

THE BACK OFFICE.

Written for the TRADESMAN.

We were talking of Chicago, and the visitor, who had lately been there and who manages an extensive and thrifty manufacturing establishment in Grand Rapids, remarked that one of the most noticeable sights in the Western metropolis was the tramp. It is a topic too stale to discuss, but it led to the remark that the upheaval in business had furnished too many men who, without employment and without visible means of support, are refusing to accept any position which does not ensure the old-time income of \$3 to \$5 per day. "I had a man come into my office last week," remarked the manufacturer, "wanting something to do. Four dollars a day was what his old position had given him and was what he wanted now. I had nothing like that for him. The only thing I could possibly give him was common day labor at the regular wages, which he, of course, refused."

He is not the only instance. I have known men with families, behind in rent and in debt at the grocer's, refuse to take \$1 a day when they had nothing to do and their families were suffering

for that very dollar. Why, if I were in these men's shoes, I would rather work at 50 cents a day and have it mine, earned by my own hands, than to sit around doing nothing, with my family suffering for the things that 50 cents would buy."

That spirit, out of work, is bad enough, but it is worse, if anything, when it accepts under protest the position it is confident it can more than fill. The dollar a day is the badge of servitude; and every stroke of work, instead of being done with gratitude, as it should be, for the blessed privilege of honorable work with honorable rewards, however meager, is made the occasion for resentment of the decrees of fate and the inscrutable dispensations of divine Providence.

With that motive as the mainspring of action, the unsolved problem is, how much of my over-plus ought I to furnish for this miserable dollar? If I am worth \$5 a day, then, unless arithmetic—and "figures won't lie"—is at fault, only a fifth of my value is needed to equalize the demands of a full day's work.

That point settled, another promptly takes its place. "My employer cannot

expect me to come to him for details which I know more about than he does—I, who, in my prosperous days, had better men in my employ than he. If he has work for me to do, let him bring it to me; that will be time enough!" Ingrate that he is, will he never learn the lesson that it is the basket, full and running over with his best, which wins favor, not only with men but with Heaven? Good work, well done, is its own reward; but how much more than a thousand fold is the value of that work when it is the outpouring of a grateful heart!

Think of it, you who scorn the dollar that is intended only to hold you up. Think of it, you who are abusing your only means of climbing again to the shining heights, and may the reflection strangling the spirit of the tramp which is in you, nerve your heart and strengthen your hand with a worthier purpose and enable you, by a generous outpouring of the best that is in you, to gain and keep the old position which long-ago alone will never again secure.

RICHARD MALCOLM STRONG.

It has no equal—Signal Five.

The President of the United States of America,

To

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

GREETING:

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

ENOCH MORGAN'S SONS COMPANY,

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

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

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

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

Witness,

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

[SEAL]

ROWLAND COX,
Complainant's Solicitor

[SIGNED]

S. D. OLIPHANT,

Clerk

Association Matters

Grand Rapids Retail Grocers' Association
President, E. WHITE; Secretary, E. A. STOWE;
Treasurer, J. GEO. LEHMAN.

Sugar Card—Granulated.
5½ cents per pound. 4½ pounds for 25 cents
10 pounds for 50 cents. 20 pounds for \$1.

Jackson Retail Grocers' Association
President, BYRON C. HILL; Secretary, W. H. PORTER;
Treasurer, J. F. HELMER.

Sugar Card—Granulated.
5½ cents per pound. 9½ pounds for 50 cents
19 pounds for \$1.

Northern Mich. Retail Grocers' Association
President, J. F. TATMAN, Clare; Secretary, E. A. STOWE, Grand Rapids; Treasurer, J. WISLER, Manvelona.

Owosso Business Men's Association.
President, A. D. WHIPPLE; Secretary, G. T. CAMPBELL; Treasurer, W. E. COLLINS.

Michigan Hardware Association.
President, F. S. CARLETON, Ca umet; Vice President, HENRY C. WEBER, Detroit; Secretary-Treasurer, HENRY C. MINNIE, Eaton Rapids.

Grand Rapids Fruit Growers' Association.
President, R. D. GRAHAM; Secretary, M. W. RONAN; Treasurer, H. O. BRAMAN.

Gripsack Brigade.

L. (Windy) Williams, traveling representative for the Detroit Cigar Manufacturing Co., of Detroit, is in town today, accompanied by his wife.

W. H. Downs has engaged to travel for the Milton Hosiery Co., of Chicago, which controls the output of six mills. He also represents the suspender house of G. W. Hoyt, of Chicago.

There will be a meeting of Grand Rapids traveling men at the Livingston Hotel next Saturday evening to consider the matter of holding an annual picnic and make the necessary preliminary arrangements, in case it is thought advisable to hold a picnic under the auspices of the local salesmen.

Ed. Germain, the Saginaw lumberman, has a panacea for the present stagnation in the lumber business, as follows: "If dealers would all call in their salesmen lumber would advance 50 cents a thousand within 60 days. The stocks at all Eastern and interior points are small, but manufacturers are crowding their commodities upon the market, and when a dealer is drummed by possibly a dozen different salesmen he will buy only as his necessities demand, for he reasons that when the lumber manufacturer is so anxious to unload prices are likely to drop, and he is not disposed to buy on a falling market. We all know that better times are coming, but the difficulty is we do not know just when they will arrive."

The official investigation into the Bannock Indian troubles in Wyoming shows that the "trouble" was the murder of one poor old Indian by the settlers' posse who had arrested a party of hunters for killing game in the Jackson Hole region, a privilege accorded to them by treaty. The murder is with impunity as the officials before whom the murderers would be arraigned are parties to the conspiracy against the Indians. It is probable that the time is passed when there is a possibility of an outbreak of Indians in any part of the United States. They are thoroughly subdued and cowed by the government officials and there is not enough of the fighting spirit left to make it possible that such reports as the one sent out by the press a few weeks ago of the "Bannock massacre" should be true. Indians may be disorderly but the days of Indian wars are forever past

It is the best—Signal Five.

CURRENT COMMENT.

The Chamber of Commerce of Manchester, England, has decided to have a Testing House, "to ascertain the true condition, weight, length and other physical properties of such articles as the Board of Directors may from time to time determine." When the Chamber gets settled down to discuss the question of shrinkage, how would it do to send over a Grand Rapids peach basket and strawberry box and have them decide how far the atmosphere can be depended on as a cause for the change?

The despairing "How long?" of the public, suffering from the murderous building contractor, is relieved by the exultant "At last," from the same outraged public. The rascal whose inefficiency led to the catastrophe of the ill-fated Ireland building has been unearthed, and arrested. It is the plasterer who is the cause of all this wretched business. It has been found that not a single square inch of plastering was found in its place, when even a child can be made to see that if the plaster had stuck not an iron girder would have fallen. The plasterer is the rascal. Off with his head!

Here's a goodly row of figures—889,843,000. Now put this little contraction of the United States before it (\$) and it will begin to mean something. That is what the exports from this country were valued at for last year. That isn't all. Three-fourths of that sum came from the farmers and the farms of this republic. Just let the genuine farming communities get rid of their "way-backs" and their "hay-seeds" and that amount, large as it is, will be doubled; and it may be well enough to say right here, that the farmer isn't the only American citizen with hay-seed in his hair and sandburrs in his stockings.

It is a disputed question whether the Bay City sea serpent, which attacked the three ladies the other day, is a sea lion or a seal. At this distance it is safe to say it was a sea lion. No sane woman—letting alone three—would be as near as that to an unclaimed seal skin without making a vigorous fight for it. Without any kind of doubt it was a sea lion.

"How the world is given to lying!" A story has found its way into the papers to the effect that a Michigan farmer has been caught by the green goods scheme. It is a base, ignominious whopper, that's exactly what it is; and as senseless as it is wicked. The idea of a Michigan farmer being caught by any such scheme as that at this time of the year, when he is making money hand over fist without fear and favor of the law with the bastard fruit basket. In the language of the street gamin', "W'at ye givin' us?"

Mark Twain explains his business relations in a way that does him credit. Says he: "It has been reported that I sacrificed, for the benefit of creditors, the property of the publishing firm whose financial backer I was, and that I am now lecturing for my own benefit. This is an error. I intend the lectures, as well as the property, for the creditors. The law recognizes no mortgage on a man's brain, and a merchant who has given up all he has may take advantage of the rules of insolvency and start free again for himself; but I am not a business man, and honor is a harder master than the law. It cannot compromise for

less than 100 cents on the dollar and its debts never outlaw. I had a two-thirds interest in the publishing firm whose capital I furnished. If the firm had prospered I should have expected to collect two-thirds of the profits. As it is, I expect to pay all the debts. My partner has no resources, and I do not look for assistance from him."

Canadian farmers haven't been idle; and for a country making no pretensions to greatness 46,000,000 bushels of wheat for one season is doing pretty well. Of course, that is nothing when compared with what the Nation to the south of Canada is doing, but its a good crop and the farmer up there should be congratulated.

It is safe to say that fruit orchards near Benton Harbor will not be further molested. It has been the fad to approach the orchard on the water's side by means of row boats and, after stealing the peaches to steal away. A watchman with orders to shoot will have a tendency to put an end to the fun.

If that Bangor correspondent who says that peaches shipped to Chicago do not pay will send his fruit to Grand Rapids, he will find that he need not go so far and fare better.

If pleasure is business Lord and Lady William Beresford have been putting in some heavy strokes this summer in Norway. They wanted to go fishing for salmon and they went. My lord bought a salmon stream in the Land of the Midnight Sun for \$4,000 and he and my lady took a day off and enjoyed the sport immensely. They caught two fishes (one apiece), weighing—if the joke isn't too far fetched—£400. Nice salmon they have in Norway!

According to the report of Warden Fuller, of the Ionia House of Correction, the manufacture of furniture in that institution has yielded a profit of \$26,000 during the past year. Such a profit is only possible through sales at rates calculated to injure the industry elsewhere. Wholesalers will not handle prison made goods except at prices far below those made by free labor. Of course, it is possible to make and sell such goods at a profit where the labor costs nothing, even at the prices the contractors are willing to pay, but every dollar thus saved to the State costs many lost from the profits of the furniture factories elsewhere in the State and the maintenance of such a factory at Ionia to support criminals is no small factor in keeping the wages of workmen elsewhere below what they should be.

A New Calling for Women.

From the Emporia, Kan., Gazette.
There is a woman in this town who has invented a new calling for women; she is a professional companion for women whose husbands are away. She will go to a house and be company for a lone woman at \$5 a week, or she will go out for the night, while husbands are away, for 75 cents an evening. She knows all the gossip and will tell gossip for 50 cents a night extra. In families when there is a young woman with a beau, who is liable to be talking in a low tone until 10 o'clock in the parlor, and then hush up until she is awakened by the front door slamming about midnight, the woman charges a dollar a night straight, making no reduction for long-time contracts. In families where there is a boy who lies on his back and screams at bedtime, the woman charges double rates. She is particular and very independent, and as the lodges grow in the town her business is branching out, and she is said to be putting money in the bank every Saturday night.

Travelers' Time Tables.

CHICAGO and West Michigan R'y

June 16, 1895

Going to Chicago.
Lv. G'd Rapids 6:00am 1:25pm *6:30pm *11:30pm
Ar. Chicago...12:05pm 6:50pm 6:00am 6:25am

Returning from Chicago.
Lv. Chicago...7:20am 5:00pm *11:45pm
Ar. G'd Rapids...12:40pm 10:40pm *6:30am

To and from Muskegon.
Lv. G'd Rapids...6:00am 1:25pm 6:30pm
Ar. G'd Rapids...11:30am 5:15pm 10:40pm

Traverse City, Charlevoix and Petoskey.
Lv. G'd Rapids...8:00am 1:00pm 11:00pm
Ar. Manistee...12:55pm
Ar. TRAVERSE CITY...1:20pm 4:50pm 4:00am
Ar. Charlevoix...3:50pm 6:30pm 6:30am
Ar. Petoskey...4:20pm 6:55pm 7:00am
Trains arrive from north at 5:30a.m., 11:45a.m., 1:00p.m., *1:30p.m.

PARLOR AND SLEEPING CARS.
Parlor Cars leave Grand Rapids 6:00a.m., 1:25 p.m.; leave Chicago 7:20a.m., 5:00p.m. Sleeping Cars leave Grand Rapids *11:30p.m.; leave Chicago *11:45p.m.
*Every day. Others week days only.

DETROIT, Lansing & Northern R'y

Oct. 28, 1894

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

Returning from Detroit.
Lv. Detroit...7:40am 1:10pm 6:00pm
Ar. Grand Rapids...12:40pm 5:20pm 1:45pm

Saginaw, Alma and St. Louis.
Lv. G R 7:40am 5:00pm Ar. G R 11:35am 10:45pm

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

THROUGH CAR SERVICE.
Parlor cars on all trains between Grand Rapids and Detroit. Parlor car to Saginaw on morning train. Trains week days only.
L. M. FULLER, Chief Clerk, Pass. Dept.

MICHIGAN CENTRAL

"The Niagara Falls Route."

	Arrive	Depart
Detroit Express	10:20pm	7:00am
*Atlantic Express	6:30am	11:20pm
New York Express	11:45am	9:00pm
*Daily. All others daily, except Sunday.		
Sleeping cars run on all night trains to and from Detroit. Parlor cars leave for Detroit at 7:00a.m., reaching Detroit at 12:20p.m.; returning, leave Detroit 4:35p.m., arriving at Grand Rapids 10:20p.m. Direct communication made at Detroit with all through trains east over the Michigan Central Railroad (Canada Southern Division.) A. ALMQUIST, Ticket Agent, Union Passenger Station.		

DETROIT, Grand Haven & Milwaukee Railway

Eastward.

	+No. 14	+No. 16	+No. 18	*No. 82
Lv. G'd Rapids	6:45am	10:00am	3:25pm	11:30pm
Ar. Ionia	7:40am	11:25am	4:27pm	12:35am
Ar. St. Johns	8:25am	12:17pm	5:20pm	1:25am
Ar. Owosso	9:00am	1:30pm	6:05pm	3:10am
Ar. E. Saginaw	10:50am	3:45pm	7:10pm	6:40am
Ar. Bay City	11:30am	4:35pm	8:37pm	7:15am
Ar. Flint	10:05am	3:45pm	7:05pm	5:40am
Ar. Pt. Huron	12:05pm	5:50pm	8:50pm	7:30am
Ar. Pontiac	10:53am	3:05pm	8:25pm	5:37am
Ar. Detroit	11:50am	4:05pm	9:25pm	7:00am

Westward.

For G'd Haven and Intermediate Pts...*8:40am
For G'd Haven and Muskegon...*1:00pm
For G'd Haven, Milwaukee and Chi...*5:35pm
For G'd Haven, Milwaukee and Chi...*7:40pm
For G'd Haven and Milwaukee...*10:05pm
*Daily except Sunday. *Daily. Trains arrive from the east, 6:35a.m., 12:50p.m., 5:30p.m., 10:00 p.m. Trains arrive from the west, 6:40a.m., 8:15 a.m., 10:10a.m., 3:15p.m., 7:05p.m.

Eastward—No. 14 has Wagner Parlor Buffet car. No. 18 Parlor car. No. 82 Wagner sleeper.
Westward—No. 11 Parlor car. No. 15 Wagner Parlor Buffet car. No. 81 Wagner sleeper.
JAS. CAMPBELL, City Ticket Agent.

GRAND Rapids & Indiana Railroad

Aug. 18, 1895

Northern Div.

	Leave	Arrive
Trav. Cy., Petoskey & Mack	7:00am	5:15pm
Trav. Cy., Petoskey & Mack	*8:00am	*10:00pm
Traverse City	5:25pm	11:30am
Saginaw	5:00pm	11:00pm
Petoskey and Mackinaw	10:45pm	6:20am

7:00a.m. train has through cars to Saginaw.
8:00a.m. train has parlor cars for Mackinaw. 5:25 p.m. train has parlor car for Traverse City. 10:45 p.m. train has sleeping cars for Petoskey and Mackinaw.

Southern Div.

	Leave	Arrive
Cin., Ft. Wayne & Kalamazoo	7:25am	9:15pm
Ft. Wayne & Kalamazoo	2:00pm	2:15pm
Cin., Ft. Wayne & Kalamazoo	*10:15pm	*6:50am
Kalamazoo	6:00pm	9:24am

7:25a.m. train has parlor car to Cincinnati.
10:15p.m. train has sleeping cars to Cincinnati, Indianapolis and Louisville.

Chicago Trains.

	Leave	Arrive
Lv. G'd Rapids	*7:25am	*2:00pm
Ar. Chicago	2:40pm	9:05pm

2:00p.m. train has through coach. 10:15p.m. train has through coach and sleeping car.
Lv. Chicago...*6:50am *3:00pm *11:30pm
Ar. G'd Rapids...2:15pm 9:15pm 6:50am
3:00p.m. train has through coach and 11:30p.m. has through coach and sleeping car.

Muskegon Trains.

	Leave	Arrive
Lv. G'd Rapids	7:25am	1:00pm
Ar. Muskegon	8:50am	2:10pm
Lv. Muskegon	9:13am	12:05pm
Ar. G'd Rapids	10:30am	1:15pm

*Except Sunday. *Daily. *Sunday only.
A. ALMQUIST, C. L. LOCKWOOD, Ticket Agt. Un. Sta. Gen. Pass. & Tkt. Agt.

Shoes and Leather

WEARING OF THE SHOE.

Sure Indication of Character in the Manner of Demolishing Leather.

The feet are a most interesting study. I have spent many months in perfecting theories and proving facts, and consider the reading of character simply from one's feet of great practical service. You may safely choose your friend by the way he wears his shoes and abide the issue. No doubt you will say that some of the theories presented are startlingly original, but I have confidence in my claims and challenge your reasoning powers.

In the first place I have observed that people with very large feet are dictatorial in a degree, can stand much physical endurance and have functions of defense that bring them in wealth and security; faculties for economy and caution generally lead them into being a policeman, if a man, or a desire to vote, if a woman.

The function of ambition is somewhat mysteriously seated in the heel and causes one to pound the floor if seated, often giving no let up until a layer or two of the leather is loosened just enough to catch in a splintered board and throw one. A new shoe with the heel battered on the back sets the wearer down immediately in my mind as over zealous. He has ambition, but no executive powers.

A strong, elastic tread that wears a sole evenly, indicates a cheerful nature that carries a fountain of sunlight about it; quite contrary to the person over ambitious who kicks out the heel; he never laughs and has a smile more cadaverous than his look.

A woman editor, a wee mite of a body who gets through more work in a half day than some men can do in three, every now and then unconsciously proclaims her sunny character, good will and kind-heartedness by bursting out with: "Why, look at my shoes; they have gone all to pieces in one day!" A shoe that decays like the "wonderful one hoss shay" is always worn by one who makes his own sunshine, furnishing enough for a family besides. The motto of such a person is: "Care to our coffin adds a nail," etc.

A young man acquaintance who is egotistical and unpleasantly independent kicks forward with his feet while talking as if thereby to emphasize his statements. By observing others with the same habit, I note that such habits go with egotism.

Give wide berth to the person who walks turning his feet unusually far out. He is not truthful as a rule. Although he is eager to make promises, he will throw them off as easily as he does the clods of snow that gather on his shoe top.

There are nervous feet that twist and writhe; that keep up a tap, tap, tapping until they almost drive one mad. Those that don't beat time strive to work themselves out of the boot, and no wonder, for the owner is restless, has a shrill voice that pierces one's soul, enunciates with a quickness that startles and is apt sooner or later to have nervous prostration or perhaps a peculiar stomach trouble brought on through excessive worry and impatience. These feet are always well dressed and often belong to politicians, journalists and public speakers.

I have learned to look out for the feet

with the velvet tread, cat-like grace and swaying elegance of the tiger. These careful feet are generally shod in hand-sewed shoes with dainty tips of shiny leather on the toes. An explanation can be given for every move they make. Such feet often belong to leaders in dishonest political deals, ministers who are not true to their preachings, women who are fond of gossip, and to people who believe in getting all they can out of friend, then throwing him overboard.

There are other feet that are irregular in their stepping and full of joy and carelessness. They are never encased in tight shoes, the toes are broad and oft-times the leather is calfskin, but soft and elastic; the owners of such feet are the people you want to call upon when in trouble and need the quick, light, willing step of a sunny-tempered friend.

The broad, good-humor foot sometimes goes with bow legs. The owner of such appendages will have the reputation of being jovial and it is impossible to keep from laughing when he is around. Knock-knees and a cramped, stiff foot invariably go with persons whom you are unconsciously and everlastingly pitying. There seems to be no spring in their life, they jolt along, getting the benefit of every knock and jar that comes in their way.

I have my mind on an office boy when I speak of feet with the firm quick tread. He is bound to amount to something, for the toes point straight ahead of him, never striking against things, never in the way; they are full of elasticity and vim, striking the floor in a manner that means business every time. There is grit in them, too, and courage, for they walk right ahead when told they must reach a certain point at a certain time.

There is the long, narrow, thin foot. Such a foot is cautious and seldom leads its owner astray. The imagination that goes with this foot is not very vivid and takes no wild flights. There is a living in the present, the ambition is not great, but no laziness is there. The shoes generally look well; they grow old without being wrinkled or run down at the heel; there are never any buttons off or laces broken. They seem to always look attractive without any special attention being paid to them, yet I don't like these feet as well as I do the short stubby ones.

The thick, short, well-knit, stubby feet are noted for their quickness, and though they may have many places to go they are generally late, but at the same time there is so much good humor, frankness of character and merriment connected with them, that though they break all rules of etiquette in the matter of punctuality, they are generally welcomed with greater enthusiasm than some of the precise, never-making-mistake kind.

Other feet have great responsibilities. The shoes of them are sometimes run down at the heel; they are large and heavy, and they sometimes stumble about, not awkwardly, but blindly. Such feet are never elegantly dressed and the shoes are seldom blackened; they are not at all stupid feet, but a solid, watchful kind that always stop at the first sign of danger and are ready to walk through fire if necessity calls for it. Above them is a head full of thought and purpose, and power and a heart worth its weight in gold are ever to be found in close connection. There is a will of iron, and a tender hand full of sympathy in the hour of trouble.

You will notice in the row of feet

W. A. McGraw & Co.

SUCCESSORS TO

A. C. MCGRAW & CO.

RUBBER DEPARTMENT

Make it their business to carry in stock goods not found in shoe houses. Our salesmen will call upon you as usual.

W. A. McGraw & Co., Detroit, Mich.

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.

Agents for the

BOSTON RUBBER SHOE CO.'S GOODS



LINDEN NEEDLE TOE.

Goodyear = Glove = Rubbers

Are the Best.



Hirth, Krause & Co.

We Carry a Large Stock.

GRAND RAPIDS, MICH.

HEROLD = BERTSCH SHOE CO.

Manufacturers and Wholesale Dealers in

BOOTS, SHOES & RUBBERS

5 and 7 Pearl Street

GRAND RAPIDS, MICHIGAN

State Agents WALES-GOODYEAR RUBBERS

We carry in stock Regular, Opera, Piccadilly and Needle Toes.

We are prepared to furnish a Rubber of superiority in quality, style and fit.



seen in a car that some are encased in sleek, well-polished shoes, with gaiters to match the dress or trousers. These people have a lot of time, their hours of work are few. If you look above them you will, without doubt, find a merry face, free from wrinkles and lines of care. He may be a dude; she a belle. For lack of occupation they lead the owners into all kinds of reform movements and philanthropic clubs.

Another kind turns up at the toes—turns up so decidedly that it is an impossibility for them to get a jar or a shock; they slide over everything with the greatest ease, so does the person who owns them; he makes the most of his opportunities, has contempt for the fopperies of life, has a certain sense of humor, though is inclined to take life rather seriously; is a stupid companion, socially, but a good one in finances.

There are other feet that are seen on the athletic grounds. They are peculiar in a way, for they are springy, not too long or too broad, but just right. There is enough self-adoration to make them look neat, but never enough vanity to pinch them. Feet that take to athletics, unless they make the sport a fad, generally carry a body that is full of vigor, health, animation, and a brain that is laden with good common sense.

There is the nervous foot that the shoe must shrink to. There is the practical foot with the thick sole and low heels, broad and well braced. There is the aggressive foot, which seems connected to the shin with a hinge. Then there is the broad, normal size that, when once placed, does not swerve one hair's breadth until called upon to move the body; these feet look like empty shoes slipped under the edge of the dress merely for effect; there is no life in them, neither is there much in the wearer. Then there are the re-assuring feet, which are found in all kinds of shoes but expensive ones; they are always in a rush; the owners never stop longer than to say how-de-do. In one way they are unsatisfactory, because you never see enough of them. There is a gay foot dressed in fancy colors, no matter what the weather; they are always ready to dash into a waltz or come down in a jig, and are a great bore to the solid, ambitious foot that grows brown and gray for lack of attention, and looks upon its high-polished neighbor with disdain.

A woman in the street with a foot that looks like a miniature Cinderella's must be put down immediately as narrow-minded, simpering and silly. I much prefer the mannish boot, for if we must go to extremes let us take the one which is the less detrimental to the health. A woman who wears a shoe too small for her has a soul too small for her body, but I am glad to say the women of such description are growing less in number every year.

A woman who wears a shoe to match her gown shows great artistic taste, a possessor of lots of time and lots of money; and a woman who brushes her shoes with a "bit of old merino" and "wring a small sponge out of cold water and washes them" every night before retiring, is on the verge of what seems insanity or imbecility. The secret of pretty feet is in the selection of shoes. They must not bind, and must have sensible heels that do not throw the weight forward on the ball of the foot, and thus unduly broaden it. They should be neatly laced or buttoned, never limpy or run down at the heel. These dainty feet, with arched insteps

and slender ankles make one's headache if time is taken to stop and think of the pain that woman must be suffering while she wears the uncomfortable bit of leather.

Properly shod feet, as to comfort, health and neatness, show a properly well-balanced mind every time.

KATE KENSINGTON.

Expedients to Cheapen Shoes.

Manufacturers are trying in every way possible to cheapen the cost of shoes. The high price of leather forces them to expedients never before thought of, and especially is this true regarding the cheaper grades. There is a large factory in Maine which is turning out a compressed paste that is extensively used in the manufacture of shoes. Large quantities of them are shipped to other countries, and they are also used in this country. People in buying these goods think they are getting the genuine article, as the appearance is just the same as leather. This class of shoe wears very well if kept dry, but after a good soaking, or twice wearing in the rain they will tear and are of little use thereafter. It is cheaper in the end to pay a little more and get reliable goods that will give satisfaction.

Sheepskin is being used a great deal by manufacturers to cheapen the cost of shoes. This is being done by some reputable houses, which use it as a substitute for dongola calf and kangaroo. The process of tanning has been so improved that in appearance the fraud cannot be detected. In dry weather sheepskin will give fair satisfaction, but as soon as it becomes wet the leather goes all to pieces. It lacks the toughness, the durability of calfskin, and if the shoe is a little tight will give way under the pressure.

A large number of Eastern manufacturers have been in this market during the last two weeks, but they have not taken many orders for spring. When orders are taken the manufacturer covers himself at once on the leather. There is a feeling among the manufacturers that should they go in the market and try to buy any large amount of stock it would push the price of leather several notches higher, and this they wish to avoid. This is the season when the largest quantity of leather is cut, and this has an important bearing on the situation.

The United States Leather Company, otherwise known as the leather trust, has recently added \$8,000,000 to its enormous capitalization, which already reaches \$120,000,000. The profits of the trust by the advance in leather have been enormous.

French Shoes and Shoe Stores.

From the Shoe and Leather Gazette.

It is peculiar that France has very few shoe stores of what may be termed the first class. Paris, that Mecca of the fashionable world, is singularly devoid of elegant and luxurious retail shoe establishments such as give to American and English streets a handsome appearance when located near stores of equal gorgeousness in other lines.

Perhaps this is owing in some measure to the fact that French shoes are not the graceful, artistic articles of foot apparel to which Americans are accustomed, but are built more for comfort than looks, as a general thing.

The men's shoes made in French factories are coarse, ill-shapen and poorly made. Women's shoes are little more slightly than men's, but are made particularly comfortable by the last being narrowed and rounded at the bottom so that the tread brings the upper close down to the foot, which has also the effect of giving to a fat foot a petite appearance.

Notwithstanding prices charged for shoes in the French capital are extravagantly high, there is said to be but one really high grade store, as we would regard it, in the entire city, and this one is naturally very successful. Here seems to be an opening for American manufacturers to push their goods through retail stores.

Owing to the Great Advance in Leather,
Boots and Shoes are necessarily much advanced in price.

REEDER BROS. SHOE CO.



Have a great many things purchased before the advance that they are still selling at old prices, and balance of the line at not one-half of the advance of the cost to manufacture the goods to-day. It will pay you to examine our line of samples when our representative calls on you.

Reeder Bros. Shoe Co.

5 and 7 North Ionia St. Grand Rapids.

Candee Rubbers



Dealers, Please Take Notice = = = =

Prices advance 5 per cent. Oct. 1. Until that time our prices on Candees, 20 per cent. discount. Federals and Jerseys, 20 and 12 per cent. discount. Imperials, 20, 12 and 12 per cent. discount. A delay in placing orders will cost you money.

We have a full line of Felt Boots. We also carry the finest line of Lumbermen's Socks in Michigan.

STUDLEY & BARCLAY.

NO. 4 MONROE ST. Grand Rapids, Mich.

Wooden Shoes

Puymbroek Wooden Shoe Co.

803 Mich. Trust Building, GRAND RAPIDS



We Have It

In any amounts you may want from a gallon to a carload.

What? A chemical compound that will absolutely fire proof wood?

Yes Sir.....

And we earnestly invite you to call on or write us for full particulars and prices. Also headquarters for the leading brands of Building Papers, Roofing Paints, Ready Roofing, and in fact we are Jobbers of all kinds of Roofing Materials.

H. M. Reynolds & Son,

GRAND RAPIDS, MICH.

A. HIMES
Wholesale Shipper

Lime
Cement
Sewer Pipe
Etc.

COAL

1 CANAL ST., GRAND RAPIDS.

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

COAL

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

THOMAS E. WYKES

COAL

Wood
Lime
Sewer
Pipe
Flour
Feed Etc.

Correspondence Solicited.

45 South Division St. GRAND RAPIDS

G. H. BEHNKE

Prompt shipper of

COAL

Flour
Feed
Hay

30 E. Bridge St.,
Long Distance Telephone. Grand Rapids.

Morgan & Co.

Manufacturers of

AWNINGS, TENTS,

FLAGS AND CANVAS COVERS
YACHT SAILS A SPECIALTY

187 Jefferson Avenue
DETROIT, Mich.

THE SWEAT-BOX.

Necessity of Reform in Some of its Methods.

Those who by mishap, misfortune, or something worse, are helplessly and hopelessly conducted into the perspiration department of any institution are seldom anxious to get there and afterwards a dip in the warm bath are in no danger of buying a ticket for a return trip. For all that, it is a necessary department in all sorts of conditions of industrial life.

In railway service it has a well-rounded and vivid sunflower bloom and the executive power, seated on a revolving chair in its torrid limits of wainscot or rough pine, has supreme and unquestioned authority.

If what is figuratively known as "chopping off heads" was of the Rob-

culprit must answer for the lapse in the department where nothing freezes but a salary and a situation.

We are of the opinion, both from experience and observation, that while what is known as the sweat-box is as necessary as an office in railroads and workshops, there is need of reform in some of its methods.

Inquiries into accidents, reported neglect of duty, insubordination and other forms of disaster or offense are not always what they ought to be in equity and impartiality. We have known cases where men have been deposed on unverified statements and with but one side of the case considered.

Personal spite or malice too often find the sweat-box a valuable assistant to their evil designs. It is a short cut for even a good man into the street when he has become objectionable to a clerk with

a prisoner is charged with stealing a watermelon or a horse and we can do no less with a workman in the shop-court room.

We need not say that it would be well if managers and heads of departments did not leave their hearts at home when they shut the door. We know that in a certain sense there is no standing room for sentiment in business, but we have yet to find out the reason why a man in control or management of others should consider their interests and rights beneath his notice. For such as these it is a consolation to remember there is a sweat-box to which there is no back door.

To the many whose souls have not run into pig iron and who would in all things be both just and generous in all their dealings with men, the sweat-box can be made not only "a terror to evil-

should not depreciate its value by making it apologetic or weak in any particular. This can be done in the typographical arrangement, in the wording and by inclosing it with other printed matter. Advertising circulars destroy effectually the object of a statement.

If mailing advertising matter pays, mail it by itself, but if you are expecting favorable results from the statement by combining the two, the chances are surely against you. One might argue that it costs two cents anyhow and why not put in circulars to make up the ounce? They might do some good, but destroy the effectiveness of your statement. The policy of getting something for nothing, or trying to, has ruined many fair prospects in business.

Many houses stumble over the question of drafts, but if, when the very first monthly statement is sent showing any-



ESTABLISHED 1865
INCORPORATED 1869



B. W. PUTNAM, PRES.
J. M. BARNETT, V. PRES.
HENRY IDEMA, SECY. & TREAS.

Grand Rapids Mich August 8,

1895.

E. A. Stowe, Esq.,

Michigan Tradesman, City,

Dear Sir--This week's issue of the Tradesman comes to us in its new suit, and we must say that for neatness, cleanness and typographical correctness, it will compare favorably with any of the trade journals that come to our table; and your efforts to create a trade paper that is a trade paper--comprehensive, accurate and up-to-date as relates to market conditions, teeming with bright editorials concisely written on topics of the hour, interspersed with interesting fiction in small quantities that always points a moral--make it welcome alike in store and home; and the air of thrift and progressiveness apparent from cover to cover, the symmetrical beauty and multiplicity of advertisements--representing, as they do, all the foremost jobbers and manufacturers of the Valley City--must be a source of pride and profit, as the paper is a credit to its proprietor and to the city. Long may it improve and thrive under its present able management.

Yours very truly,

The Putnam Candy Co.

By *A. J. Lawrence*

espierre type, that sardonic gentleman with a peculiar appetite for heads without owners would wish for a second birth of the nineteenth century.

In many of our factories and mills, our mines and shops, as well as our law courts and police stations, the sweat-box is a piece of warm furniture. If a man has broken a tool or forgotten to oil a bearing; if a motorman has passed a street crossing and neglected to take up a passenger, has grazed the hub of a wagon wheel or closed the biography of a dog; if a molder has wasted time and iron in bad castings or a plumber has left a free passage for gas or water in a pipe connection; if a clerk has mistaken a figure three for an eight, and puts cents on the dollar column of a ledger; if, in fact, anything has been done contrary to rules and instructions, either wilfully, maliciously or innocently, the

more collar than sense or to a foreman who has more bile than honor or manliness in his make-up.

Many a name is struck off the pay-roll and many an honest man robbed of the opportunity to earn his bread and find bread and shoes for his family not for real but for alleged offenses--sometimes to make a place for a friend; sometimes to get rid of a man whose only fault is that he has none or because his native brightness or skill in his work might make him a rival. For these and other reasons, almost as numerous and often as unclean as many of the animals which found free lodgings in Noah's Ark, good men and true find their way into the street via the sweat-box.

Whenever a man's character and his bread are at stake, no pains should be spared to get the whole truth and nothing but the truth. We insist on this if

doers but a praise to those who do well."

FRED WOODROW.

The Sending of Statements.

There are statements of account and statements of no account. Observation of some thirty before us shows that only five of the number convey any intelligent idea of the expected result. If you send it "only for comparison," say so plainly; but do not waste too much time sending statements for this purpose alone. If it is sent as a reminder that the account is due, say so, politely, yet forcibly. About one-half of those before us are mere apologies--weak-kneed affairs which disclose weak business methods.

The manner in which the statement is inclosed has its effect also. A man who receives a statement seldom attaches to it the importance you do, therefore you

thing due, notation is made of intention to make draft within seven to ten days, it will start the account right.

The good business man and the best trade for which we are looking will not think less of you for wanting your money when due.

Many hesitate to notify a new customer of intention to make draft, and this is just where the error is made, for if from the beginning, unless prompt payments are made, you make draft, there will not be as much difficulty as if the account at first was allowed to run indefinitely and then when such is past due, you provoke your customer "because you have never drawn before."

W. S. PARK.

Have you tried it--Signal Five?

Bastard baskets must go!

MEN OF MARK.

John P. Hemmeter, Manager of the Hemmeter Cigar Co.

I have just listened to a story as full of interest as a well written romance. "From towpath to White House" has been in my mind from the beginning to the end—with this difference: that Garfield's life, while beginning with poverty and surrounded by the vicious influences of the canal, was soon changed for a higher order of existence; but this one, with a beginning equally as humble, drifted into a saloon, and with that for a stepping stone, in spite of the odium centering there, clambered up the heights where he stands to-day, a living example of what a man can do in the midst of unwholesome surroundings, if he will.



John P. Hemmeter was born on a farm, two miles from Saginaw, Aug. 13, 1862. His parents were German Lutherans and, when the boy was old enough to learn to read, they sent him to a school of that sect, where he remained until he was thirteen years of age. School over, he still staid under the parental roof until he reached his majority, and then, taking off his coat and rolling up his sleeves, he was ready to begin wherever fate should decide.

At first it was simply a change of place, but the same old work of "choring around" went on for three months for Geo. L. Burroughs, of Saginaw, a place better than he could find at home, for there was more money in it. With money still "his plea," he found he could do better for Geo. W. Morley, of the same town, and for six months he rendered him good service. That brought him to the season for rafting logs; and, leaving behind him his record as a chore boy, he entered the service of the Tittabawasee Boom Co., as a raftsman.

It was here that he earned his spurs. The season was at its height and the business which gave the commercial world a new word was literally on the "boom," when all hands struck. For the moment the company was powerless. The shock came with the suddenness of a bolt from a cloudless sky and, not knowing which way to turn for relief, they were rejoiced to find one man among the many who, with a No! to the strikers that started the saw-logs, reported to the company for duty. That man was John Hemmeter. The company caught its breath. The strikers lost

theirs and the booming logs went down stream as if no strike had been declared. That settled the business for Hemmeter. He had proved himself the man for the hour and from that time he had a firm friend in the Tittabawasee Boom Co.

The work was not, however, to his liking. It was hard and dangerous; and, when the season was over, he went to clerking at the American House, at Saginaw, where he staid three months. This led—naturally, it seems to me—to the bar-tending, which followed, in a general liquor store, one of the worst places in the world for a young fellow and one which, nine times out of ten, will ticket him to the devil and ensure his safe arrival. He was there a year. Then he became bar-keeper for a sample room for four months; and then, concluding that he might as well have whatever profits accrued from the saloon business, he opened a saloon of his own.

There is no use in saying here that the best friends of the man were sorry when this step was taken. More than one heard of it with a sigh and a "Good bye, John." It would be the old story, told in the old, sad way, with the old, sorrowful ending; and with an "It's too bad," they went their way and he went his. He was in that saloon for seven years, and when he found himself its owner, the old spirit that showed itself at the strike of the log runners appeared in that saloon in all its strength. Not a card or a card table was ever seen inside its doors, not a dice or a dice-rattle was ever heard upon its counter. There was no "rushing the growler" on Sunday and if there ever was a respectable saloon in the wide world, it was found in Saginaw under the ownership of J. P. Hemmeter.

Such a thing as that soon attracted attention. Looked upon at first as a condition to wear away in time, it came in time to be considered as a phenomenon. Men spoke about it to one another. Citizens who never had seen the inside of a saloon came in to see and went away to report. The friends who knew him in his earlier days were, and yet were not, surprised. They were afraid, and yet the outcome was what they who knew the man had every reason to expect. So he went out and came in among them and with them, not only respected but kindly thought of, and the saloon life came to an end.

A cigar establishment had been for months upon the decline. It needed a manager; and when, one day, there had been a preliminary talk among those interested in the business and a conclusion had been reached, one of them went over to the Hemmeter saloon and had a talk with the proprietor; and I am glad to give the substance of this talk for the benefit of those whose young eyes have looked upon the saloon and wondered why it is not a business good enough to follow.

"John," said the man of business, "we are needing a new manager over at our cigar factory and we have made up our minds that you are too good a man to stay in a saloon. Here's a place where you can turn your time and your talents to good account and we want to help you. Give up this business and go into something that is respectable. We know that your place has been respectable, so far as it is possible to make a saloon decent; but, after all, John, it isn't a business a man of your stripe ought to engage in and we want you to come with us."

There could be but one result. A

Wake Up!



Don't take everything offered as Confectionery just because the PRICE may be low. Insist on having GOOD goods that are attractive in finish and style of package—in fact

Up-to-Date

The kind produced by

PUTNAM CANDY CO.

GRAND RAPIDS, MICH.

Standard Oil Co.

DEALERS IN

Illuminating and Lubricating

OILS

Naptha and Gasolines

Office, Mich. Trust Bldg. Works, Butterworth Ave.

GRAND RAPIDS, MICH.

BULK WORKS at Grand Rapids, Muskegon, Manistee, Cadillac, Big Rapids, Grand Haven, Traverse City, Ludington, Allegan, Howard City, Petoskey, Reed City.

Highest Price paid for Empty Carbon and Gasoline Barrels

Grand Rapids Paint & Wood Finishing Co.

Manufacturers and Jobbers of
51-55 Waterloo St.,

PAINTS AND OILS

Write for prices and Color Cards.

GRAND RAPIDS, MICH

William Reid

JOBBER OF
Paints, Oils, Brushes,
Varnishes, Etc.

PLATE and WINDOW GLASS.

GRAND RAPIDS, MICH.

26-28 Louis' St.

stock company was formed under the name of the Hemmeter Cigar Co., with John P. Hemmeter as Secretary and General Manager, with headquarters at 122 and 124 South Hamilton street. The enterprise began business some time in 1875, with a force of ten hands. It now has seventy-five hands, with a pay roll of \$750 a week. It is a success and has been from the time Mr. Hemmeter took the management. The old spirit that opposed the walking delegate on the booming ground and whose thundering "No" gave strength to the Boom Company's paralyzed arm has forged its way to the front and, in spite of the saloon, in the widening field of a legitimate business, is making its wholesale influence felt upon the community in which its possessor lives.

Contract Requiring Breach of Confidence Is Void.

An agreement by the bookkeeper of a corporation to disclose its financial condition to another party is void, and it is immaterial that such other person is a stockholder of the corporation. In the case of Davenport vs. Hulme (32 N. Y. S. Reporter, 803) the Superior Court of New York city makes the above decision and says: We have no hesitation in condemning the agreement on which this suit was brought as absolutely void and unenforceable, and approve the action of the trial judge in dismissing the complaint on this ground. It involved a clear betrayal of trust by the bookkeeper and was utterly sordid and conscienceless in its purpose and conception. He was an employe of the company holding a place of trust and confidence. The information he had obtained in the course of the performance of his duties belonged to the company and was not his to use against his employer or to dispose of to his own advantage. When he agreed to barter it away in the manner proposed he not only violated an obligation to his employer springing out of the contract of his employment and the relation in which he stood to the company, but the whole transaction was, in foro conscientiae, flagitious and indefensible. The law has sternly set the seal of its disapproval and condemnation upon such acts. It reads into every contract of service an obligation on the part of the servant to be faithful to his employer in respect to matters within the scope of his duties and pronounces any violation of such duty to be a breach of contract, for which the servant may be discharged. The betrayal to others of facts which have come to his knowledge in the house of his employment, and which are confidential in their nature, is within this principle, which applies with peculiar force to the office of a book-keeper. His employer is compelled to confide to him almost every detail of business venture and financial condition. The knowledge he thus acquires is usually of such a character as to expose the employer to loss and possible serious disaster if promulgated to others. The obligation, therefore, is proportionately great to preserve inviolate the confidence reposed in him which the performance of the duties for which he has been employed has rendered necessary. There doubtless are cases in which the prevention of fraud or other service of the ends of justice create exceptions to the rule, but this case does not come within any such modifying principle, and it is not necessary to discuss them. A violation of duty of the character above mentioned also involves an element of moral turpitude.

It is a recognized and firmly established maxim in the law that ex turpi contractu actio non oritur, and no person, so far back as the feudal ages, was permitted by law to stipulate for iniquity. But authority is unnecessary to support so plain a proposition. The consideration for the agreement in suit was illegal and the contract sued upon never had any legal inception.

The contention that the agreement was relieved of the taint of illegality because

the party to whom the disclosures were made was a stockholder and entitled to the information which was the subject of the barter is without legal support. Assuming the existence of the right it by no means follows that the book-keeper was entitled to give it. He was the servant of the company, not of the stockholders. He was neither employed nor could he be discharged by them. His whole duty was to the corporation represented by the directors, who managed and controlled the business, who were alone entitled to exercise corporate powers, and to whom he was solely responsible for the proper discharge of his functions. Such an agreement as the one in suit, though made with a stockholder, is as much within the rule of prohibition as if entered into with a stranger. Stockholders must seek the information they are entitled to through the proper channels and not by corrupting the employes of the company. The book-keeper had no other thought than his own profit, and he drove as hard a bargain as he could in his attempt to make the utmost farthing out of a shameless act. The agreement sued upon presents itself as a mere bargain for the betrayal of a trust, without qualifying circumstances, which the law repudiates and which no court of justice will enforce.

Proposed Chemical Combination.

From the N. Y. Shipping List.

Vague rumors have been circulated for some weeks concerning negotiations now in progress to unite the leading manufacturers of heavy chemicals throughout the world. Advices to that effect have come from England, and the fact that forward delivery prices on alkali, caustic soda, sal soda and soda ash have been advanced recently is considered rather significant.

Inquiry among representatives of home and foreign manufacturers failed to throw any light upon the situation. In every instance all knowledge of the alleged negotiations was denied, and in some quarters the report was emphatically denied. However, there is a feeling that some action is necessary to make the business profitable. For a year or more competition has cut prices to a low point, and consolidation is considered the only salvation unless the law of the survival of the fittest is allowed to follow its natural course. The latter as a heroic remedy for overproduction, is seldom adopted, however.

According to one of our informants the trade is expecting some developments from abroad which may have reference to the three American heavy chemical manufacturers located in Syracuse, N. Y.; Wyandotte, Mich., and Saltville, Va. The opinion has been expressed that future arrangements may mean the development of factories here to supply the whole demand of the United States without resorting to the necessity of importing, and in this connection we have been asked to look up the present connection between a leading American heavy chemical works and one of the principal concerns in England. It is denied that any relation exists between the two, and there the inquiry rests for the present.

Whatever is done will not affect the bulk of next year's business, as contracts have already been made ahead for heavy chemicals by the glass and paper manufacturers. They will doubtless have to pay more money the next time they enter the market for supplies, and in addition to the articles mentioned above, prices may harden on bleaching powder, bicarb soda, chlorate potash, salt cake, etc.

Sparta Sentinel: The Tradesman of Grand Rapids has placed a new Thorne typesetting machine in its office and that journal came out last week in a new dress—bright and sparkling as a girl in a new summer suit. Not only is the Tradesman of interest to business men, but to the family as well, the local writer's aged mother (68 years old) taking great pleasure in reading it, and if we do not take it home she will remind us of it. We wish Editor Stowe unbounded success.

Merchants

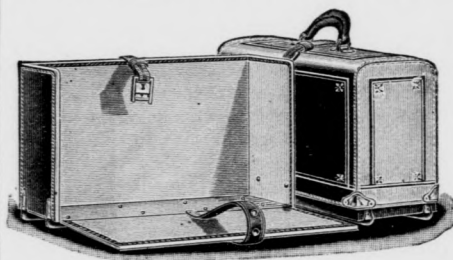
If you want to please a few cranks, who don't patronize you, insist on having blue label cigars. But if you want to give your patrons the worth of their money with cigars made by clean honest people, give them

GREEN SEAL CIGARS

And you will always satisfy them.

GROSKOPF BROS.,

Manufacturers of



Trunks

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Wholesale and Retail. Sample Trunks and Cases Made to Order. Repairing neatly done.

Telephone 906. 89-91 CANAL ST., GRAND RAPIDS, MICH.

LEMON & WHEELER CO.

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Chas. A. Morrill & Co.

Importers and

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TEAS

21 Lake St., CHICAGO, Ill.

OF COURSE YOU HANDLE

LION COFFEE

For Sale by All Jobbers.



SEE PRICE LIST ELSEWHERE.
EVERY PACKAGE 16 OZ. NET
WITHOUT GLAZING.
Perfectly Pure Coffee.

WOOLSON SPICE CO.

TOLEDO, OHIO, and KANSAS CITY, MO.

Wash Day

Nearly every woman dreads "wash day" with its drudgery and discomfort. Some women have found out that there is one great aid that helps to make lighter the work of washing clothes. That is

OAK-LEAF SOAP.

It takes the dirt out without excessive rubbing—leaves the clothes clean and white, without injury. You can well afford to give it a trial. Get it at your dealers. A catalogue of beautiful pictures free.

GOWANS & SONS, Buffalo, N. Y.

Vehicles

Opinion of a Leading Manufacturer on Delivery Wagons.

Written for THE TRADESMAN.

It affords me the greatest satisfaction to notice the effort the Tradesman is making in an endeavor to convince the dealers and merchants of the necessity of an improvement in their delivery and freight wagons, and I have read with much pleasure the articles published in the Tradesman on that subject.

Being a wagon manufacturer, I probably notice the great assortment of non-descripts much more particularly than others; yet I am convinced that the general public notices and comments on the poor quality and design of the delivery wagons in use by merchants throughout the State and, particularly, in Grand Rapids. Our merchants will exhaust every resource to make an artistic display of their goods; will use every precaution to prevent their being damaged, yet, when these goods are sold, they are sent to the buyer with no thought as to their condition when delivered or in what kind or shape of vehicle they are delivered.

I contend that a fine display of goods should be invariably delivered to the consumer in as perfect condition as when placed on sale. In order to do this, it is absolutely necessary that a vehicle should be provided suitable to those requirements. As a means of advertising and of bringing the dealer prominently to the eyes of the public, a fine appearing wagon affords great opportunity.

The wagons in use by our merchants are constantly under motion and, consequently, present exceptional opportunities for successful advertising. If a wagon is neat and tasty in construction and finish, it at once attracts attention, not only to the wagon but to the owners and their business. If a merchant desires to keep his name and business before the public, can there be devised any better means than that afforded by his wagons?

The merchant alone is responsible for the present deplorable condition of the delivery wagons seen on our streets. In former years the question, "What is the quality?" was first asked, price being an after consideration. Now, the first question is, "What is the price?" quality and adaptability to the use for which it is intended not being given a thought.

The manufacturers, as a rule, are not given to selling wagons at less than cost, and, as a result, an inferior article is produced which soon becomes a disgrace to the owner and to the manufacturer.

The life of any vehicle depends largely upon the care it receives. It should be properly housed when not in use, oiled and washed at least once each week, and thoroughly painted once in each twelve months. By doing this the life of any wagon is greatly lengthened, while the vehicle is made much more presentable.

It is a supposable case that when one embarks in business he expects to maintain his position against competition and to endeavor, through the quality and neat display of his wares, to distance his competitors. The store and fixtures are thoroughly modern, the goods are displayed to the best possible advantage, and he and his clerks are polite and painstaking. As a result, he secures the desired trade. Why does he

not make victory complete and deliver these goods to his customers with the same display of neatness he exhibits in and around his place of business?

In most instances his horse is a shadow, his harness old and soiled, his wagon misshapen, bruised by hard knocks, and defaced by mud and time—in fact, the entire outfit has the appearance of decay and neglect. This, necessarily, must effect and counteract many of his previous efforts to secure patronage.

H. P. BELKNAP.

Eating Bones.

One of the New York reformers who would improve the diet of mankind has just put out a proposition for the eating of bones after they are ground fine. He holds that under the existing regimen the bones of the human frame are not properly supplied with the chemical elements needed to keep them in sound and vigorous condition, and that these elements can be most easily obtained by consuming the powdered bones of the animals ordinarily used for food. He would sprinkle a steak or chop, for example, with bone dust, after the manner in which it is sprinkled with salt and pepper, and he maintains that thus the taste of the meat may be greatly improved.

Best seller in the world—Signal Five.

L. G. Dunton & Co.

WILL BUY ALL KINDS OF

LUMBER=Green or Dry

Office and Yards—Seventh St. and C. & W.M.R.R.
GRAND RAPIDS, MICH.

BOMERS' EXPRESS & TRANSFER CO.

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56 OTTAWA ST.



**BUSINESS WHEELS
LIGHT ROADSTERS
LADIES' WHEELS**

A High Grade Machine, Built on Mechanical Principles. Prices Right. Immediate Shipment. Dealers, write for discounts.

CYCLOID CYCLE CO., 488 S. Division St., Grand Rapids

Stop!

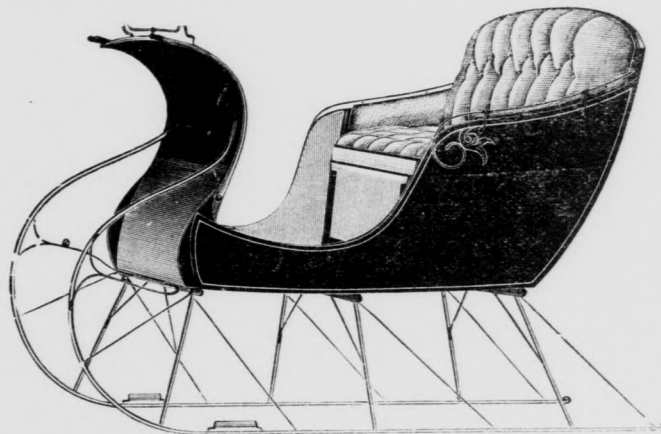
AND READ.

Make no contracts for 1895 until we call or you write us about

Portland and Swell Body Cutters

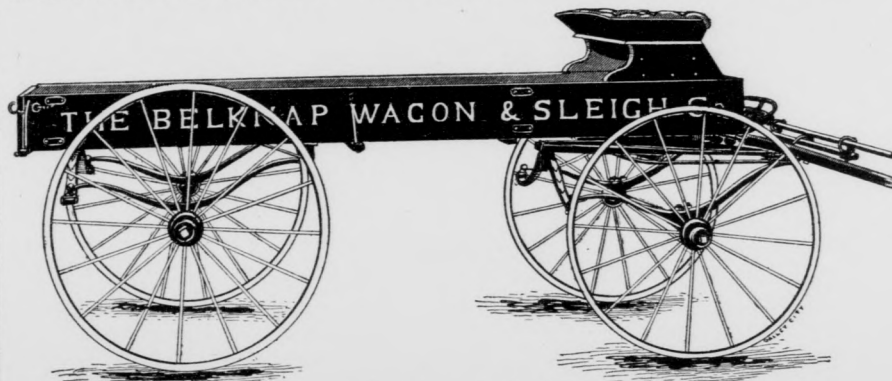
Belknap, Baker & Co.

GRAND RAPIDS, MICH.



THE BELKNAP WAGON AND SLEIGH CO.

GRAND RAPIDS.



Spring, Freight, Express and Lumber Wagons.

Sole manufacturers of Belknap's Patent Sleighs.

Send for New Catalogue.

GENERAL DELIVERY WAGON.
A FINE APPEARING WAGON IS YOUR BEST ADVERTISEMENT.

GAMBLING IN TRADE.

Chances Must be Taken but Some Ventures are not Warranted.

From the Keystone.

In a broad way it may be said that all trade is gambling, since there is an element of chance, or risk, in every business venture—chances which lie outside the operations of the merchant himself, and are external in any scheme or plan. The failure of crops, the accidents of flood and fire, all the interpositions of Providence, are of this kind; so, too, are the bankruptcy of debtors and the faithlessness of trusted employes.

Our subject, however, comprehends another kind of gambling, in which the merchant himself, and himself only, is directly responsible; and if we have given the "hard" name of gambling to mere bad judgment and unfitness it is because these faults deserve the severer name when honest creditors have left to them only the luxury of "calling names."

The merchant who buys beyond his utmost needs, or beyond his ability to pay, is such a gambler; and his offense is worse than that of the card player, for the latter stakes his own money, while the merchant gambler risks that of confiding jobbers or manufacturers who have sold him goods. He justifies himself by the unwarranted hope that his overstock will attract trade by reason of its profusion, that his business will go forward by leaps and bounds in consequence, with the result that he will be easily able to pay for the goods and keep a large profit for himself as the result of his "nerve." He gambles on the chance of a miracle.

Sometimes this form of gambling takes another phase. Instead of endeavoring to attract public attention by the size of his over-large stock he may seek to impress this public in another way. He will strive to create an appearance of prosperity, on the theory that "there is nothing so successful as success," by building an extravagant house or driving a "swell" team, or by some lavish entertainment, or by dress, or by some other loud personal advertisement. But it is gambling, just the same, if it is not justified by his actual net worth.

There are other classes of gambling which are negative in character but are no less worthy of consideration. Many a merchant gambles with opportunity—that golden key which unlocks the door of fortune when it falls into the right hand, and which only once or twice in a lifetime is given to every trader to show his skill in handling it. The sudden death of the old jeweler who had the trade of the community furnishes one such occasion; and the nerveless beginner who shrinks from the trial subsequently finds the cards in the hands of late "stacked" against him. He is henceforth out of the game, and becomes a wretched looker-on, while a more confident player grasps the gold that lies within his easy reach.

Another poor wretch is the merchant who gambles with time. He is forever putting off the needed reform, perpetually dallies with his determination to do the needful thing—forgetting that a merchant's money-making period ends at his fifty-second year, according to the statistics in economic science. After that point conservatism outvotes enthusiasm; the productive faculty wanes. "Time is money" in a sense which he never appreciated until he finds it too late.

What shall we say of him who gambles with the trend of trade; with the spirit of the day; with the laws of progress? The man who does not advertise in a way that advertises; who does not conform his business to the latest approved theories and the established traditions; who runs counter to the general drift of things; who knows more than the combined intelligence of his contemporaries—he is essentially a gambler, and must be classed with that unhealthy class in the business world who eventually drop out of the uneven struggle because they gambled against certainties and "took the hazard of the die" with all of fate against them.

THE BACK OFFICE.

Written for the TRADESMAN.

We were talking of Chicago, and the visitor, who had lately been there and who manages an extensive and thrifty manufacturing establishment in Grand Rapids, remarked that one of the most noticeable sights in the Western metropolis was the tramp. It is a topic too stale to discuss, but it led to the remark that the upheaval in business had furnished too many men who, without employment and without visible means of support, are refusing to accept any position which does not ensure the old-time income of \$3 to \$5 per day. "I had a man come into my office last week," remarked the manufacturer, "wanting something to do. Four dollars a day was what his old position had given him and was what he wanted now. I had nothing like that for him. The only thing I could possibly give him was common day labor at the regular wages, which he, of course, refused."

He is not the only instance. I have known men with families, behind in rent and in debt at the grocer's, refuse to take \$1 a day when they had nothing to do and their families were suffering

for that very dollar. Why, if I were in these men's shoes, I would rather work at 50 cents a day and have it mine, earned by my own hands, than to sit around doing nothing, with my family suffering for the things that 50 cents would buy."

That spirit, out of work, is bad enough, but it is worse, if anything, when it accepts under protest the position it is confident it can more than fill. The dollar a day is the badge of servitude; and every stroke of work, instead of being done with gratitude, as it should be, for the blessed privilege of honorable work with honorable rewards, however meager, is made the occasion for resentment of the decrees of fate and the inscrutable dispensations of divine Providence.

With that motive as the mainspring of action, the unsolved problem is, how much of my over-plus ought I to furnish for this miserable dollar? If I am worth \$5 a day, then, unless arithmetic—and "figures won't lie"—is at fault, only a fifth of my value is needed to equalize the demands of a full day's work.

That point settled, another promptly takes its place. "My employer cannot

expect me to come to him for details which I know more about than he does—I, who, in my prosperous days, had better men in my employ than he. If he has work for me to do, let him bring it to me; that will be time enough!" Ingrate that he is, will he never learn the lesson that it is the basket, full and running over with his best, which wins favor, not only with men but with Heaven? Good work, well done, is its own reward; but how much more than a thousand fold is the value of that work when it is the outpouring of a grateful heart!

Think of it, you who scorn the dollar that is intended only to hold you up. Think of it, you who are abusing your only means of climbing again to the shining heights, and may the reflection strangling the spirit of the tramp which is in you, nerve your heart and strengthen your hand with a worthier purpose and enable you, by a generous outpouring of the best that is in you, to gain and keep the old position which long- ing alone will never again secure.

RICHARD MALCOLM STRONG.

It has no equal—Signal Five.

The President of the United States of America,

To

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

GREETING:

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

ENOCH MORGAN'S SONS COMPANY,

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

Now, Therefore, we do strictly command and perpetually enjoin you, the said HENRY

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

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

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

Witness,

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

[SEAL]

ROWLAND COX,
Complainant's Solicitor

[SIGNED]

S. D. OLIPHANT,

Clerk

Association Matters

Grand Rapids Retail Grocers' Association
 President, E. WHITE; Secretary, E. A. STOWE;
 Treasurer, J. GEO. LEHMAN.

Sugar Card—Granulated.
 5½ cents per pound. 4½ pounds for 25 cents
 10 pounds for 50 cents. 20 pounds for \$1.

Jackson Retail Grocers' Association
 President, BYRON C. HILL; Secretary, W. H. PORTER;
 Treasurer, J. F. HELMER.

Sugar Card—Granulated.
 5½ cents per pound. 9½ pounds for 50 cents
 19 pounds for \$1.

Northern Mich. Retail Grocers' Association
 President, J. F. TATMAN, Clare; Secretary, E. A. STOWE, Grand Rapids; Treasurer, J. WISLER, Manacelona.

Owosso Business Men's Association.
 President, A. D. WHIPPLE; Secretary, G. T. CAMPBELL; Treasurer, W. E. COLLINS.

Michigan Hardware Association.
 President, F. S. CARLETON, Ca umet; Vice President, HENRY C. WEBER, Detroit; Secretary-Treasurer, HENRY C. MINNIE, Eaton Rapids.

Grand Rapids Fruit Growers' Association.
 President, R. D. GRAHAM; Secretary, M. W. RONAN; Treasurer, H. O. BRAMAN.

Gripsack Brigade.

L. (Windy) Williams, traveling representative for the Detroit Cigar Manufacturing Co., of Detroit, is in town today, accompanied by his wife.

W. H. Downs has engaged to travel for the Milton Hosiery Co., of Chicago, which controls the output of six mills. He also represents the suspender house of G. W. Hoyt, of Chicago.

There will be a meeting of Grand Rapids traveling men at the Livingston Hotel next Saturday evening to consider the matter of holding an annual picnic and make the necessary preliminary arrangements, in case it is thought advisable to hold a picnic under the auspices of the local salesmen.

Ed. Germain, the Saginaw lumberman, has a panacea for the present stagnation in the lumber business, as follows: "If dealers would all call in their salesmen lumber would advance 50 cents a thousand within 60 days. The stocks at all Eastern and interior points are small, but manufacturers are crowding their commodities upon the market, and when a dealer is drummed by possibly a dozen different salesmen he will buy only as his necessities demand, for he reasons that when the lumber manufacturer is so anxious to unload prices are likely to drop, and he is not disposed to buy on a falling market. We all know that better times are coming, but the difficulty is we do not know just when they will arrive."

The official investigation into the Bannock Indian troubles in Wyoming shows that the "trouble" was the murder of one poor old Indian by the settlers' posse who had arrested a party of hunters for killing game in the Jackson Hole region, a privilege accorded to them by treaty. The murder is with impunity as the officials before whom the murderers would be arraigned are parties to the conspiracy against the Indians. It is probable that the time is passed when there is a possibility of an outbreak of Indians in any part of the United States. They are thoroughly subdued and cowed by the government officials and there is not enough of the fighting spirit left to make it possible that such reports as the one sent out by the press a few weeks ago of the "Bannock massacre" should be true. Indians may be disorderly but the days of Indian wars are forever past

It is the best—Signal Five.

CURRENT COMMENT.

The Chamber of Commerce of Manchester, England, has decided to have a Testing House, "to ascertain the true condition, weight, length and other physical properties of such articles as the Board of Directors may from time to time determine." When the Chamber gets settled down to discuss the question of shrinkage, how would it do to send over a Grand Rapids peach basket and strawberry box and have them decide how far the atmosphere can be depended on as a cause for the change?

The despairing "How long?" of the public, suffering from the murderous building contractor, is relieved by the exultant "At last," from the same outraged public. The rascal whose inefficiency led to the catastrophe of the ill-fated Ireland building has been unearthed, and arrested. It is the plasterer who is the cause of all this wretched business. It has been found that not a single square inch of plastering was found in its place, when even a child can be made to see that if the plaster had stuck not an iron girder would have fallen. The plasterer is the rascal. Off with his head!

Here's a goodly row of figures—889,843,000. Now put this little contraction of the United States before it (\$) and it will begin to mean something. That is what the exports from this country were valued at for last year. That isn't all. Three-fourths of that sum came from the farmers and the farms of this republic. Just let the genuine farming communities get rid of their "way-backs" and their "hay-seeds" and that amount, large as it is, will be doubled; and it may be well enough to say right here, that the farmer isn't the only American citizen with hay-seed in his hair and sandburrs in his stockings.

It is a disputed question whether the Bay City sea serpent, which attacked the three ladies the other day, is a sea lion or a seal. At this distance it is safe to say it was a sea lion. No sane woman—letting alone three—would be as near as that to an unclaimed seal skin without making a vigorous fight for it. Without any kind of doubt it was a sea lion.

"How the world is given to lying!" A story has found its way into the papers to the effect that a Michigan farmer has been caught by the green goods scheme. It is a base, ignominious whopper, that's exactly what it is; and as senseless as it is wicked. The idea of a Michigan farmer being caught by any such scheme as that at this time of the year, when he is making money hand over fist without fear and favor of the law with the bastard fruit basket. In the language of the street gamin', "W'at ye givin' us?"

Mark Twain explains his business relations in a way that does him credit. Says he: "It has been reported that I sacrificed, for the benefit of creditors, the property of the publishing firm whose financial backer I was, and that I am now lecturing for my own benefit. This is an error. I intend the lectures, as well as the property, for the creditors. The law recognizes no mortgage on a man's brain, and a merchant who has given up all he has may take advantage of the rules of insolvency and start free again for himself; but I am not a business man, and honor is a harder master than the law. It cannot compromise for

less than 100 cents on the dollar and its debts never outlaw. I had a two-thirds interest in the publishing firm whose capital I furnished. If the firm had prospered I should have expected to collect two-thirds of the profits. As it is, I expect to pay all the debts. My partner has no resources, and I do not look for assistance from him."

Canadian farmers haven't been idle; and for a country making no pretensions to greatness 46,000,000 bushels of wheat for one season is doing pretty well. Of course, that is nothing when compared with what the Nation to the south of Canada is doing, but its a good crop and the farmer up there should be congratulated.

It is safe to say that fruit orchards near Benton Harbor will not be further molested. It has been the fad to approach the orchard on the water's side by means of row boats and, after stealing the peaches to steal away. A watchman with orders to shoot will have a tendency to put an end to the fun.

If that Bangor correspondent who says that peaches shipped to Chicago do not pay will send his fruit to Grand Rapids, he will find that he need not go so far and fare better.

If pleasure is business Lord and Lady William Beresford have been putting in some heavy strokes this summer in Norway. They wanted to go fishing for salmon and they went. My lord bought a salmon stream in the Land of the Midnight Sun for \$4,000 and he and my lady took a day off and enjoyed the sport immensely. They caught two fishes (one apiece), weighing—if the joke isn't too far fetched—£400. Nice salmon they have in Norway!

According to the report of Warden Fuller, of the Ionia House of Correction, the manufacture of furniture in that institution has yielded a profit of \$26,000 during the past year. Such a profit is only possible through sales at rates calculated to injure the industry elsewhere. Wholesalers will not handle prison made goods except at prices far below those made by free labor. Of course, it is possible to make and sell such goods at a profit where the labor costs nothing, even at the prices the contractors are willing to pay, but every dollar thus saved to the State costs many lost from the profits of the furniture factories elsewhere in the State and the maintenance of such a factory at Ionia to support criminals is no small factor in keeping the wages of workmen elsewhere below what they should be.

A New Calling for Women.

From the Emporia, Kan., Gazette.
 There is a woman in this town who has invented a new calling for women; she is a professional companion for women whose husbands are away. She will go to a house and be company for a lone woman at \$5 a week, or she will go out for the night, while husbands are away, for 75 cents an evening. She knows all the gossip and will tell gossip for 50 cents a night extra. In families when there is a young woman with a beau, who is liable to be talking in a low tone until 10 o'clock in the parlor, and then hush up until she is awakened by the front door slamming about midnight, the woman charges a dollar a night straight, making no reduction for long-time contracts. In families where there is a boy who lies on his back and screams at bedtime, the woman charges double rates. She is particular and very independent, and as the lodges grow in the town her business is branching out, and she is said to be putting money in the bank every Saturday night.

Travelers' Time Tables.

CHICAGO and West Michigan R'y

June 16, 1895

Going to Chicago.
 Lv. G'd Rapids 6:00am 1:25pm *6:30pm *11:30pm
 Ar. Chicago... 12:05pm 6:50pm 6:00am 6:25am

Returning from Chicago.
 Lv. Chicago... 7:20am 5:00pm *11:45pm
 Ar. G'd Rapids... 12:40pm 10:40pm *6:30am

To and from Muskegon.
 Lv. G'd Rapids... 6:00am 1:25pm 6:30pm
 Ar. G'd Rapids... 11:30am 5:15pm 10:40pm

Traverse City, Charlevoix and Petoskey.
 Lv. G'd Rapids... *8:00am 1:00pm 11:00pm
 Ar. Manistee... 12:55pm
 Ar. Traaverse City... *1:20pm 4:50pm 4:00am
 Ar. Charlevoix... *3:50pm 6:30pm 6:30am
 Ar. Petoskey... *4:20pm 6:55pm 7:00am
 *Trains arrive from north at 5:30a.m., 11:45a.m., 1:00p.m., *1:30p.m.

PARLOR AND SLEEPING CARS.
 Parlor Cars leave Grand Rapids 6:00a.m., 1:25 p.m.; leave Chicago 7:20a.m., 5:00p.m. Sleeping Cars leave Grand Rapids *11:30p.m.; leave Chicago *11:45p.m.
 *Every day. Others week days only.

DETROIT, Lansing & Northern R'y

Oct. 28, 1894

Going to Detroit.
 Lv. Grand Rapids... 7:00am 1:20pm 5:35pm
 Ar. Detroit... 11:40am 5:30pm 10:10pm

Returning from Detroit.
 Lv. Detroit... 7:40am 1:10pm 6:00pm
 Ar. Grand Rapids... 12:40pm 5:20pm 1:45pm

Saginaw, Alma and St. Louis.
 Lv. G R R 7:40am 5:00pm Ar. G R R 11:35am 10:45pm

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

THROUGH CAR SERVICE.
 Parlor cars on all trains between Grand Rapids and Detroit. Parlor car to Saginaw on morning train. Trains week days only.
 L. M. FULLER, Chief Clerk, Pass. Dep't.

MICHIGAN CENTRAL
 "The Niagara Falls Route."

	Arrive	Depart
Detroit Express	10:20pm	7:00am
*Atlantic Express	6:30am	11:20pm
New York Express	11:45am	6:00pm
*Daily. All others daily, except Sunday.		

Sleeping cars run on all night trains to and from Detroit. Parlor cars leave for Detroit at 7:00a.m., reaching Detroit at 12:20p.m.; returning, leave Detroit 4:35p.m., arriving at Grand Rapids 10:20p.m. Direct communication made at Detroit with all through trains east over the Michigan Central Railroad (Canada Southern Division.) A. ALMQUIST, Ticket Agent, Union Passenger Station.

DETROIT, Grand Haven & Milwaukee Railway

Eastward.

	+No. 14	+No. 16	+No. 18	*No. 82
Lv. G'd Rapids	6:45am	10:0am	3:25pm	11:30pm
Ar. Ionia	7:40am	11:25am	4:27pm	12:35am
Ar. St. Johns	8:25am	12:17pm	5:20pm	1:25am
Ar. Owosso	9:0am	1:20pm	6:05pm	3:10am
Ar. E. Saginaw	10:50am	3:45pm	8:00pm	6:40am
Ar. Bay City	11:30am	4:35pm	8:37pm	7:15am
Ar. Flint	10:65am	3:45pm	7:05pm	5:40am
Ar. Pt. Huron	12:05pm	5:50pm	8:50pm	7:30am
Ar. Pontiac	10:53am	3:05pm	8:25pm	5:37am
Ar. Detroit	11:50am	4:05pm	9:25pm	7:00am

Westward.

	*No. 40am	*No. 41	*No. 42	*No. 43
For G'd Haven and Intermediate Pts.	8:40am			
For G'd Haven and Muskegon		11:00pm		
For G'd Haven, Milwaukee and Chi.		4:35pm		
For G'd Haven, Milwaukee and Chi.		8:40pm		
For G'd Haven and Milwaukee		10:05pm		

*Daily except Sunday. *Daily. Trains arrive from the east, 6:35a.m., 12:50p.m., 5:30p.m., 10:00 p.m. Trains arrive from the west, 6:40a.m., 8:15 a.m., 10:10a.m., 3:15p.m., 7:05p.m.
 Eastward—No. 14 has Wagner Parlor Buffet car. No. 18 Parlor car. No. 82 Wagner sleeper.
 Westward—No. 11 Parlor car. No. 15 Wagner Parlor Buffet car. No. 81 Wagner sleeper.
 JAS. CAMPBELL, City Ticket Agent.

GRAND Rapids & Indiana Railroad

Aug. 18, 1895

Northern Div.

	Leave	Arrive
Trav. Cy., Petoskey & Mack	7:00am	5:15pm
Trav. Cy., Petoskey & Mack	*8:00am	*10:00pm
Traverse City	5:25pm	*11:30am
Saginaw	5:30pm	*11:00pm
Petoskey and Mackinaw	10:45pm	6:20am

7:00a.m. train has through cars to Saginaw.
 8:00a.m. train has parlor cars for Mackinaw. 5:25 p.m. train has parlor car for Traverse City. 10:45 p.m. train has sleeping cars for Petoskey and Mackinaw.

Southern Div.

	Leave	Arrive
Cin., Ft. Wayne & Kalamazoo	7:25am	9:15pm
Ft. Wayne & Kalamazoo	2:00pm	12:15pm
Cin., Ft. Wayne & Kalamazoo	*10:15pm	*6:50am
Kalamazoo	6:00pm	9:4am

7:25a.m. train has parlor car to Cincinnati. 10:15p.m. train has sleeping cars to Cincinnati, Indianapolis and Louisville.

Chicago Trains.

	Leave	Arrive
Lv. G'd Rapids	*7:25am	*2:00pm
Ar. Chicago	2:40pm	9:05pm

2:00p.m. train has through coach. 10:15p.m. train has through coach and sleeping car.
 Lv. Chicago... *6:50am *3:00pm *11:30pm
 Ar. G'd Rapids... 2:15pm 9:15pm 6:50am
 3:00p.m. train has through coach and 11:30p.m. has through coach and sleeping car.

Muskegon Trains.

	Leave	Arrive
Lv. G'd Rapids	7:25am	11:00pm
Ar. Muskegon	8:50am	2:10pm
Lv. Muskegon	*9:13am	*12:05pm
Ar. G'd Rapids	10:30am	1:15pm

*Except Sunday. *Daily. *Sunday only.
 A. ALMQUIST, C. L. LOCKWOOD, Ticket Agt. Un. Sta. Gen. Pass. & Tkt. Agt.

Drugs==Chemicals

STATE BOARD OF PHARMACY.

One Year— - - - - GEO. GUNDRUM, Ionia
 Two Years— - - - - C. A. BUGBEE, Charlevoix
 Three Years— - - - - S. E. PARKILL, Owosso
 Four Years— - - - - F. W. R. PERRY, Detroit
 Five Years— - - - - A. C. SCHUMACHER, Ann Arbor

President, C. A. BUGBEE, Charlevoix
 Secretary, F. W. R. PERRY, Detroit.
 Treasurer, GEO. GUNDRUM, Ionia.

Coming Meetings—Houghton, August—
 Lansing, November 5.

MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

President, GEO. J. WARD, St. Clair.
 Vice Presidents, S. P. WHITMARSH, Palmyra;
 G. C. PHILLIPS, Armada.
 Secretary, B. SCHRÖDER, Grand Rapids.
 Treasurer, Wm. DUPONT, Detroit.

Executive Committee—F. J. WELZBERG, Grand Rapids; F. D. STEVENS, Detroit; H. G. COLMAN, Kalamazoo; E. T. WEBB, Jackson; D. M. RUSSELL, Grand Rapids.

GRAND RAPIDS PHARMACEUTICAL SOCIETY.

President, - - - - - JOHN E. PECK
 Secretary, - - - - - B. SCHRÖDER

THEORIES OF INSOLVENCY.

The Right and Wrong Views of the Question Involved.

From the Dry Goods Chronicle.

There are wholesale houses which make it a rule never to settle with an insolvent debtor for less than the face of his account, if they think there is any show whatever to force it out of him or his estate. Such a rule is not based upon a correct theory of honestly-conducted business. It is founded on the assumption that insolvency is chiefly, if not wholly, an abuse of confidence. Where the latter is the case, it cannot be too severely dealt with, but most settlements grow out of a conviction that there is more misfortune than rascality in business disasters.

What we regard as the true theory of the relation between wholesaler and retailer is often acted upon but seldom analyzed and definitely stated. That relation is in the nature of a limited partnership. The retailer, when he starts in business, puts in such capital as he may have, his experience, intelligence, time and labor. The wholesaler voluntarily contributes goods from time to time. If the business prospers, both parties have their reward. The goods contributed are paid for, and the way opened for increasing transactions, which may continue to grow year after year. If, however, the retailer faithfully employs all the elements named above, but is overcome by adverse conditions or unfavorable events, it is but equitable and fair for his creditors, who may or may not have profited liberally from the connection, to submit to share in the losses of the concern.

This is the well-settled principle underlying insolvency legislation, and has been declared from the bench as the basis of proceedings in bankruptcy. If, as we are often told, "Law hath its source in the bosom of God," it also appeals to the love of fair play in man. Mutual dependence is a large characteristic of commercial affairs. To stand alone and aloof is more truly impossible in business than in any other department of human life. To give and take, to live and let live, to share and reciprocate, rather than to maintain a solitary regularity, are the watchwords and principles of that great civilizer of mankind, the Genius of Trade.

But all this presupposes honesty and fair dealing. Either party may vitiate his rights by fraud or chicanery. The retailer who obtains goods, knowing that he is unable to pay for them, who adds to his liabilities when his living assets are so far below them that no amount of boosting will ever bring the two entities within sight of each other, or who deliberately fails in order to make money, has forfeited all claims to any implied partnership considerations, or to the mercy of the court. Strip him and remand him to his proper place, that he may no more imperil the property of others. Let the line between the two kinds of delinquents be drawn with a

subsoil plow, and never be overstepped or obliterated.

The privilege of preference has become a deadly weapon in the hands of insolvents. The carnage has been fearful among those who didn't know it was loaded. Insolvencies which should pan out at least fifty cents on the dollar, inure only to the benefit of the preferred, other creditors receiving nothing. We could fill pages with instances, but refrain, our readers being well aware—some of them, no doubt, painfully aware—of "how the old thing works." It seems incredible that so wide-awake and progressive a people should so long endure the oppression of this unjust and exasperating law. Created at first, doubtless, to protect the interests of non-commercial and non-participating creditors, it has outrun that benevolent design and become the ready and potent instrument of mercantile thievery. The new national bankruptcy law, if we ever get one, should draw a line with distinctness behind which, if anywhere, the preference may prevail. Meantime it is well, wherever the sum involved is worth fighting for, to invoke such aid as the courts can give in preventing fraudulent settlements.

How the Street Fakir was Rewarded for Honest Dealing.

"Gentlemen," said the street fakir, as he arranged his bottles on the table before him, "I did not come here to lie and deceive, and rob you of your hard-earned dollars. I have stuck to the truth all my life, and, though that is the reason I am a poor man, I shall continue to speak the truth to the end of my days."

The crowd had been coldly surveying his preparations, but began to warm up a little over his address.

"I might say to you," he went on, as he held up one of the bottles in a loving way between his eye and the sun, "that this medicine was discovered by a celebrated medicine man of the Sioux tribe of Indians, but why deceive you? It is a remedy entirely unknown to the Indians. It is my own discovery, and I never saw an Indian in my life."

The crowd increased in numbers and began to press closer.

"I could tell you that this compound would cure Bright's disease, and in ten minutes every bottle would be sold; but could I sleep to-night with the weight of so much deception on my conscience?"

How could I ever again look an honest man in the face after telling such a falsehood? It will not cure Bright's disease—it would even hasten the end of a victim of that baleful complaint."

There were now too men in front of the fakir, and at least half of them had their hands in their pockets in search of money.

"I could say that it was a pain killer," continued the man, as he brought out more bottles from an old satchel, "but an accusing voice would be whispering in my ear forever more. You might rub a barrel of it on you and it would not affect a pain. I miss the sales of at least fifty bottles because I tell you the truth, but it must be so."

"Gimme a bottle!" shouted a dozen men in chorus, as they held up their \$1 bills.

"No, gentlemen—not yet. I will neither deceive you nor allow you to deceive yourselves. You are an honest, confiding people, and I might tell you that this discovery would stop a headache in five minutes and you would believe me and hand up your money. It will not cure a headache. I even declare that it would make one ten times worse."

The number of men who now wanted a bottle was at least twenty, but the fakir waved them aside and said:

"Wait a minute. The discovery will not cure consumption after one lung is gone. It will not cure catarrh after the disease has a firm hold on the bronchial tubes. After both kidneys have wasted away it is no use to take it. It simply purifies the blood, and thus—"

"Gimme a bottle! Gimme a bottle!" yelled fifty men as they pressed forward and in less than ten minutes the last one had been sold and the fakir had the money in his pocket.

As we went down on the train to Ottawa Beach that afternoon together I asked:

"After you have mixed water, molasses, and alcohol together do you add anything else?"

"Yes, cayenne pepper to make it bite, and the solemn truth to make it sell," he solemnly replied as he took out his wad of bills and spread them on his knee and started out to find the sum total.

Office Stationery
 LETTER, NOTE AND BILL HEADS
 STATEMENTS, ENVELOPES, COUNTER BILLS.
TRADESMAN COMPANY,
 GRAND RAPIDS

Are Your Coal Bills too High?

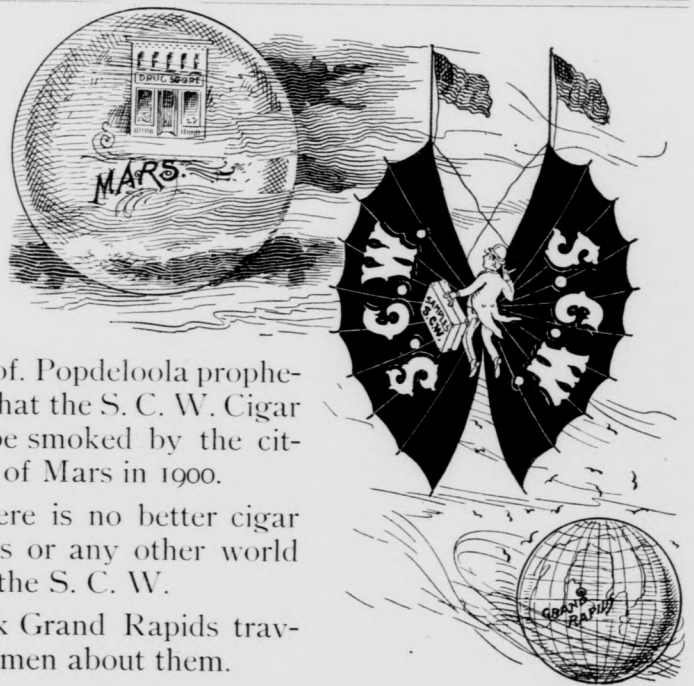
A leaky or improperly adjusted valve may cost you hundreds of dollars per year at the coal pile.
 I can show you how to save it by applying the indicator to your engine.
 Address, 74 Monroe St., Room 5, Grand Rapids.

B. E. PARKS, Engineer.

V. SEBRING HILLYER Consulting Engineer

Structural Iron Work
 Concrete Construction.
 Machinery Draughting.
 803 Michigan Trust Building
 GRAND RAPIDS

PECK'S HEADACHE..... POWDERS
 Pay the Best Profit. Order from your jobber



Prof. Popdeloola prophesies that the S. C. W. Cigar will be smoked by the citizens of Mars in 1900.

There is no better cigar in this or any other world than the S. C. W.

Ask Grand Rapids traveling men about them.

Royal Banner Cigars Best On Earth.

WASHINGTON'S CABINET The King of 10c Cigars.
STARTLER Best 5c Cigar Made.
 Order from your Jobber or from
CABINET CIGAR CO., Manufacturers,
 DETROIT, MICH.

Ghent's Headache Wafers
 Permanent cure for NEURALGIA.....
 Handled by all Jobbers. Prepared by
C. N. GHENT & CO., Pharmacists
 BAY CITY, MICH.

Chocolates.... and Bon Bons
 In large or small package—quarters, halves, pounds or five pound boxes.
 Just the thing for Summer Resorts and fine trade generally.
 An endless variety of the toothsome dainties to be found at the manufacturers.
A. E. BROOKS & CO.
 5 and 7 S. Ionia St., GRAND RAPIDS

WHOLESALE PRICE CURRENT.

Advanced—		Declined—Linseed Oil	
Acidum			
Aceticum.....\$ 86¢	10	Scilla Co.....	@ 50
Benzoicum, German	65¢ 75	Tolutan.....	@ 50
Boric.....	@ 15	Prunus virg.....	@ 50
Carbolicum.....	22¢ 32		
Citricum.....	41¢ 44	Tinctures	
Hydrochlor.....	3¢ 5	Aconitum Napellis R	@ 60
Oxalicum.....	10¢ 12	Aconitum Napellis F	@ 50
Phosphoricum, dil.....	@ 24	Aloes.....	@ 60
Salicylicum.....	55¢ 65	Aloes and Myrrh.....	@ 60
Sulphuricum.....	13¢ 15	Arnica.....	@ 50
Tannicum.....	1 40¢ 1 60	Assafoetida.....	@ 50
Tartaricum.....	33¢ 35	Atropo Belladonna.....	@ 60
Ammonia		Aurantii Cortex.....	@ 50
Aqua, 16 deg.....	4¢ 6	Benzoin.....	@ 50
Aqua, 20 deg.....	6¢ 8	Benzoin Co.....	@ 50
Carbonas.....	12¢ 14	Benzoin Fl.....	@ 50
Chloridum.....	12¢ 14	Cantharides.....	@ 50
Aniline		Capsicum.....	@ 50
Black.....	2 0¢ 2 25	Cardamon.....	@ 75
Brown.....	80¢ 1 00	Cardamon Co.....	@ 75
Red.....	45¢ 50	Castor.....	1 00
Yellow.....	2 50¢ 3 00	Catechu.....	@ 50
Baccæ		Cinchona.....	@ 50
Cubææ.....	20¢ 25	Cinchona Co.....	@ 50
Juniperus.....	8¢ 10	Columba.....	@ 50
Xanthoxylum.....	25¢ 30	Cubeba.....	@ 50
Balsamum		Sapo, W.....	@ 50
Copaiba.....	45¢ 50	Sapo, M.....	@ 50
Peru.....	@ 2 00	Sapo, G.....	@ 15
Terabin, Canada.....	45¢ 50		
Tolutan.....	50¢ 55	Oils	
Cortex		Whale, winter.....	70 70
Abies, Canadian.....	18	Lard, extra.....	60 65
Cassia.....	12		
Cinchona Flava.....	18		
Euonymus atropurp.....	30		
Myrica Cerifera, po.....	2 1		
Prunus Virginiana.....	12		
Quillaia, gr'd.....	10		
Sassafras.....	12		
Ulmus, po, 15, gr'd.....	15		
Extractum			
Glycerhiza Glabra.....	24¢ 25		
Glycerhiza, po.....	33¢ 35		
Hæmatox, 15 lb box.....	11¢ 12		
Hæmatox, 1s.....	13¢ 14		
Hæmatox, 1/2s.....	14¢ 15		
Hæmatox, 1/4s.....	16¢ 17		
Ferru			
Carbonate Precip.....	15		
Citrate and Quinia.....	3 50		
Citrate Soluble.....	80		
Ferrocyanidum Sol.....	50		
Solut. Chloride.....	15		
Sulphate, com'l.....	2		
Sulphate, com'l, by			
bbl, per cwt.....	50		
Sulphate, pure.....	7		
Flora			
Arnica.....	12¢ 14		
Anthemis.....	18¢ 25		
Matricaria.....	18¢ 25		
Folia			
Barosma.....	14¢ 30		
Cassia Acutifol, Tin-			
nely.....	18¢ 25		
Cassia Acutifol, Aix.....	25¢ 30		
Salvia officinalis, 1/2s			
and 1/4s.....	42¢ 20		
Ura Ursi.....	8¢ 10		
Gummi			
Acacia, 1st picked.....	@ 60		
Acacia, 2d picked.....	@ 30		
Acacia, 3d picked.....	@ 20		
Acacia, sifted sorts.....	@ 20		
Acacia, po.....	60¢ 80		
Aloe, Barb, po, 20@28			
Aloe, Cape.....	@ 12		
Aloe, Socotri.....	@ 60		
Ammoniac.....	55¢ 60		
Assafoetida.....	30¢ 35		
Benzoinum.....	50¢ 55		
Catechu, 1s.....	@ 12		
Catechu, 1/2s.....	@ 14		
Catechu, 1/4s.....	@ 16		
Camphore.....	58¢ 60		
Euphorbium, po, 35			
Galbanum.....	@ 1 00		
Gamboge, po.....	65¢ 70		
Guaiaicum, po, 35			
Kino.....	@ 2 00		
Mastic.....	@ 80		
Myrrh.....	@ 40		
Opil.....	@ \$3.00@3.20		
Shellac.....	4¢ 6¢		
Shellac, bleached.....	40¢ 45		
Tragacanth.....	50¢ 80		
Herba			
Absinthium, oz, pkg			
Eupatorium.....	25		
Lobelia.....	20		
Majorum.....	25		
Mentha.....	25		
Mentha Vir.....	25		
Rue.....	25		
Tanacetum V.....	25		
Thymus.....	25		
Magnesia			
Calcined, Pat.....	55¢ 60		
Carbonate, Pat.....	20¢ 25		
Carbonate, K. & M.....	20¢ 25		
Carbonate, Jennings.....	35¢ 35		
Oleum			
Absinthium.....	2 50¢ 3 00		
Amygdale, Dule.....	30¢ 50		
Amygdale, Amare.....	8 00¢ 8 25		
Anisi.....	2 10¢ 2 20		
Aurantii Cortex.....	1 80¢ 2 00		
Bergamini.....	3 00¢ 3 20		
Cajiputi.....	70¢ 75		
Caryophylli.....	75¢ 80		
Cedar.....	35¢ 65		
Chenopadii.....	@ 1 60		
Cinnamoni.....	1 70¢ 1 80		
Citronella.....	45¢ 50		
Syrups			
Acacia.....	@ 50		
Aurantii Cortes.....	@ 50		
Zingiber.....	@ 50		
Ipeaca.....	@ 60		
Ferri Iod.....	@ 50		
Rhei Arom.....	@ 50		
Smilax Officinalis.....	50¢ 60		
Senega.....	@ 50		
Scilla.....	@ 50		

Quintette Quintette Quintette

The Best 5 cent Cigar
\$35 per thousand

Hazeltine & Perkins Drug Co.
Grand Rapids, Mich.

Quintette Quintette Quintette

GROCERY PRICE CURRENT.

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

AXLE GREASE. Aurora doz. gross 55 6 00 Castor Oil 60 7 00 Diamond 50 5 50 Frazer's 75 9 00 Mica 60 8 00 Paragon 55 6 00 BAKING POWDER. Acme. 1/4 lb cans 3 doz. 45 1/2 lb cans 3 doz. 75 1 lb cans 1 doz. 1 00 Bulk 10 Arctic. 1/4 lb cans 6 doz case 55 1/2 lb cans 4 doz case 1 10 1 lb cans 2 doz case 2 00 5 lb case 2 doz case 9 00 Red Star. 1/4 lb cans 40 1/2 lb cans 75 1 lb cans 1 40 Van Anrooy's Pure. 1/4 lb cans 6 doz case 85 1/2 lb cans 4 doz case 1 65 1 lb cans 2 doz case 3 25 Telfer's. 1/4 lb cans doz. 45 1/2 lb cans doz. 85 1 lb cans doz. 1 50 Our Leader. 1/4 lb cans 45 1/2 lb cans 75 1 lb cans 1 50 BATH BRICK. 2 dozen in case. American 70 English 80 BLUING. Arctic 4 oz ovals. Gross 3 00 Arctic 8 oz ovals. 6 75 Arctic pints round. 9 00 Arctic No. 2 sifting box. 2 75 Arctic No. 3 sifting box. 4 00 Arctic No. 5 sifting box. 8 00 Arctic 1 oz ball. 4 50 Mexican liquid 1 oz. 3 60 Mexican liquid 8 oz. 6 50 BROOMS. No. 1 Carpet. 2 20 No. 2 Carpet. 2 00 No. 3 Carpet. 1 75 No. 4 Carpet. 1 60 Parlor Gem 2 50 Common Whisk 85 Fancy Whisk 1 00 Warehouse 2 50 CANDLES. Hotel 40 lb boxes. 10 Star 40 lb boxes. 9 Paraffine 10 CANNED GOODS. As the pack of 1895 will not begin to arrive in any quantity until about Sept. 1 we have concluded to defer the publication of full list under this head until our issue of Sept. 11. CATSUP. Blue Label Brand. Half pint 25 bottles. 2 75 Pint 25 bottles. 4 50 Quart 1 doz. bottles. 3 50 Triumph Brand. Half pint per doz. 1 35 Pint 25 bottles. 4 50 Quart per doz. 3 75 CEMENT. Major's, per gross. 1/2 oz size. 12 00 1 oz size. 18 00 Liq. Glue. l-z 9 60 Leather Cement. 1 oz size. 12 00 2 oz size. 18 00 Rubber Cement. 2 oz size. 12 00 CHEESE. Amboy @ 9 Acme @ 9 1/4 Jersey @ 9 1/4 Lenawee @ 9 Riverside @ 9 1/2 Gold Medal @ 7 Skim @ 7 Brick @ 11 Edam @ 11 Leiden @ 15 Limburger @ 15 Pineapple @ 24 Roquefort @ 15 Sap Sago @ 18 Schweizer, imported @ 24 Schweizer, domestic @ 14	Chicory. Bulk 5 Red 7 CHOCOLATE. Baker's. German Sweet 23 Premium 37 Breakfast Cocoa 45 CLOTHES LINES. Cotton, 40 ft. per doz. 95 Cotton, 50 ft. per doz. 1 15 Cotton, 60 ft. per doz. 1 35 Cotton, 70 ft. per doz. 1 55 Cotton, 80 ft. per doz. 1 95 Jute, 60 ft. per doz. 80 Jute, 72 ft. per doz. 95 CLOTHES PINS. 5 gross boxes. 40 COFFEE. Green. Rio 18 Fair 19 Good 21 Golden 22 Peaberry 23 Santos. Fair 19 Good 20 Prime 22 Peaberry 23 Mexican and Guatamala. Fair 21 Good 22 Fancy 24 Maracaibo. Prime 23 Milled 24 Java. Interior 25 Private Growth 27 Mandehling 28 Mocha. Imitation 25 Arabian 28 Roasted. To ascertain cost of roasted coffee, add 1/2 c per lb. for roasting and 15 per cent. for shrink age. Package. Arbuckle 21 80 Jersey 21 80 Lion Coffee <i>Five Assortment of Summer Games now in the packages. 16 Ounces Net</i> Cases 10 lbs. \$ 21 8=10 <i>" 60 - "</i> Cabinets 120 lbs. Same Price 90¢ Extra for Cabinets. McLaughlin's XXXX. 21 80 Extract. Valley City 1/2 gross 75 Felix 1/2 gross 1 15 Hummel's foil 1/2 gross 85 Hummel's tin 1/2 gross 1 43 COCOA SHELLS. 20 lb bags 2 1/2 Less quantity 3 Pound packages 4 CREAM TARTAR. Strictly pure 30 Telfer's Absolute 30 Grocers' 15@25 CONDENSED MILK. 4 doz. in case.  N. Y. Condensed Milk Co.'s brands. Gall Borden Eagle. 7 40 Crown 6 25 Daisy 5 75 Champion 4 50 Magnolia 4 25 Dime 3 35	 Peerless evaporated cream. 5 75 COUPON BOOKS.   "Tradesman." \$ 1 books, per 100 2 00 \$ 2 books, per 100 2 50 \$ 3 books, per 100 3 00 \$ 5 books, per 100 5 00 \$ 10 books, per 100 10 00 \$ 20 books, per 100 20 00 "Superior." \$ 1 books, per 100 2 50 \$ 2 books, per 100 3 00 \$ 3 books, per 100 3 50 \$ 5 books, per 100 5 00 \$ 10 books, per 100 10 00 \$ 20 books, per 100 20 00  "Universal." \$ 1 books, per 100 3 00 \$ 2 books, per 100 3 50 \$ 3 books, per 100 4 00 \$ 5 books, per 100 5 00 \$ 10 books, per 100 10 00 \$ 20 books, per 100 20 00 Above prices on coupon books are subject to the following quantity discounts: 200 books or over 5 per cent 500 books or over 10 per cent 1000 books or over 20 per cent Coupon Pass Books. Can be made to represent any denomination from \$10 down. 20 books 1 00 50 books 2 00 100 books 3 00 250 books 6 25 500 books 10 00 1000 books 17 50 Credit Checks. 500, any one denom'n 3 00 1000, any one denom'n 5 00 2000, any one denom'n 8 00 Steel punch 75	Raisins. Ondura 25 lb boxes. @5 1/2 Sultana 20 lb boxes. @6 1/2 Valencia 30 lb boxes. FARINACEOUS GOODS. Farina. Bulk 3 Grits. Walsh-DeRoo Co.'s 2 00 Hominy. Barrels, 50 lb. drums 3 25 Flake, 50 lb. drums 1 50 Lima Beans. Dried 6 1/2 Maccaroni and Vermicelli. Domestic, 10 lb. box 60 Imported, 25 lb. box 2 50 Pearl Barley. Empire 3 1/4 Chester 2 1/2 Peas. Green, bu. 1 15 Split, per lb. 2 1/4 Rolled Oats. Schumacher, bbl. 4 00 Schumacher, 1/2 bbl. 2 12 Monarch, bbl. 3 40 Monarch, 1/2 bbl. 1 80 Quaker, cases 3 20 Oven Baked 3 25 Lakeside 2 25 Sago. German 4 East India 3 1/2 Wheat. Cracked, bulk 3 24 2 lb packages 2 40 FISH. Cod. Georges cured. @ 5 Georges genuine. @ 5 1/2 Georges selected. @ 6 Strips or bricks. 6 @ 9 Halibut. Smoked 11 @ 12 Herring. Holland white hoops keg. 80 Holland white hoops bbl. Norwegian 2 55 Round 100 lbs. 1 30 Round 40 lbs. 1 30 Sealed 13 00 Mackerel. No. 1 100 lbs. 12 50 No. 1 40 lbs. 5 30 No. 1 10 lbs. 1 40 No. 2 100 lbs. 9 25 No. 2 40 lbs. 4 00 No. 2 10 lbs. 1 08 Family 90 lbs. Family 10 lbs. Sardines. Russian kegs. 55 Trout. No. 1 100 lbs. 4 25 No. 1 40 lbs. 1 95 No. 1 10 lbs. 56 No. 1 8 lbs. 48 Whitefish. No. 1 No. 2 Fam 100 lbs. 7 00 6 00 2 50 40 lbs. 3 10 2 70 1 30 10 lb. 85 75 40 8 lbs. 71 63 35 FLAVORING EXTRACTS. Souders'. Oval bottle, with corkscrew. Best in the world for the money.  Regular Grade Lemon. doz 2 oz 75 4 oz 1 50 Regular Grade Vanilla. doz 2 oz 1 20 4 oz 2 40 XX Grade Lemon. 2 oz 1 50 4 oz 3 00 XX Grade Vanilla. 2 oz 1 75 4 oz 3 50 Jennings. Lemon Vanilla 2 oz regular panel. 75 1 20 4 oz regular panel. 1 50 2 00 6 oz regular panel. 2 00 3 00 No. 3 taper. 1 35 2 00 No. 4 taper. 1 50 2 50	HERBS. Sage 15 Hops 15 GUNPOWDER. Rifle-Dupont's. Kegs 3 00 Half Kegs 1 80 Quarter Kegs 1 10 1 lb cans 30 1/2 lb cans 18 Choke Bore-Dupont's. Kegs 4 25 Half Kegs 2 40 Quarter Kegs 1 35 1 lb cans 34 Eagle Duck-Dupont's. Kegs 11 00 Half Kegs 5 75 Quarter Kegs 3 00 1 lb cans 60 INDIGO. Madras, 5 lb boxes 55 S. F., 2, 3 and 5 lb boxes 50 JELLY. 15 lb pails 33 17 lb pails 42 30 lb pails 58 LYE. Condensed, 2 doz 1 20 Condensed, 4 doz 2 25 LICORICE. Pure 30 Calabria 25 Sicily 14 Root 10 MINCE MEAT.  Mince meat 3 doz in case. 2 75 Pie Prep, 3 doz in case. 2 75 PATCHES. Columbia Match Co.'s brands Columbia Parlor. 1 25 XXX Sulphur 1 00 Diamond Match Co.'s brands. No. 3 sulphur 1 65 Anchor Parlor. 1 70 No. 2 Home 1 10 Export Parlor 4 00 MOLASSES. Blackstrap. Sugar house 10@12 Ordinary 12@14 Cuba Baking. Porto Rico. Prime 20 Fancy 30 New Orleans. Good 18 Extra good 22 Choice 24 Fancy 27 Half-barrels 3c extra. OIL CANS. Crystal valve, per doz. 4 00 Crystal valve, per gross. 36 00 PICKLES. Pedium. Barrels, 1,200 count 4 25 Half bbls, 600 count. 2 65 Small. Barrels, 2,400 count. 5 25 Half bbls, 1,200 count. 3 15 PIPES. Clay, No. 216 1 70 Clay, T. D. full count. 65 Cob, No. 3 1 20 POTASH. 48 cans in case. Rabbitt's 4 00 Penna Salt Co.'s 3 00 RICE. Domestic. Carolina head 5 1/2 Carolina No. 1 5 Carolina No. 2 4 1/2 Carolina 3 1/2 Imported. Japan, No. 1 4 1/2 Japan, No. 2 4 1/2 Java, No. 1 5 1/2 Java, No. 2 4 1/2 Patna 4 SAL SODA. Granulated, bbls. 1 10 Granulated, 100 lb cases. 1 50 Lump, bbls. 1 Lump, 145 lb kegs. 1 10	SEEDS. Anise 13 Canary, Smyrna 6 Caraway 10 Cardamom, Malabar 80 Hemp, Russian 4 Mixed Bird 4 1/2 Mustard, white. 6 1/2 Poppy 8 Rape 4 Cattle Bone 20 SYRUPS. Corn. Barrels 18 Half bbls. 20 Pure Cane. Fair 16 Good 20 Choice 25 SPICES. Whole Sifted. Allspice 9 1/2 Cassia, China in mats 9 1/2 Cassia, Batavia in bund. 15 Cassia, Saigon in rolls. 32 Cloves, Amboyna. 22 Cloves, Zanzibar. 11 1/2 Mace, Batavia 70 Nutmegs, fancy 45 Nutmegs, No. 1 60 Nutmegs, No. 2 55 Pepper, Singapore, black. 10 Pepper, Singapore, white. 20 Pepper, shot. 16 Pure Ground in Bulk. Allspice 15 Cassia, Batavia 18 Cassia, Batavia and Saigon. 25 Cassia, Saigon 35 Cloves, Amboyna. 22 Cloves, Zanzibar. 18 Ginger, African 16 Ginger, Cochin 20 Ginger, Jamaica 22 Mace, Batavia 65 Mustard, Eng. and Trieste. 22 Mustard, Trieste 25 Nutmegs, No. 2 75 Pepper, Singapore, black. 16 Pepper, Singapore, white. 24 Pepper, Cayenne. 20 Sage 20 "Absolute" in Packages. Allspice 1/8 1/8 Cinnamon 84 1 55 Cloves 84 1 55 Ginger, Jamaica. 84 1 55 Ginger, African 84 1 55 Mustard 84 1 55 Pepper 84 1 55 Sage 84
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Fruits and Produce

Why the Buyer Controls the Peach Market.

As I came down Wealthy avenue the other morning, I could see, long before I reached Ionia street, that there was a full market, but a greater number of buyers. Heads of families with craning necks and closely observing eyes were scanning wagonloads and baskets. Housekeepers with an eye to the main chance were prospecting for the day's dinner, while here and there among the throng was the provident preserver on the lookout for the right kind of fruit and—shall I say it?—the right kind of seller to 'do up!' 'It grows crowded—crowded—' remarked an earnest buyer to her companion, as her large market basket familiarly and unexpectedly thrust a corner into my ribs—a statement true to the letter and all the better, it seemed to me, for the liberties taken with the conventional rules of speech.

'What's the matter with the market this morning? It seems to me you fellows are not getting what you ought to get for your peaches.'

'Are you buying or selling?' was the irrelevant reply.

'Neither, only it seems to me that you are not getting enough to pay for the fruit, leaving out the labor part of it, and the wear and tear of getting up in the morning.'

'I should say not. The fact is, these commission men have been putting their heads together and so the market has tumbled to 75 cents this morning.'

'Then why don't you producers get your heads together and play your own game, instead of theirs.'

'Because we are a lot of dashed lunkheads, that's why. (He didn't say dashed, but I find, on trial, that his adjectives are by far too lurid and much too sulphurous for this column.) We just go bleating around like a lot of scared sheep and when the right time comes, them fellows let down the bars and shoo us into any lot they want to and there we are; but I guess we'll learn one of these days—'

'What do you want for peaches this morning?' asked a passing buyer?'

'I want a dollar; but I'll let you have 'em for 75 cents.'

'What'll you take for your load?'

A little mental arithmetic was indulged in with this for a result:

'You may have the load at 75 cents a bushel.'

'Huh!' was the response. 'What are you thinking about? Seventy-five cents and I with a family of a wife and ten children to support!'

'That's all right but what am I to do, with my family of eleven children?'

The buyer stepped back, looked the 25 year old grower over and remarked as he turned away, 'I wouldn't 'a' thought it!'

'Yes,' he went on, after the laugh was over, 'there are no two ways about it—the growers are too careless of their own interests. Instead of having a voice in the market, somebody else fixes the price for their goods and they take what they can get and go home after another load. There ain't any sense in it; but it always has been so and I guess it always will be.'

I walked on wondering how long it would take for the average grower, usually alert enough in looking out for his own interests, to find out that two heads are better than one and that the strength

which develops from organized effort on one side of a bargain is just as valuable on the other side and just as easy to secure.

RAMBLER.

PRODUCE MARKET.

Apples—Cooking stock, \$1.50@1.75 for 3 bushel barrel. Fancy eating varieties, such as Twenty Ounce Pippin, Maiden Blush and Strawberry, \$1.75 per bbl.

Beets—40c per bu.
Butter—Factory creamery is strong, on account of a further improvement in the Eastern markets, commanding 20c. Dairy is weaker, if anything, than a week ago, handlers paying about 14c for choice dairy and holding at 15c.

Cabbage—In fair demand at 35@40c per doz.

Celery—15c per doz.
Crabapples—35@40c per bu.
Cucumbers—Pickling stock, 70c per bu.

Eggs—About the same as a week ago, handlers paying 11c and holding at 12c.

Grapes—Concords and Wordens command 15c per 8 lb. basket. Delawares and Niagaras bring 20c for same sized package.

Green Corn—5c per doz.
Melons—Nutmeg, 50c per doz. Osage, 75c per doz. Southern watermelons have ceased to arrive, leaving only homegrown stock in market. It is small in size and inferior in quality, going begging at 40@50c per doz.

Onions—40@50c per bu. for home-grown Yellow Danvers.

Peaches—This week is 'betwixt and between,' marking the last days of the early varieties, while late varieties have not yet begun to come in in any considerable quantities. The glut is, apparently, a thing of the past, as an active demand has sprung up in the South during the past three days, owing to the fact that Delaware and New Jersey peaches have ceased to compete with Northern fruit in Cincinnati, Louisville and many other Southern cities. Fosters and Early Crawford's command \$1@1.25; Susquehanna's bring \$1.25, while Chilis and other inferior varieties go at 50@75c.

Pears—75c per bu. for small pickling stock. Clapp's Favorite, Bartlett and Flemish Beauty varieties command \$1@1.25 per bu.

Peppers—Green, 75@80c per bu.
Plums—Practically out of market.

Potatoes—Utterly neglected and without demand, either local or shipping. Prices rule in buyer's favor.

Tomatoes—30@40c per bu. for good to fancy stock.

A prominent French physician argues that the only way to deal with criminal maniacs of a certain type is to put them to death. He says: 'A criminally insane person is like a wild animal, and should be destroyed. The case of a copying clerk whom I knew in my youth will best illustrate this. The man had been in an insane asylum because he had, without the slightest reason or provocation, killed a neighbor in cold blood. His subsequent behavior in the asylum caused the guardians to think that he had recovered from his dangerous madness, and he was liberated. One day my father intrusted this man with a valuable medical manuscript, which had been lent by the Munich library. The clerk was to copy it, and we accompanied him to his own door in the rue St. Jacques. We had hardly left him when we heard a noise, and upon returning, we found a dead man on the pavement, and the clerk in the hands of the police. Looking for the manuscript, we found it on a stone, where the clerk had placed it before he stabbed a harmless passer-by to death. Of course, he was again sent to the asylum, where, about ten years ago, he killed the director. I do not know whether he is still alive, but there can be no doubt that such people should be put out of the world.'

IF YOU ARE IN THE MARKET FOR

PEACHES

BUNTING & CO..... 20 and 22 OTTAWA STREET, Grand Rapids, Mich.

Ward L. Andrus & Co.

Importers and Jobbers,
Foreign and Domestic Fruits,
Canned Goods and Fancy Groceries,

FRESH PEACHES

And Baltimore Canned Oysters a Specialty.
We Solicit Your Consignments.

53-55-57 JEFFERSON AVE., - - - DETROIT

Wholesale Commission

PEACHES

Live and Dressed Poultry.

Butter, Eggs, Cheese, Vegetables Fruits of all kinds.

F. J. DETTENTHALER,

117-119 Monroe Street, - - - Grand Rapids, Mich.

ARTHUR J. WATKINS

J. H. AXE

WATKINS & AXE, Wholesale Produce

FRESH EGGS, CHOICE CREAMERY and DAIRY BUTTER

Northern Trade Solicited for Meats and Produce. Special Attention to Consignments and Buying on Track.

Phone 395

84 and 86 South Division St., GRAND RAPIDS.

CUT THIS OUT

Fill in and Mail:

.....
 H. J. VINKEMULDER,
 Grand Rapids, Mich.
 Dear Sir—When you can ship us good yellow peaches, such as Crawfords, Barnards, Fosters, etc., at \$1 per bushel or less you may ship us..... bushels times a week via.....
 Signed.....

State how to ship: Freight or Express and over what line.

Pears, Plums and Crabapples are now coming in; prices reasonable.

Apples, Potatoes, Melons, Cucumbers, Celery, Onions, Cabbage, etc., at lowest market prices.

We respectfully solicit your mail orders; same will have our prompt and careful attention and benefit of lowest possible prices.

HENRY J. VINKEMULDER,
 418-420-445-447 S. Division St. Grand Rapids
 Long Distance Telephone 1084.

Seeds==

We are now receiving New Crop Timothy. If you wish to buy Timothy or Clover correspond with us. We handle all kinds Seeds, Alsike, Alfalfa, Crimson Clover, Etc.

We respectfully solicit your orders.

ALFRED J. BROWN CO.,

Seed Merchants,
 GRAND RAPIDS

Send your consignments of

Peaches

BUTTER, EGGS, POULTRY and FRUITS to

Geo. E. Darling & Co.

42 Jefferson Avenue,
 142 Woodbridge St.

GEO. E. DARLING
 H. H. ROBINSON

DETROIT

Grand Rapids Fruit Growers Assn.

Each grower sells his own stock fresh picked each day

R. D. GRAHAM, President.
 J. A. PEARCE, Vice-President.
 H. O. BRATMAN, Treasurer.
 M. W. RONAN, Secretary.

Headquarters until Oct. 1 22 S. IONIA ST.

Peaches

If you wish to keep in touch with the market correspond with us and we will enter your name for market report which will be mailed regularly free of charge. The crop promises to be a large one and quality is fully up to the standard.

WRITE US TO-DAY.

ALFRED J. BROWN CO.
 Grand Rapids

COMPETITION.

Some New Thoughts on a Time-Worn Subject.

Written for the TRADESMAN.

Competition is the life of trade. This trite saying embodies a truth sometimes not appreciated in localities where there appear to be too many engaged in the same line of business. The trade that is absolutely without competition is trade without life. In the normal conditions of trade, there are few instances where there is no competition. If, by auxiliary business, as in the case of the company store, the custom is compelled, competition may be gotten rid of as to the trade, yet in such cases the store, with its custom, becomes an element in the competition of the enterprise to which it is auxiliary. There may be localities where there seems to be no such thing as competition. It may be that the line carried is the only one in the town. In such a case the merchant may fondly suppose that the effort to sell goods which must needs accompany competition is not necessary, and that he may sit down and enjoy the good the gods send. The merchant who does this, even in such localities, makes a grievous mistake. Competition obtains even there, and the trade that is not alive to it is in a lethargic condition. The merchant who will sit down under such conditions is not worthy of the vocation to which he is called. If all the customers possible to be reached, already come to his town and store, then, indeed, there may be little chance for competition; but the trade of the dealer subject to these conditions is dead in comparison with what might be otherwise. The cases are few where there is not trade going to other localities which might be reached and life put into the business by the effort thus made. It is not only the trade that may be attracted away from other dealers that benefits but advertising creates a greatly increased demand among buyers. The advertised goods are sold to those who would not have bought at all. This fact is of vastly greater significance than is generally considered.

The word competition, to too many dealers, has a very narrow meaning. It is comprised in getting ahead of their competitors, either by cheapening in price or by running down their goods and business. It is like one engaged in a race, instead of bending every effort to reach the goal, trying to run foul of his antagonist and prevent him from reaching it. It serves such an one right when he comes to grief himself in these attempts, but the analogy of the race does not hold good. There are equal and sufficient prizes for all in fair competition.

Competition by cheapening is never legitimate or good policy. There is an idea widely prevalent that business is increased by making the fact of low prices known and that it is the low prices alone which increase the business. There are many dealers who will assert this and cite their experience to prove it. The error lies in this, it was not the price that brought the custom, but the advertising. To be sure the customer wants to know that the prices are right, but the cheapness would not be the prominent feature in many cases if it were not made so by the advertiser. There is a class of trade where the last cent on a bargain is the prime object; but the loss of such trade is not a misfortune, and, if competition

be fair, it will not be so important a factor as many merchants suppose.

What, then, is legitimate competition? The answer has many elements, comprised in reaching the people with the best goods obtainable at correct prices. It is obvious that, to reach the people, one must advertise. This is legitimate competition and calls out the best of a merchant's ability. Where, when, how to advertise judiciously and economically requires close application of a clear mind to determine and the one who has the ability to devote the most and best mental effort in this direction is the one who will lead in the race and no harm will come to him if his competitor is close behind.

Another element is having the best possible goods purchased at correct prices. This, also, calls for much persistent, patient, careful attention. Pity the man who has bought indifferent goods at too high prices. He is of all men the most miserable. The only remedy for such a mistake is for the dealer to stir himself, advertise goods at prices which will clear them out, and then learn how to buy correctly. His only salvation is to advertise promptly by some means; time will only serve to make his condition worse.

Other elements are an attractively arranged stock in an attractively neat, clean, bright building, and the employment of clerks whose courtesy will attract and hold custom. These, especially the last, are also important, and they involve cost, for which the customer should pay. The customer wants, whether consciously or unconsciously, something besides his goods at the lowest possible figure—he wants courteous, accommodating treatment involving valuable time and intelligence. He ought to pay for it and he will pay for it. There are customers who may think they don't care whether their goods are bought from a gentleman or a churl, or whether they come out of a palace or a pig pen, only so they are good and cheap, but they do care, just the same and will pay the difference if they have a chance.

The race is to the swift and strong—to the one who will put into it the mental and moral effort to command success; to the one who has mental and moral breadth of mind which will enable him to charge what his goods are worth, taking into consideration all the proper elements of cost; to the one who will most effectively and surely reach the people by suitable and sufficient advertising. The race is not to the narrow soul that thinks he can only sell his goods by selling them cheap.

W. N. FULLER.

Jackson Jottings.

Jackson, Aug. 30—Ex-Alderman Fred Lewis has purchased the grocery stock and fixtures of J. H. Purvis, corner of Wildwood and West avenues, and will continue the business at the same location.

Haven & Son have opened a flour and feed store at 717 East Main street.

D. F. & G. E. Neidhart have purchased the harness stock and tools of their father, at 120 South Mechanic street, and will continue the business.

Charles L. Beamer, of Barry county, has opened a fruit store at the old post office building, South Mechanic street.

Cookingham & Johnson have opened a wholesale and retail fruit house in the Stowell House block, East Main street.

The new Michigan Corset Co. has commenced operations in the building formerly occupied by the Michigan Harness Co. on East Main street.

W. H. BEACH

WHOLESALE DEALER IN

HAY, GRAIN, SEEDS, PRODUCE,

Orders Promptly Filled
Write for Quotations

HOLLAND, MICH.

Seeds

Everything for the
Field and Garden



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

Headquarters for Egg Cases and Fillers

W. T. LAMOREAUX CO.

128-132 West Bridge Street,
GRAND RAPIDS, MICH.

Peaches!

**Butter,
Eggs and
Fruits!**

Consignments received. Highest
Prices procured.

R. Hirt, Jr., 36 Market St.
138 Bates St.

Telephone 1218. **DETROIT.**

Mason Fruit Jars



We quote for immediate orders the following prices: packed one dozen in box, each jar in separate compartments. Price subject to change. No charge for box or cartage.

	Per Gross.
Pints, wide mouth.....	\$6.00
Quarts, wide mouth.....	6.50
Half gallons, wide mouth.....	8.50
Same packed in straw as before, 50 cents per gross less.	
Extra caps and rubbers.....	\$3.50
Rubber rings for Mason jars.....	.30

Mail orders direct to
H. Leonard & Sons, GRAND RAPIDS.

SEEDS, POTATOES, BEANS

We handle all kinds FIELD SEEDS, Clover, Timothy, Hungarian, Millet, Buckwheat, Field Peas, Spring Rye, Barley, Etc. Buy and sell Potatoes, Beans, Seeds, Eggs, Etc. Car, lots or less.

EGG CRATES and EGG CRATE FILLERS.

If you wish to buy or sell write us.

MOSELEY BROS., 26-28-30-32-OTTAWA STREET
Grand Rapids, Mich.

Jobbers SEEDS, BEANS, POTATOES, FRUITS.

SEND YOUR CONSIGNMENTS OF

PEACHES

To **GAWLEY BROS. & CO.,** 64-66 Woodbridge St. W., Detroit.

Stencils furnished upon application.

References: **DUN'S & BRADSTREET'S** Agencies.
HOME SAVINGS BANK - - - - Detroit.

**We Want Every Retailer to
Share the Profits of**

KOFFA=AID

It retails at 12c per package, equal to one pound of ground coffee. Refer to price current in this issue under the head of Coffee for Price Thereon. If your jobber cannot supply it, drop us a postal, and we will see that you get it. Each case contains samples colored Banner Plaque and advertising matter.

The Koffa=Aid Co., = = = Detroit.

GOTHAM GOSSIP.

News from the Metropolis---Index of the Market.

Special Correspondence.

New York Aug. 31—Where are we at? What ails August anyway? Many jobbers say it is the dulllest August for years and we have only to report the demand for groceries as being of the most limited sort. Sufficient goods are being taken to last from day to day and there it seems to end. It is a waiting condition which confronts us. From some interior points come reports of an excellent business being done, but, as for New York City the grocery jobbing trade can take care of a far larger volume of business and even then not be rushed to death. Transportation charges will soon be advanced and buyers who desire to save anything in the matter of freights should take advantage of present rates.

Sugar is utterly unattractive to buyers. It has been shaded in vain and foreign has been sold for future delivery at 4c. It has been intimated that the Sugar Trust will use the latter fact as an argument for the further increase in duties when Congress assembles, so they are "laying low" just now and more than recouping themselves in the stock market for any losses they may meet in the legitimate sale of granulated sugar. The fact that 30,000 bags (112 pounds each) or so of refined sugar have been imported into this country will, it is supposed, make an excellent club for Congressmen, but—

The declining tendency of the coffee market seems to be checked and, while the demand is not brisk, there is a pretty fair trade on the basis of 16c for No. 7 Rio. Mild grades are about steady. Trading has not been for any large lots. The amount of Brazil coffee afloat is 546,575 bags, against 472,101 bags at the same time last year. From reliable sources it is learned that the syndicate controlling the European movement of coffee is anxious to liquidate before a collapse takes place and is only "hanging on by the eyelids." Stock of mild coffees in New York, not including East Indian sorts, is 99,192 bags.

Teas remain in about the usual channel. While prices are at the lowest rate, the feeling is one of rather more confidence and sellers express themselves as not at all discouraged. Buyers, however, appear to look at the matter in a diffident light and don't seem to care whether school keeps or not.

Spices are in rather better condition and a firmer undertone pervades the market. Sellers are not over anxious to dispose of stocks and very little dickering takes place between buyer and seller.

There is a difference of opinion between buyer and seller on molasses as to the condition of affairs. The former maintains that he can buy any grade he wants at almost his own price. Sellers say that they are making not the least concession in the world, and between the two it is hard to arrive at the exact truth. Prime N. O. molasses is worth 19@21c; choice, 22@25c.

Syrups are somewhat depressed, even in a period of dullness. The sales are mostly of a hand-to-mouth character and probably rates are shaded in cases where necessary to make sales. Choice, 20@22c.

The supply of rice is not so large as to bring any apprehension of undue accumulation and the demand is about equal thereto. The amount of foreign is certainly diminishing.

Canned goods attract no attention. The amount of tomatoes which will be canned this fall is, by all reports, going to be mighty small. That is, in the Maryland and Delaware districts. One reliable authority says there will not be a single packer in Harford county who will pack 5,000 cases by Sept. 1. Further, he says that where 1,250,000 cases were packed last year, less than 300,000 will be put up this season. All this is important—so far as it goes—and, if the same holds good all over the country, we shall see higher prices, of course; but the country is big and the tomato is gay and festive and prolific—very much so.

Peaches are very dull and buyers are indifferent. The supply of pears is large and the demand is not satisfactory at all.

Butter shows very little change, the best Western and State being quotable at 20c. Arrivals are not large of that quality and the demand seems about equal to the supply. Aside from top grades, there is absolutely nothing doing and under grades sell at nominal figures.

The extremely hot weather has exerted an unfavorable influence on the cheese market and a large share of that coming to hand is not all that could be wished. Small sized colored is worth from 7½@7¾c, but more than this seems very difficult to obtain.

Best Northern Ohio and Michigan eggs are worth 15c if of fresh "manufacture." Arrivals have been fairly liberal and the demand has been good for fresh eggs.

Lemons are great luxuries. They are selling all the way from \$6.75@9 a box, the latter for fancy Maiori. Oranges are quiet and steady, and the same may be said of bananas and other foreign fruits.

The supply of potatoes is immense and, in bulk, supplies of Long Island are bringing only about \$1 per bbl., while many are selling as low as 75c.

The horseless carriage, which was started by one of the big department stores last Thursday as an example of what is to come in the way of delivery wagons, was a great success, and the crowd which watched it was enthusiastic. The big stableful of horses which the stores have been obliged to keep are bound to go. Where will the end be of the reign of electricity?

The Grain Market.

Wheat has only held its own during the past week. On Thursday there was quite an advance, but the fine weather, large gold exports, rather small exports of wheat and increased receipts at the Northwest gave the market a setback during the last two days. We may see more of this lagging off if the spring wheat farmers turn their wheat on the market at once. Winter wheat receipts are slacking up, as the prices do not suit the farmers. Some have other work to do, so they leave their wheat in the graneries. As yet, the shortage does not effect the markets, as foreigners can buy wheat elsewhere at the present time. However, Argentine exports are falling off and other exporting sections are also shipping in less, so the trade will, eventually, come to the United States for supplies, when prices will advance to where they have been. The increase this week was very small, being only 350,000 against about 2,800,000 last year.

Corn and oats are on the down grade. While oats are a very light crop in the State, prices remain extremely low. Owing to the large corn crop oats, as well as corn, will remain extremely cheap, and, owing to the cheapness of sugar, there will not be as much corn used in making glucose.

The receipts were: 43 cars wheat, 6 cars corn and 7 cars oats.

C. G. A. VOIGT.

There is trouble in New Boston, this State. The fish are dying there by thousands, poisoned by the drainage from the Detroit Sanitary Works. What should be done is to dig a canal right across the State and give the finny tribe a taste of the wholesome and healing waters of Grand River.

For Bargains in Real Estate,
in any part of the State,
write to.....

G. W. Ames
106 Phoenix Block
BAY CITY, MICHIGAN

WANTS COLUMN.

BUSINESS CHANCES.

FOR SALE—A STOCK OF GENERAL MER-chandise. Double store building, saw mill and stock of seasoned lumber. Business well established in a live town, situated fourteen miles from any other trading point. Mill will pay \$1,000 a year above expenses. A splendid chance for the right party. Reason for selling, ill health. Address No. 840, care Michigan Tradesman. 840

FOR SALE—DRUG STOCK IN GOOD LOCA-tion on railroad. No competition within ten miles. Address No. 839, care Michigan Tradesman. 839

FOR SALE OR RENT—LIVERY BARN. Have also for sale at a bargain one carryall and three-seat carriage. C. B. Lovejoy, Agent, Big Rapids, Mich. 834

WILL SELL ONE OF THE BEST \$4,000 general stocks of merchandise on earth at 50 cents on the dollar. Cash—no traders need apply. Lock box 46, Reed City, Mich. 835

CASH AND HOUSE AND LOTS IN GRAND Rapids, Michigan, to exchange for first-class stock of boots and shoes. Address Box 101, Leslie, Mich. 831

FOR SALE—HARDWARE STOCK, SET OF tinners' tools and store furniture, invoicing about \$2,500, in a town in Michigan, located in a good farming country. Address No. 832, care Michigan Tradesman. 832

STOCK OF MILLINERY AND FANCY goods, sale or trade. Will inventory at cost and discount for cash 80 per cent. if sold at once in a lump. Address V. E. Roland, Traverse City, Mich. 833

FOR SALE—STOCK OF GENERAL MER-chandise in a live growing town of 3,000 population. Will inventory \$5,000 and is in fine condition. Best building and location in town. Will sell for ninety cents on the dollar cash. Address No. 824, care Michigan Tradesman. 824

WANTED—A COMPLETE OUTFIT OF MA-chinery for hand sawmill and planing mill plant to supply the place of one recently destroyed by fire. Second-hand will do if good and cheap. Address Fearon Lumber & Veneer Co., Ironton, Ohio. 826

A GOOD TWO AND ONE-HALF STORY brick house and good lot in the city of Grand Rapids to exchange for merchandise, dry goods preferred. Enquire of the Boston Stores, St. Louis, Mich. 829

FOR RENT—THE WALDRON BLOCK, OP-posite Union depot. Best location in city for wholesale or commission business. See Scriber Bros. or F. D. Waldron. 830

A BIG CHANCE FOR SOMEONE—JEWELRY stock, tools and fixtures, to the amount of \$1,300, can be bought for \$350 with first class location. Address No. 813, care Michigan Tradesman. 813

FOR SALE—HALF INTEREST IN A WELL-established drug store located in best town in Upper Peninsula mining district. Stock also includes stationery, blank books and wall paper. Cash sales, \$8,000 per year. Will sell half interest for \$1,500 cash and permit purchaser to pay for balance of interest out of profits of business. Purchaser must be able to take full charge of business, as present owner must remove to warmer climate on account of ill health. Address No. 820, care Michigan Tradesman. 820

WANTED—TO EXCHANGE DESIRABLE residence property or vacant lots located in Benton Harbor, Mich., for stock of groceries or general stock. Address Box 1296, Benton Harbor, Mich. 815

FOR SALE OR EXCHANGE—A FINE MILL property, 40 horse water power; would make a good fish hatchery; excellent spring creek; well located on railroad; store building, 20 x 90; hay scales; side track; agricultural ware house; saw mill and planing mill; two small houses; one nice large residence; all well rented except mills run by owner; excellent potato and wood market; plenty of hardwood saw timber nearby. Exchange for farm or city property. Address W. H. N., care Michigan Tradesman. 811

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

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

MISCELLANEOUS.

YOUNG MAN OF 18 YEARS OF AGE WHO has been attending business college offers services free to retail shoe dealer for an indefinite time, in order to gain practical experience and with a view of purchasing an interest. Address J. K., care Michigan Tradesman. 837

LUMBER AT WHOLESALE: WILL MAKE you wholesale prices on lumber, shingles, lath, delivered in car lots at your place; can fill house or barn bills direct from mill and save you .5 per cent. Address F. H. Earle, Schoolcraft, Mich. 836

WE BUY ALL KINDS SCRAP IRON, METAL, ags, shirt and overall cuttings and rubber. Write for prices. Wm. Brummeller & Sons, 260 S. Ionia St., Grand Rapids. Phone 640. 804

WANTED—BUTTER, EGGS, POULTRY, PO-tatoes, onions, apples, cabbages, etc. Correspondence solicited. Watkins & Axe, 84-86 South Division street, Grand Rapids. 673

WANTED—EVERY DRUGGIST JUST COM-mencing business, and every one already started, to use our system of poison labels. What has cost you \$15 you can now get for \$4. Fourteen labels do the work of 113. Tr. desman Company, Grand Rapids.

Wanted!

Beans!

Either farmer's stock, machine cleaned or hand-picked. Will buy outright or handle in a commission way. Ample storage and improved machinery. Liberal advances on consignments.

G. E. BURSLEY & CO.,
Fort Wayne, Ind.

TO CLOSE UP AN ESTATE

Good Furniture
Business.....

Established 1887. Always good growing business. Occupying new building in prosperous city of 100,000 people. Large territory tributary to it.

Well selected and complete stock of all kinds of Household goods.

Yearly business of \$50,000 can be done. Will be sold at a bargain.

Address No. 1,000, care MICHIGAN TRADESMAN.

Are You Looking
.....for Business?

FOR SALE

The Mich. Iron Works Plant
GRAND RAPIDS, MICH.

Buildings, Machinery, Foundry and Boiler Shop, with Tools, Patterns and good will of the business. Located right in center of the city, on the bank of the river and near the railroad. Now in operation and doing a fair business.

Size of ground 160x170 ft. Machine Shop, one story, 60x65 ft. Foundry, 60x60 ft., two cupolas. Boiler and Pattern Shop, two stories, 50x100 ft. Blacksmith Shop, in rear, 50x60 ft., two forges. Engine Room, 33x20 ft. Engine and Boiler of 75 horse power capacity. Vacant ground for storage, 60x160 ft.

Will be sold cheap and on easy terms, to close an estate. **W. T. POWERS & SON,** Grand Rapids, Mich. By Wm. T. POWERS, Survivor.

MICHAEL KOLB & SON,
Wholesale
Clothing Manufacturers,
ROCHESTER, N. Y.

Write our representative, WILLIAM CONNOR, of Marshall, Mich., Box 346! to call upon you and see our fall and winter lines of Overcoats, Ulsters and Suits for all ages, prices, fit and make guaranteed, or meet Mr. Connor at

The MORTON HOUSE, Grand Rapids,

On Tuesday afternoon, Sept. 10 to Sept. 14....
FAIR WEEK.

Millers! Attention!

We have for sale a number of NEW PURIFIERS, FLOUR DRESSERS and SCALPERS. All Standard Machines at much less than the cost of manufacture; also two sets STEVEN'S ROLLS, DOUBLE 6x12 smooth. One PERPENDICULAR BEEKER BRUSH MACHINE. Address

SPOONER & HALL,
Grand Rapids, Mich.
Room 34. Powers' Opera House Bldg.

HOW TO SECURE AND HOLD



IT HAS NO EQUAL.

Don't fail to order a supply now.

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

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

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

THIRD. Don't neglect details.

Attention to these principles has placed the

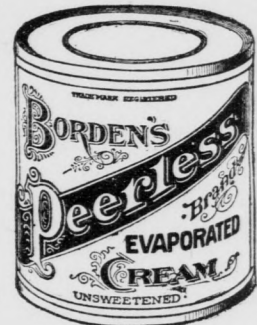
Gail Borden Eagle Brand

CONDENSED MILK at the head, and

Borden's Peerless Brand

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

Prepared and guaranteed by the NEW YORK CONDENSED MILK CO.



ABSOLUTELY PURE.

FOR QUOTATIONS SEE PRICE COLUMNS.

\$15.00 FOR \$4.00

You Want It!
You Must Have It!
The Law Says You Shall
Have It!

2,800 labels all in convenient form for immediate use, as illustrated below, with instructions for using. No label case necessary. They never curl. They never get mixed up.

TRADESMAN COMPANY'S
CLASSIFIED LIST OF

POISONOUS DRUGS

ARRANGED IN FOURTEEN GROUPS WITH AN ANTIDOTE FOR EACH GROUP.

How to Use Them

To ascertain which Antidote to use for a given poison, find the article on following list and the number opposite is also the number of the antidote label to be used—see number (all kind size type) on label.

1. Arsenic	2. Cyanide	3. Lead	4. Mercury	5. Stramonium	6. Strychnine	7. Tobacco	8. Veratrum	9. Zinc	10. Belladonna	11. Opium	12. Scopolamine	13. Digitalis	14. Aconite	15. Nuxvomica	16. Sassafras	17. Camphor	18. Capsicum	19. Mustard	20. Turpentine	21. Carbolic Acid	22. Salicylic Acid	23. Boric Acid	24. Iodine	25. Potassium Permanganate	26. Sodium Chloride	27. Sodium Bicarbonate	28. Sodium Phosphate	29. Sodium Sulfate	30. Sodium Nitrate	31. Sodium Acetate	32. Sodium Citrate	33. Sodium Lactate	34. Sodium Gluconate	35. Sodium Tartrate	36. Sodium Succinate	37. Sodium Malate	38. Sodium Fumarate	39. Sodium Maleate	40. Sodium Succinylsarcosine	41. Sodium Lactylsarcosine	42. Sodium Gluconylsarcosine	43. Sodium Tartratesarcosine	44. Sodium Succinylsarcosine	45. Sodium Lactylsarcosine	46. Sodium Gluconylsarcosine	47. Sodium Tartratesarcosine	48. Sodium Succinylsarcosine	49. Sodium Lactylsarcosine	50. Sodium Gluconylsarcosine	51. Sodium Tartratesarcosine	52. Sodium Succinylsarcosine	53. Sodium Lactylsarcosine	54. Sodium Gluconylsarcosine	55. Sodium Tartratesarcosine	56. Sodium Succinylsarcosine	57. Sodium Lactylsarcosine	58. Sodium Gluconylsarcosine	59. Sodium Tartratesarcosine	60. Sodium Succinylsarcosine	61. Sodium Lactylsarcosine	62. Sodium Gluconylsarcosine	63. Sodium Tartratesarcosine	64. Sodium Succinylsarcosine	65. Sodium Lactylsarcosine	66. Sodium Gluconylsarcosine	67. Sodium Tartratesarcosine	68. Sodium Succinylsarcosine	69. Sodium Lactylsarcosine	70. Sodium Gluconylsarcosine	71. Sodium Tartratesarcosine	72. Sodium Succinylsarcosine	73. Sodium Lactylsarcosine	74. Sodium Gluconylsarcosine	75. Sodium Tartratesarcosine	76. Sodium Succinylsarcosine	77. Sodium Lactylsarcosine	78. Sodium Gluconylsarcosine	79. Sodium Tartratesarcosine	80. Sodium Succinylsarcosine	81. Sodium Lactylsarcosine	82. Sodium Gluconylsarcosine	83. Sodium Tartratesarcosine	84. Sodium Succinylsarcosine	85. Sodium Lactylsarcosine	86. Sodium Gluconylsarcosine	87. Sodium Tartratesarcosine	88. Sodium Succinylsarcosine	89. Sodium Lactylsarcosine	90. Sodium Gluconylsarcosine	91. Sodium Tartratesarcosine	92. Sodium Succinylsarcosine	93. Sodium Lactylsarcosine	94. Sodium Gluconylsarcosine	95. Sodium Tartratesarcosine	96. Sodium Succinylsarcosine	97. Sodium Lactylsarcosine	98. Sodium Gluconylsarcosine	99. Sodium Tartratesarcosine	100. Sodium Succinylsarcosine	101. Sodium Lactylsarcosine	102. Sodium Gluconylsarcosine	103. Sodium Tartratesarcosine	104. Sodium Succinylsarcosine	105. Sodium Lactylsarcosine	106. Sodium Gluconylsarcosine	107. Sodium Tartratesarcosine	108. Sodium Succinylsarcosine	109. Sodium Lactylsarcosine	110. Sodium Gluconylsarcosine	111. Sodium Tartratesarcosine	112. Sodium Succinylsarcosine	113. Sodium Lactylsarcosine
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CAUTION—Use no other system of Poison Labels with this list.

ORDER NEW LABELS BY NUMBER

100 per dozen \$4.00
Additional Antidotes \$1.00

No less than one packet of any one number
sent by mail post paid.

There are 113 poisonous drugs sold, which must be labeled as such, with the proper antidote attached. Any label house will charge you 14 cents for 250 labels, the smallest amount sold. Cheap enough, at a glance, but did you ever figure it out—113 kinds at 14 cents—\$15.82. With our system you get the same results with less detail for less than one-third the money.

Sent prepaid to any address, when cash accompanies order, for \$4.

Tradesman Company
Grand Rapids



Grand Rapids
...Brush Co.

MANUFACTURERS OF

BRUSHES

Our Goods are sold by all Michigan Jobbing Houses.

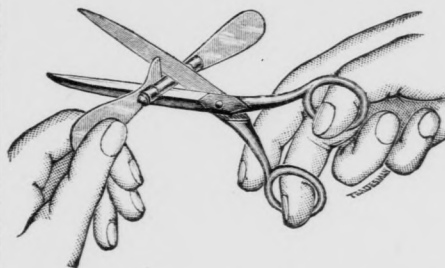
GRAND RAPIDS, MICH.

USE FLAVORING
JENNINGS' EXTRACTS

SEE QUOTATIONS.

CORBIN'S

Lightning Scissors Sharpener



IT'S A DAISY
SOMETHING NEW
QUICK SELLER
EVERY LADY wants one
LASTS A LIFETIME

The only perfect Sharpener made. Will sharpen any pair of shears or scissors in ten seconds. Made of the finest tempered steel, handsomely finished and nickel plated

SELLS AT SIGHT Because every lady can see at a glance the practical benefit she will derive from this addition to her work basket. Satisfaction guaranteed or money refunded.

Put up one dozen on handsome 8 x 12 Easel Card. Per Dozen, \$1.50.

FOR SALE AT WHOLESALE BY

I. M. CLARK GROCERY CO.
MUSSELMAN GROCER CO.
LEMON & WHEELER CO.
BALL-BARNHART-PUTMAN CO.

HAZELTINE & PERKINS DRUG CO.
A. E. BROOKS & CO
PUTNAM CANDY CO
WURZBURG JEWELRY CO.

OR BY THE MANUFACTURER,

W. T. LAMOREAUX,

GRAND RAPIDS, MICH.

OUR LATEST == Imported Twins

ALFRED MEAKIN'S SEMI-PORCELAIN.

FLOWN PEARL.

A beautiful blended color bordering on a blue tint. Very clear cut having the effect of a wreath of roses. One of the handsomest patterns ever produced for the money. Your customers will not be disappointed.

BROWN AND PINK ENAMEL.

The Decorator's art is here produced in the highest degree, as shown in the beautiful blended colors produced in this decoration. The handles and knobs are richly ornamented with gold, and altogether it is one of the prettiest and most attractive patterns we have to offer. Place a trial order at once and you will surely thank us for having called your attention to it.



"FLOWN PEARL."
Ideal Shape.
Luton Decoration.



BROWN AND PINK ENAMELED.
Ideal Shape.
Luton Decoration.
Gold Handles and Knobs.

H. Leonard & Sons

GRAND RAPIDS

These Goods in Open Stock

Assorted Crate Flown Pearl and Brown and Pink Enamel No. 1.

PEARL.	
Doz.	
4 doz. 5 inch Plates.....	62 2 48
4 doz. 6 inch Plates.....	76 3 04
6 doz. 7 inch Plates.....	89 5 34
1 doz. 7 inch Plates.....	1 03 1 03
2 doz. 7 inch Coupe Soups.....	89 1 78
4 doz. 4 inch Fruits.....	41 1 64
4 doz. Individual Butters.....	28 1 12
2 doz. Bone Dishes.....	69 1 38
2 doz. Oatmeals.....	69 1 38
1 doz. Oyster Bowls, 30s.....	1 10 1 10
3 only 3 inch Bowls, 30s.....	1 10 28
12 only 3 inch Bakers.....	56 96
3 only 7 inch Bakers.....	1 65 41
3 only 8 inch Bakers.....	2 48 62
3 only 7 inch Scallops.....	1 65 42
3 only 8 inch Scallops.....	2 48 62
3 only 8 inch Dishes.....	1 38 34

3 only 10 inch Dishes.....	2 48 62
2 only 12 inch Dishes.....	4 13 69
1 only 14 inch Dishes.....	5 78 48
3 only Pickles.....	1 65 41
3 only Sauce Boats.....	2 20 55
2 only 24s Jugs.....	1 93 32
3 only 30s Jugs.....	1 65 41
3 only 36s Jugs.....	1 38 35
3 only 8 inch Covered Dishes.....	6 60 1 65
3 only 8 inch Casseroles.....	7 43 1 86
2 only Cov. Butter and Drs.....	4 95 83
2 only Sugars 30s.....	3 30 55
2 only Creams 30s.....	1 54 26
Per Set.	
21 Sets Handled Teas.....	55 11 55
3 Sets Handled Coffees.....	64 1 92
Total Amount Forward....	46 39 76 47

BROWN AND PINK	
Doz.	
4 doz. 5 inch Plates.....	79 3 16
4 doz. 6 inch Plates.....	96 3 84
6 doz. 7 inch Plates.....	1 14 6 84
1 doz. 7 inch Plates.....	1 31
2 doz. 7 inch Coupe Soups.....	1 14 2 28
4 doz. 4 inch Fruits.....	53 2 12
4 doz. Individual Butters.....	35 1 40
2 doz. Bone Dishes.....	88 1 76
2 doz. Oatmeals.....	88 1 76
1 doz. Oyster Bowls, 30s.....	1 40 1 40
12 only 3 inch Bakers.....	1 23 1 23
3 only 7 inch Bakers.....	2 10 53
3 only 8 inch Bakers.....	3 15 79
3 only 7 inch Scallops.....	2 10 52
3 only 8 inch Scallops.....	3 15 79

Amount Forward.....	
3 only 8 inch Dishes.....	1 75 44
3 only 10 inch Dishes.....	3 15 79
2 only 12 inches.....	5 25 88
1 only 14 inch Dish.....	7 35 61
3 only Pickles.....	2 10 53
3 only Sauce Boats.....	2 80 70
2 only 24s Jugs.....	2 45 41
3 only 30s Jugs.....	2 10 52
3 only 36s Jugs.....	1 75 44
3 only 8 inch Cov Dishes, 8 inch.....	8 40 2 10
3 only 8 inch Casseroles, 8 inch.....	9 45 2 36
2 only Covered Butters and Drs.....	6 30 1 05
2 only Sugars 30s.....	4 20 70
2 only Creams 30s.....	1 96 33
Per Set.	
21 Sets Handled Teas.....	70 14 70
3 Sets Handled Coffees.....	82 2 46
Total.....	\$105 49
Crate and Cartage Net.....	\$2 50

These Goods Also in Open Stock.

The Money-Saving Scale

PAYS FOR ITSELF

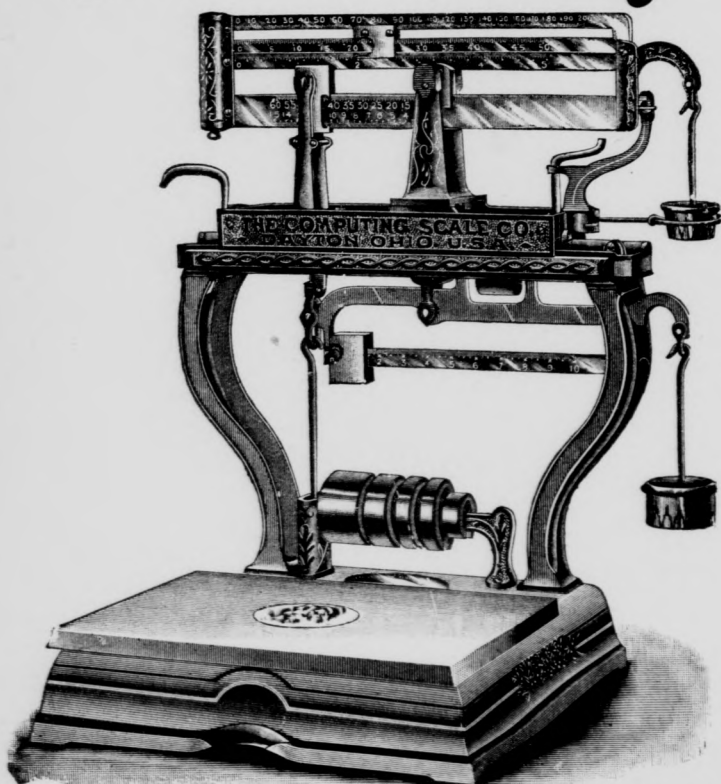
Every two months and makes you 600 per cent. on the investment. It prevents all errors in weighing and

STOPS THE LEAKS

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

YOU NEED IT!

SEE WHAT USERS SAY.



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

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.

THE COMPUTING SCALE CO., Dayton, Ohio.