

MICHIGAN TRADESMAN

Volume XIII.

GRAND RAPIDS, WEDNESDAY, APRIL 1, 1896.

Number 654

Columbian Transfer Company

**Carriages, Baggage
and Freight Wagons....**

15 and 17 North Waterloo St.,
Telephone 381-1 Grand Rapids.

THE Grand Rapids FIRE INS. CO.
Prompt, Conservative, Safe.
J. W. CHAMPLIN, Pres. W. FRED MCBAIN, Sec.

Martin DeWright. J. Renihan, Counsel.

The Michigan Mercantile Company

3 & 4 Tower Block, Grand Rapids.
Correspondence solicited. Law and collections.
Reference furnished upon application.

The Michigan Trust Co.,

Grand Rapids, Mich.
Acts as Executor, Administrator
Guardian, Trustee.
Send for copy of our pamphlet "Laws of the
State of Michigan on Descent and Distribution
of Property."

Michigan Fire and Marine INSURANCE CO.

Organized 1881 Detroit, Mich.

Commercial Reports and Collections....

For the Commercial Standing of individuals, or to have your claims collected,
call Telephones 166 or 1030.
COMMERCIAL CREDIT CO., Limited.
Widdicomb Bldg., Grand Rapids, Mich.

Country Merchants

Can save exchange by keeping their Bank
accounts in Grand Rapids, as Grand Rapids
checks are par in all markets. The

State Bank of Michigan

Offers exceptional facilities to its customers,
and is prepared to extend any favors
consistent with sound banking.

DANIEL MCCOY, President.
CHAS. F. PIKE, Cashier.

THE..... PREFERRED BANKERS LIFE ASSURANCE COMPANY

.....of MICHIGAN
Incorporated by 100 Michigan Bankers. Pays
all death claims promptly and in full. This
Company sold Two and One-half Millions of Insurance
in Michigan in 1895, and is being admitted
into seven of the Northwestern States at
this time. The most desirable plan before the
people. Sound and Cheap.
Home office, LANSING, Michigan.

Save Trouble
Save Losses
Save Dollars

TRADESMAN COUPONS

THE BUSINESS SITUATION.

There have been some developments in the trade situation which are of interest, although the improvement has been in a few lines which has been offset by declines in others. There is improvement in the iron situation in that while prices have been strengthened by the combination on lake ores, there is considerable demand. An Alabama company has even sold some ore for export and the Illinois Steel Co. has sold 10,000 tons of steel rails to Japan. But the general demand for finished products, while more active, shows little encouragement.

While there has been but a slight advance in the price of wheat, there is considerable activity and this week there is an unusually large cash demand from Chicago millers. There is, also, a noticeable improvement in the demand for export. Corn and other grains show but little change, but with improved tendency.

The situation in textiles is very unfavorable. Cotton and wool are dull, but with not much decline in price and, with the exception of a fair demand in dress wools, everything is unsatisfactory. Prices of other lines continue weak and the prospect of further closing of mills is imminent. The slack demand in the clothing situation is further complicated by the labor troubles. A curious incident in the wool trade is the sale of 350,000 pounds for export to England.

Foreign trade is a little more satisfactory, showing a considerable increase in exports from New York for the past three weeks, with a decline in the quantity of imports. This latter feature may be explained, however, by the fact that dealers are overloaded with foreign goods.

The stock market continued the unfavorable features of dullness, except for purely professional trading. Outside demand was almost entirely lacking. The situation this week is somewhat improved, starting out with an encouraging activity. In finance, exchange rates continue strong, although not yet to the point of gold export. Collections are slow, arguing a retiring tendency in investment capital. Failures, while not so numerous as last week—276 against 300—are of more consequence on account of the large number involving unusually large capital. Bank clearings were less than for some weeks, being 8 per cent. less than the week before. The amount was \$897,000,000.

THE TRADESMAN WAS RIGHT.

It naturally affords the Tradesman considerable satisfaction that its predictions as to the outcome of the municipal lighting bond scheme should prove correct. While the friends of the project, including the city press, have endeavored to defend the legality of the action, the Tradesman has claimed that, according to the provision of the charter, a majority of the votes cast at the election in which the question was submitted is clearly requisite.

The Tradesman is gratified at the outcome for several reasons: First, there

is sufficient warrant for the provision of the charter which the friends of this scheme attempted to override. It is intended to provide that such questions must be sufficiently discussed and advertised to bring them to the attention and consideration of all interested. It is intended to prevent just what occurred at that election—the submission of the question with so little attention being called to it that the friends of the scheme, who naturally would be the first ones interested, could secure the vote in its favor. It is gratifying to find that such "snap" schemes cannot be successful in Grand Rapids. Another reason depends upon the first—the question must now have a re-hearing on its merits before anything further can be done—and there is little danger that it will stand the requisite scrutiny and consideration and command a majority in a full election.

Still another favorable result is that our city bonds will not be offered in the market with the cloud of legal question hanging over them. The necessity of awarding these to second bidders shows that the city would not have obtained the best price for them if they had passed the test of legal opinion.

A city like Grand Rapids cannot afford to do business in this manner. Such a city cannot afford to permit scheme promoters to secure positions in her government to work projects "on the sly." To keep the credit of the city as it should be, every enterprise involving outlay must have full and free consideration.

Mind and Body in Healing.

The relations between mind and body are being studied just now with great activity. Half a century ago, mental science was studied without regard to the material part of man, as if the connection between mind and body was merely accidental and unimportant. Then came the materialists, who taught that the intellectual faculty is merely an emanation of the matter of the body, just as a perfume is a part of the physical substance which possesses the odor, and they studied the mind only from a physical point of view. But the dignity and power of intellectual forces have again asserted themselves, and mental phenomena are now being studied in their relations to the body, and this is much the wiser plan, because the operations of the mind can only be observed in persons who possess living bodies.

In the discussion of such a subject, so as to make it plain to the ordinary reader, it will be necessary to avoid all technicalities and professional terms, and, while it will not be strictly correct to do so, it will be sufficient for ordinary purposes to class with the mind all the thinking and will powers as distinguished from the mere matter and machinery of the body. Everybody knows that there is a power often used unconsciously, but largely under control, which sets many of the bodily functions in motion. We will to raise the hand, to strike a blow, or to perform any other act, and it is done as soon as the determination to act is formed. When

the mind is under the influence of any passion or emotion, the organs of the body which are devoted to the expression of that passion become the centers of serious and often violent disturbance.

The power of the intellectual and spiritual forces to control the body under certain circumstances is too well known to require argument, and, if these powers can control the body so completely at one time, why may not this control be possible at all times? The probability of such a possibility seems so plain and so reasonable that it may well be taken for granted. The only difficulty in the way is that, while we are able to exert by the exercise of the will almost absolute control of many of the bodily faculties, we have not learned how the operation is performed. In the same way, while we are able to accomplish many important and useful results with electricity, we have no knowledge whatever of the real nature of the electrical energy or of the methods of its operation.

If we had a thorough knowledge of electricity, its uses would be vastly multiplied, and so, if we had any accurate knowledge of how mind power can be made to control the body, there is little doubt that the material part of us could be brought into complete and thorough subjection to the intellectual and spiritual forces. It is not doubted that many sorts of diseases and disorders could by that means be banished from the human body. A cheerful disposition and undaunted courage are in themselves no insignificant safeguards against disease, and in a patient who is already afflicted they are important aids to recovery. The entire science of medicine can have no higher function than to assist nature. Why should not, in many cases, mental and spiritual forces have more power to assist nature than can be got out of drugs?

The trouble is that we know very little of the causes and nature of diseases, or of the means by which cures are performed. If we knew all about the relations between the mind and body, we would know exactly what is needed to solve all the mysteries of curative medicine. If we thoroughly understood the laws of nature, we would know how to assist nature in replacing her wear and tear, and so we would know how to heal all diseases.

FRANK STQWELL.

Bank Notes.

C. J. Church & Co. have merged their private bank into a State bank, with a capital stock of \$25,000. The directors are F. N. Wright, Cass T. Wright, W. D. Johnson, C. W. Johnson, E. Rutan, C. J. Church, F. S. Gibson and William H. Browne.

Charles H. Ayers, paying teller of the Preston National Bank, of Detroit, has resigned to go into the office of Ayers & Reynolds, commission merchants, his father being senior member of the firm. He has served as paying teller at the Preston Bank about eight years. Charles H. Ketcham will succeed him, and Mr. Ketcham's place as receiving teller will be filled by the promotion of Edward P. Vanderburg.

Getting the People

Correct Methods of Circular Advertising.

Advertising is a subject of many sides, a work which can be done in many ways, a principle which is either good or bad, according to the manner of its use. To advertise different kinds of business, one must look at each one of these sides to see which presents the most attractive view, must carefully consider each performance, in order that the work may be done in the best way; must abstain from any plan, however good it may be for other purposes, which does not suit the particular things being dealt with. Some enthusiasts for newspaper and periodical advertising declare that there is no other meritorious way to court fickle Dame Fortune. They are looking at the subject from a narrow standpoint, for if there were only one way of advertising successfully many firms would be destined to be without the means to push their business, as no one kind of advertising will answer all purposes.

The newspaper or the magazine is without doubt the best medium to advertise in that there is, where a publication can be found which reaches the class of people sought after; but there are many trades that cater to so limited a field, or to so peculiar a class of persons, that there is no publication which answers to reach the desired public. Next to the journals, an attractive circular is probably the most creditable and profitable means of calling attention to one's goods that there is.

There is a vast difference in circulars; there are circulars which answer the purpose to a nicety, and there are other circulars which are only fit for the waste-basket, into which they usually go with a rush. I have recently used in Chicago several circulars which I not only believe to be attractive in their get-up and in the novelty of the idea, but which have proven themselves to be good business bringers. The idea that should be introduced into every circular is, first, to get the attention of the persons to whom it is sent, then to hold the attention long enough to get them to read the circular through; third, to so say what you wish to tell them that it will linger in the mind or create a thought favorable to the business which the circular is trying to advertise. A novelty in the make-up of the circular more frequently helps to catch the attention of the reader than anything else.

I have just sent out for a printer a circular which has called forth a great deal of comment, and some little profanity, but which will keep him in the minds of many people for some days to come. It is based on the theory, which is by no means a new one, that the more difficulty people have in reaching an object which they are looking for the longer they will remember it. This circular consists of a small card, not more than 1½ inches wide by 2½ long, but this card was inclosed in twelve envelopes, each perfectly plain, but each a little smaller than another, and one going inside the other, all eleven of them were inclosed in the largest of the twelve. As each of these envelopes was carefully sealed, it required breaking or cutting the seal twelve times in order to get to the circular itself. The outside of the envelope was perfectly plain and contained simply the address of the party to whom it was sent. This gave him no clue as to what was in-

side, but it was supposed, and the supposition afterward proved correct, that each time he opened one envelope and found each time another just as tightly sealed, his curiosity to get at the secret was steadily increased until the mystery was solved in the twelfth envelope. The card inside simply contained a few words and the printer's name and address. The card said:

We are very sorry indeed to have put you to so much trouble to find out who we are, but to compensate you we will take any amount of trouble to please you when you wish printing done.

Another circular just used by a manufacturer is based on the popular song which has for a part of its chorus "Read the answer in the stars." The circular, which was mailed in a sealed envelope, consisted of a neat folder and three cardboard stars. No mention of the name of the manufacturer was made on any part of the folder, it being solely devoted to asking questions about where the goods advertised could be bought, who made them, what firm it was that took such great pains to make the goods perfect in every detail, etc., etc. At the bottom of the folder where the name of the firm should have been, and where the reader would naturally expect to find the answer to all these questions, was the simple quotation, "Read the answer in the stars." And on the stars which accompanied the folder were printed the name and address of the firm. This circular not only pleasantly called attention to the popular song, but so linked this man's business with the song that anyone who received the circular would be likely to think of the business whenever they might hear the song in the future.

This idea of linking business with a popular thought has recently, at great expense, and with, I believe, a great deal of success, been brought out by the Pearline people, who have changed the thought of the man in the moon to that of the woman in the moon, and the woman, I believe, is supposed to have used Pearline. The printer, one of whose circulars I mentioned a moment ago, also recently sent out another in the shape of a large cardboard heart, one side of the heart being used for the name and address of the party to whom it was sent, the other side bearing these words:

"My heart is in my business, and that is why I do it so well. If I did not have my heart in my business, neither the envelopes, the paper, the catalogues, nor any printing which I do would be half so nice as they are. When you want the best service always employ a man who has his heart in the work."

The novelty to make a circular attractive does not always lie in an odd shape; even the plain circular typewritten letter can be so used as to make even a dry subject appeal to the reader in a bright, attractive way. Coal is not a very entertaining subject to write about, although it is one of the necessities of winter life, and yet even a coal dealer can advertise his business by circulars in such a way as at least to be assured that a vast majority of persons who receive the circular will read them. One circular might begin thus:

"DEAR SIR:—
"I am a crank."

"A crank on the subject of good coal, and perhaps that is one of the subjects upon which a man can get more cranky than he can upon anything else. You may, perhaps, be willing to admit, however, that cranks are usually the only people who make a very marked success of anything. If Edison had not been a crank on the subject on electricity, how far behindtime the world would now be. My crankiness on coal causes me to sell only the best coal that I can get hold of, etc., etc."

Another circular might begin:

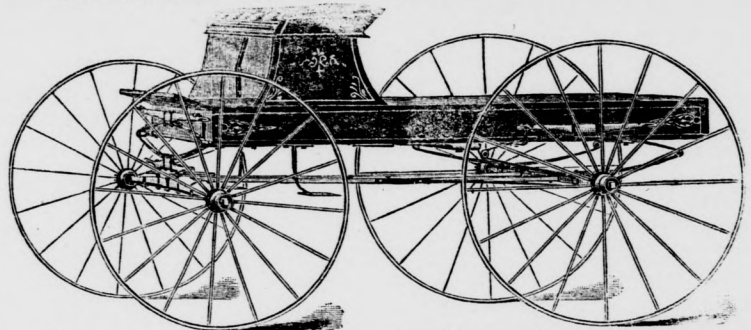
"DEAR SIR:—
"I have money to burn—"

"Of course, you know that I have coal to burn, but I also have money to burn—that is, I am going to keep sending you circulars every once in a while, even if you do throw them in the fire. As these circulars cost me at least three cents

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

ESTABLISHED 1865.

GRAND RAPIDS, MICHIGAN.



THE GRO-ER'S SAFETY. MADE IN 2 SIZES ONLY. FULLY WARRANTED.

Body 7 ft. long, 36 in. wide, drop tail gate..... \$40 00
Body 9½ ft. long, 38 in. wide, drop tail gate..... 48 00

The Great Van Twiller

Again I have the agency for this, the greatest 5 cent cigar ever made.

Send orders by mail and they will have prompt attention.

J. A. GONZALEZ,
Grand Rapids, Mich.

Representing the

Best & Russel Company,
Chicago, Ill.



Important Notice to Our Friends

We are having so many enquiries in regard to our Silverware scheme on Gold Shield Flour that we have decided to accept all orders up to April 11, at \$3.75 per barrel.

The advance in Flour compels us to change price as stated. The Tea Set is listed by the factory at \$10.80, the Silver Pitcher at \$5. and the other articles accordingly.

We are simply offering a premium of \$1 per barrel in Silverware with every barrel of Gold Shield.

We make Syrup in pails and 15 pound pails of Jelly at 30c per pail, in 10 s of 25 pails, assorted if desired.

We quote Prime Evaporated Apples at 4½c and Choice Evaporated Apples at 5½c in 50 pound boxes.

We are selling good fair Peaches at 2c per pound in sacks. This is the lowest price ever made on Evaporated Peaches in Michigan. We have an elegant line of Yellow Cawfords in 25 pound boxes at 5c per pound—best trade we have seen this season.

We have sold more Teas during the past week than we have done in the same length of time for six months, orders having fairly poured in upon us. We maintain that we can undersell any firm in Michigan on Japan Teas. We have elegant trades at 13, 14, 15, 16, 17, 18, 19 and 20c—the finest Teas for the money, we can confidently assert, ever offered to the retailers of this State. Samples sent upon application.

We wish parties ordering goods from us would bear in mind that "cash in current exchange" does not mean local checks.

We can use P. O. Orders, Express Orders, or drafts upon Saginaw, Detroit and New York. Our prices are based upon cold cash every time.



THE JAMES STEWART CO.,

(LIMITED)

SAGINAW, MICH.

apiece, including postage, envelopes, time and brain work, you will see that before very long you will have burned for me a great deal of money. All these circulars are going to talk about the other thing that I have to burn, that is, coal, etc."

These two ideas simply show the way to begin a circular letter so as to force yourself upon the attention of the reader. These headings should be followed by a few and well-chosen words about the business that you desire impressed upon the public. There is no way that I know to get the circular read, and then to get the person to remember it, better than to start his mind in some pleasant and agreeable manner and then gradually work around to the business facts which you wish to place before him.

CHARLES F. JONES.

Advertising Affirmatively.

Joel Benton in American Storekeeper.

I have often thought that a good many good tradesmen put in their advertisements a good deal that doesn't belong there. What you want to tell the public, if you have something to sell, is not how untruthfully your competitors—or some few of them—advertise, or how loudly and deceptively they shout, but simply what you can do yourself.

Kicking out at the fellows up street, or down street, or across the way—which we so often see done—is merely giving them celebrity and advertising them, besides using choice and expensive space that might be utilized in describing your own goods and methods of business.

It is not only foolish to do this, but it is almost always ineffectual. If you put your intimations or slurs so distinctly that the reader knows the fellow tradesman you transfix, he is by no means certain to be impressed as you intend he shall be. He may think you are jealous, or unfair, and it is not doing you any good to let it be known that you have competitors invading your domain who disturb you, and for whose discomfiture you seem to be willing to spend the price of advertising space in berating them. Why put the matter either directly or indirectly? Why let it be known in print that anybody but yourself furnishes clothing that is the best and cheapest, or even say he does?

Even if you do not specify in your indictment anybody who can be identified that sells as you do, why kick in to the air? It merely shows that you are conscious of some adverse firms who claim to serve the public as well as you do—perhaps better. And how does that concern you or me or the public? Let us boom our own goods and attend strictly to our own business. The world knows, and we know, that there are other stores than ours, and that they are conducted by honest men who really try to serve their customers well and make an honest living thereby.

It has for years been one of the shrewd traits of the London Times that it does not, by any reference or objugation, advertise its competitors. It has them, and they, perhaps, have made inroads upon its once undisputed field in journalism. But it saves its strength and space for affirmative work. It is still the voice of English popular opinion. It still furnishes the field where the British citizen airs his griefs and propounds his opinions. It does not think it can afford to give its contemporaries editorial-reading publicity, and it is careful not to do this.

To return to advertisements that quarrel and jab out, what Jay Gould said long ago is forever true and pertinent: "This life," he said, "is too brief for quarrels. I want all my time for my own business."

When the stomach is satisfied the food is bitter; but the stomach of avarice is never filled and constant gain is ever sweet to it.

If you would stay longer in one place and make thorough search you would find richer pickings in trade. Constant advertising is the secret.

REPRESENTATIVE RETAILERS.

Delon Fleming, the Riverdale General Dealer.

The subject of this sketch is about the same age as the Republican party and first came upon this sphere of activity in the same locality that is responsible for the origin of that great political movement, having been born near Jackson, Mich., April 3, 1854. His parents, of Scotch descent, were among the early settlers in that part of the State.

Mr. Fleming's early life was spent on the farm and in attendance at district school until the age of 18. At that time, having conceived a dislike for the life of the farm, the young man sought and obtained employment as a clerk in the general store of J. F. Newton, at St. Louis. After two years of this employment, he removed to the then new town of Riverdale, where he established a general store, entering into partnership with A. G. Newton. Three years later, Mr. Fleming purchased the interest of his partner, and has carried on the business alone ever since.

In 1880, Mr. Fleming was married to Miss Katie Fell, of Ithaca. Their family consists of three beautiful daughters. As might be inferred from their ancestry, they are loyal to Presbyterianism in their church preferences.

During his mercantile career, Mr. Fleming has had little time to devote to politics or other pursuits than business. As so often happens, a taste for this early farm training has developed, as he grows older, and he has purchased a tract of 240 acres, half a mile from Riverdale. When it is time for him to retire from the active duties of the merchant, he will find pleasant occupation in the care and improvement of this farm.

Costly Lozenges.

"The most expensive confectionery I ever saw was in a little Adirondack hamlet, years ago," remarked a friend one morning. And he went on to tell the story. He was one of a party of sportsmen who had been after deer deep in the fastnesses of the Adirondacks. They were on the way out, and in the afternoon had to put up until next morning because the next stopping-place could not be reached in the few remaining hours of the day. Some wicked person suggested that a game of poker would be a pleasant diversion, but they had no chips. The friend referred to rose to the occasion and purchased at the village store a bag of peppermint lozenges. Then he installed himself as banker and sold his friends the confections at five cents per lozenge. Quiet reigned and the game went on. Presently the "banker" ate a peppermint. The example was contagious. The man opposite began to nibble a chip and then, becoming absorbed in a question about the opening of a jackpot, swallowed the peppermint. Before anybody saw the joke a large number of chips had been eaten up, to the considerable profit of the banker, who, of course, could not be expected to redeem chips which had dissolved and disappeared forever. The banker was all right. He ate from the bag.

A curious piece of real estate soon to be auctioned off at the exchange in London comprises the freehold of the island Volcano in the Mediterranean, with numerous mountains and two live craters. The island is one of the Aeolian group, off the north coast of Sicily, and is five miles long by two and a half broad. Vines and fig trees flourish on it, and the opportunity is a fine one for some rich man who loves Theocritus and would like to have an island home all to himself—reclining on the mountain-side, with our flocks feeding below and the blue Sicilian sea in the distance."

William Reid

26 and 28 Louis St.,

JOBBER OF

Paints, Oils, Brushes,
Varnishes, etc.
Plate and Window Glass.

Grand Rapids.

New Wall Paper and Paint Store

G. N. MILLER & BRO.

Successors to
MILLER & MIDDLETON.

114 Monroe St.,
Grand Rapids.



GRAND RAPIDS
BRUSH CO.....

Manufacturers of

BRUSHES

Our goods are sold by all Michigan Jobbing Houses.

Grand Rapids, Mich.



Radiator Duster or Seam Brush.

Brushes for Brushers!

Any Brush for any purpose, all made from best materials, and by only first-class workmen. Send for catalogue.

MICHIGAN BRUSH CO.,

GRAND RAPIDS.

The Wholesale Grocers
all sell Candy made by us.

PUTNAM CANDY CO.

Look at Our List of
SEASONABLE GOODS

New Cabbage, Cauliflower, Tomatoes, Lettuce, Radishes, Rhubarb, Bermuda Onions, Cucumbers, Green Onions, Parsley, Pine Apples, Bananas, Sweet Oranges, Apples, Cranberries and Crabapple Cider.

Send in your order to ensure choice selections.

BUNTING & CO., 20 and 22 Ottawa street,
Grand Rapids, Mich.

The = Best = Seller = in = the = Market



Retail Prices:
Half Pint.....\$ 25
Pint.....50
Quart.....75
Half Gallon.....1 10
Gallon.....2 00
A Combined Cleaner, Polish and Disinfectant.

The Only One.

Sample (½ pint can) and prices sent to dealers free on receipt of business card and 20 cents postage. See wholesale quotations in Grocery Price Current.

W. F. Henderson & Co.,
Sole Manufacturers,
2952 Cottage Grove Ave., CHICAGO.

USE ATLAS SOAP

Is what you should advise your customers. People who have used it say it is the BEST.

Around the State

Movements of Merchants.

Sturgis—The Flowers Shoe Co. has removed to Montpelier, Ind.

Palmyra—Keeber & Atwell succeed C. R. Keeber in general trade.

Niles—H. E. Lowry succeeds Deam & Lowry in the grocery business.

Battle Creek—Horton Childs has sold his grocery business to H. S. Childs.

Frankfort—Wm. R. Thomas succeeds Wm. Thomas & Co. in general trade.

Port Huron—Chas. A. Kuhn, merchant tailor, has removed to Cheboygan.

Jackson—Chas. B. Farnham succeeds Farnham & Co. in the clothing business.

Benton Harbor—Geo. Winninger succeeds Winninger & Spilger in the meat business.

Mt. Clemens—Rutter & Numully succeed F. W. Rutter in the boot and shoe business.

Lowell—R. B. Loveland has purchased the boot and shoe stock of Clara M. Findlay.

Kalamazoo—The Baunn & Poel Drug Co. has purchased the drug stock of Sorg & Baunn.

Albion—Mrs. A. E. Eddy has purchased the grocery business of Gunnison & Saunders.

Detroit—Uffelman & Koeschel succeed Chas. A. Uffelman in the wholesale grocery business.

Lawton—Casper Oppenheim, boot and shoe dealer, has removed from Hartford to this place.

Cheshire—B. Crystal has purchased the general stock of M. Blanchard and will continue the business.

Hickory Corners—Geo. Coleman has purchased the grocery stock and meat business of B. F. Lawrence.

Ann Arbor—Grossman & Schlenker, hardware dealers, have dissolved, Christian Schlenker succeeding.

Portland—The V. P. Cash Co., incorporated, succeeds H. Cash & Bro. in the coal and produce business.

Kalamazoo—Chas. Sharron has sold his grocery stock to Hawley & Carson, formerly engaged in trade at Galesburg.

Shelby—Phillips & Dykes is the name of a new firm who will open up a bakery and confectionery store in the Rankin block.

Galesburg—Trabert & Bowen, general dealers, have dissolved. H. T. Trabert will continue the business in his own name.

Benton Harbor—J. F. Willits has sold his meat business to G. H. Forbes and J. C. Phelps, under the style of Forbes & Phelps.

Grant—D. J. Peacock has sold his general stock and store building to Ernest A. Lindenstruth, who will continue the business.

Holland—J. VanHoven has sold his interest in the implement firm of De Pree & Van Hoven to J. P. De Pree, Sr. The new firm will be known as J. P. De Pree & Sons.

Sault Ste. Marie—R. G. Ferguson, who recently sold his hardware stock here, is looking for another location. He has recently visited Duluth, St. Paul and Menominee with that end in view.

Big Rapids—The Saginaw Hardware Co. has superseded Al. E. Wells as manager of its stock here by A. B. Jackson, who will continue the business under the style of the Big Rapids Hardware Co.

Sparta—V. Arrowsmith, after a month's experience in the grocery business, has sold his stock to E. P. Pinney

and W. J. Charley from Jenison, who will continue the business under the style of Pinney & Charley.

Cadillac—W. C. DeGraff and W. A. Harrison, of Bay City, have opened a wholesale confectionery establishment in the Martin building on South Mitchell street. They will do business under the style of the Cadillac Candy Co.

Detroit—J. J. Bean has leased from the dry goods firm of J. Sparling & Co. their entire second floor, and will occupy the premises about April 1 with a full line of ladies' and misses' ready-made garments, capes, suits, and cloaks.

Menominee—There is very little ice in Green Bay and an early opening of navigation is looked for. The Ann Arbor line of boats, which have been plying between Frankfort and Kewau-naw, will begin to run to Menominee by April 10.

Wayland—J. M. Burpee, who formerly conducted business here in the Grange store, but has been more recently engaged in trade at Otsego, has purchased the store room of H. K. Gleason, and will, on April 10, open an exclusive boot and shoe store.

Adrian—The boot and shoe firm of Mulzer Bros. has been dissolved, John G. Mulzer retiring, and transferring his interest to M. Mulzer, the father, who will continue the business in company with his son Fred. The retiring partner contemplates re-engaging in business in some other city.

Hillsdale—Michigan's bravest heroine has been discovered. Mrs. H. W. Samm was in the back part of her husband's grocery store, when a rat ran right in front of her. She didn't mount a chair; didn't even scream; but boldly caught the rat by the tail and threw it into a bran bin. The rat jumped out; she caught it again, and held it in her hands until a dog came up and ended the little animal's life.

Allegan (Gazette)—The Standard Oil Company has established a distributing station here. Four large tanks, holding 500 gallons each, and other fixtures have been put in just east of the Lake Shore depot. T. M. Cook is the representative of the company here. He has been furnished a very neat and convenient wagon for use in carrying oil and gasoline to the trade, as that only, here and in surrounding towns, will be supplied. The company has expended about \$2,000 in getting ready for business here.

Cadillac—Frank C. Sampson recently died at Albion at the age of 46 years. Deceased came to this city in 1879, and, after filling the position of clerk for sometime in the hardware store of Cummer & Rawles, became associated with Chas. H. Drury, and with him constituted the hardware firm of Sampson & Drury, which firm soon became widely known. After retiring from the hardware business here, Mr. Sampson engaged in the mercantile and shingle manufacturing business at Boon, but his health failed about two years ago and he removed to Albion.

Traverse City—The early closing movement, in practice in all the leading cities, will go into effect among the dry goods, furnishing goods, clothing, shoe, hardware and jewelry stores of this city April 1. A largely attended meeting of proprietors and employees was held last Monday evening in the council rooms, at which time it was unanimously decided that the stores should be closed at 6 o'clock every evening, except Tuesdays and Saturdays.

It was also decided that the stores might be kept open later during the week preceding Christmas and on the evenings preceding July 1 and January 1. An executive committee consisting of Frank Hamilton, Frank Friedrich, Emanuel Wilhelm and Misses Celia Oviatt and Mary Pohoral was appointed to establish and maintain rules and adjust differences.

Manufacturing Matters.

Wyandotte—Marx Bros. are succeeded by the Wyandotte Brewing Co.

Marquette—De Haas, Powell & Co. are succeeded by N. M. De Haas in the saw mill business.

Detroit—Janssen & Martinz, casket shell manufacturers, have dissolved, Paul Martinz succeeding.

Oxford—Sylvester Hazelton continues the lumber and planing mill business formerly conducted by Hazelton & Cleaver.

Menominee—Mill owners on the Menominee River are busy getting ready to saw, which will be begun as soon as the ice moves out of the River.

Menominee—The Bay Shore Lumber Co.'s saw mill will be greatly improved within the next few weeks. Another circular has been taken out and an improved band mill added. This will give the mill three bands and a daily capacity of 150,000 feet.

Owosso—Some time ago the Old Second National Bank of Bay City secured a large judgment against David M. Estey and James H. Calkins, of the planing mill firm, who failed in Bay City. The Owosso Savings Bank was garnished for the stock of David M. Estey in the Estey Manufacturing Co., of this city, which was held by the bank as collateral. The Old Second National Bank has now filed a petition asking that a receiver be appointed to sell this stock, alleging that it is worth a large amount above the loan for which it is pledged and that the surplus if any be applied on its judgment.

The Grocery Market.

Sugar—The market was strong all last week, advances being expected daily. The advance finally came Tuesday when all grades were marked up a sixpence except No. 4.

Molasses—The stocks of New Orleans molasses at New Orleans are pretty well exhausted, the receipts continuing very light. The shortage, as compared with last year, is now estimated at close to 90,000 bbls. Stocks elsewhere are under good control and are much lighter than last year. Black goods are in fair demand at steady prices. Foreign molasses is selling well.

Canned Goods—The demand for canned goods during the period under review has been of the same listless character that has marked it for some time, so far as the general inquiry is concerned, but in one or two articles, particularly California fruits, buyers have manifested considerable interest, and, while the demand has not been active, quite a fair quantity has changed hands. In the way of futures there is not much doing in anything, except for special brands, and in these orders do not compare with previous seasons. There have been but few changes in prices during the week.

Provisions—The past week has been a remarkably depressed one for the entire provision list. Previous prices had been regarded as extraordinarily low, but it looked a few days ago as though the trade had got to get accustomed to

a new order of values. Almost steady declines have occurred, while the feeling is unsettled and against the selling interest. The features inducing or contributing to the depression are, first, the enormous supplies of fats in this country, the increasing hog production in Europe, the general state of trade for all merchandise upon which buyers are investing on weak figures, and the sharp competition at home and abroad in all branches of trade. The export movement of hog products has not enlarged, while the receipts of hogs and the general accumulation of the products are estimated as much larger than last month. The gain in lard at Chicago is possibly something over 20,000 tierces for the month.

Currants—In consequence of the decision of the United States Circuit Court for the district of California, placing currants on the dutiable list again, prices have advanced ½c per pound.

Fish—Trade is very dull on all varieties of fish. While values of mackerel, owing to light supplies, are strong and have an upward tendency, the remainder of the market rather tends in favor of buyers. Herring are very dull and weak, while codfish are in small demand.

Rice—The market has been fairly active during the period under review, the inquiry for old domestic varieties being of a good healthy character. In foreign styles, Java and Patna are in moderate request at full prices, the offerings being decidedly limited, while the supply on spot Japan is almost exhausted, and dealers are said to be booking orders at prevailing quotations for April-May delivery out of the first shipment due here about April 10. Prices are steady all along the line.

Dates—Remain unchanged at the advance noted last week. The supply in sight is not large enough to justify the belief that they will slump off.

Bananas—At last the importers are beginning to feel more jubilant. The spring demand has set in, vessels will load more heavily and cargoes find ready sale at higher prices.

Lemons—Prices are extremely low and a reaction must come very soon. Many of the wholesale fruit dealers will begin to lay in a good supply this week and, with lots of orders in hand, the brokers will bid more spiritedly and the importers realize better prices. Good sound lemons at present prices will surely pay a profit.

Oranges—The foreign oranges are coming into market more freely, as the Californias are getting cleaned up and are higher in price. Navels are nearly gone, many of those left being spongy and undesirable. Prices will, probably, rule firmer and the demand will be better for the next month.

Wooden Bowls—Manufacturers have advanced their quotations 25c per dozen and jobbers have followed suit.

Not Pure Cream of Tartar.

If American cream of tartar contained 17.93 per cent. of tartrate of lime buyers would not consider that they were getting a pure article. It would be called adulteration here, the tartrate being used to give the cream weight. Such a thing is permissible in England, however, where a judge dismissed one case which was supported by tests showing the above percentage. The defense argued that the ingredient was necessary in the manufacture of cream of tartar and the Court let it go at that.

Gillies for New York Teas that are Teas at bargains that are bargains. Visner.

Smoke the Dodge Club Cigar.

Grand Rapids Gossip

Mangold & Waidelich succeed Smith & Waidelich in the meat business at 59 South Division street.

A. A. Conklin has opened a grocery store at Lawrence. The Musselman Grocer Co. furnished the stock.

C. E. Gibson has opened a grocery store at Bloomingdale. The Olney & Judson Grocer Co. furnished the stock.

B. F. Miller, formerly engaged in the hotel and livery business at Owosso, has opened a grocery store at 64 Ellsworth avenue. The Ball-Barnhart-Putman Co. furnished the stock.

Wm. Harmelink and Abraham Kok, under the style of Harmelink & Kok, have embarked in the wood and flour and feed business at the corner of North Front and Leonard streets.

Watkins & Axe, commission, produce and meat dealers at 86 South Division street, have admitted W. A. Walters to partnership, and the business will hereafter be conducted under the style of Axe & Co.

M. E. Cone, who sold his general stock at Kent City about six months ago to A. H. Saur, has decided to engage in the grocery business at Bellaire, under the style of Cone & Co. The Worden Grocer Co. has the order for the stock.

Chas. B. Metzgar has vacated the store at 3 North Ionia street, having removed his base of operations to the second floor of 22 Ottawa street, where he has fitted up handsome offices. The store he has vacated on North Ionia street will be occupied by Moseley & Stevens, Ltd.

The indictment of the editor of the Workman, on a charge of sending obscene literature through the mails, leads to the disclosure of the interesting fact that the article which precipitated action on the part of the Government was written by Hon. At. S. White, editor of the Michigan Artisan. Under the circumstances, the least which Mr. White could do would be to go on the editor's bond and agree to share the expense of defending the suit. As he has failed to do either, Mr. Mills has "squealed" on his betrayer and displays the original manuscript in substantiation of his assertion as to its authorship. In this connection it transpires that Mr. White has long been a contributor to the local organ of unionism and current report credits him with furnishing a considerable proportion of the matter reflecting upon reputable citizens which has so constantly appeared in its columns, as well as the adulation of the ex-Representative in his aspirations for State senatorial and municipal dignities and honors.

The Market Bond Situation.

In the matter of choosing and purchasing a market site there are few towns which have the trouble and uncertainty which has attended the efforts of Grand Rapids in that direction. The matter of choice has occupied the attention of those who are interested in the question of securing a suitable market for the needs of the city and of the city politicians whose business it has been to decide upon the question. The story of all the sites proposed and urged by their owners and those locally interested would be a long one. There was the Comstock site, the Kent street site, the

River site, the Morningstar site and the Island site—the list is quite a formidable one.

After several years' consideration of these various claimants for recognition and discussion of the desirability of a market, the matter of issuing bonds for the purchase was brought before the people at the general election, two years ago. Public interest, however, had not been aroused sufficiently to secure more than about one-half of the votes cast at that election on the bond question. Of these there was a small majority in favor of the issue. In the provision for the issue of such bonds by the city charter there is the clear statement that at such an election there must be a majority of all the votes cast in favor of the proposition for it to carry. This failure in legally authorizing the bonds was quickly pointed out, and it was a considerable time before the Council could be brought to act under this dubious circumstance. A few months ago, however, action was taken and the bonds were ordered to be issued. It is familiar to all that a restraining suit was brought and the injunction of the lower court has been sustained by the Supreme Court.

Foolishly presuming on the legality of the vote a site was finally chosen and an order passed for its purchase at \$45,000. After careful consideration of the title, which was found correct, the deed was accepted, thus completing the purchase. Now, the question is, how is it to be paid for?

To add \$45,000 to the assessment roll for the current year would be asking too much of the taxpayers, even if it should not make the rate exceed the legal limit; and if this were not so the character of the investment is such that the future should help pay for it. It is not for the benefit of this year and the taxpayers of this year should not be asked to foot the bill. The investment in a market site is different from an investment in an experimental plant for electric lighting or any enterprise for current municipal expense in that it is an investment which is permanent and increasing in value. It will not wear out or become obsolete before the bonds for its purchase are paid, as would inevitably be the case with an electric lighting plant.

Regardless of the question whether the site chosen is the best one, the deal is perfected and steps should be promptly taken to make arrangements to pay for it. With the advertising it has had, it would not be difficult to get a suitably large vote on the question; and if the merits of the case are fully presented, so that the people will realize the desirability and fairness of paying for it by the issue of bonds, there is little doubt that the vote would be sufficiently large in the right direction.

Too Much Honor.

During the past few days the editor of the Tradesman has been receiving congratulations from many friends on two accounts to which he is not entitled. First, that he was the successful litigant in a suit in the United States court; and, second, that he had received the honor of a nomination for Mayor on the Republican ticket. He begs to explain that in neither case is the distinction deserved. He has never figured in any suits in the United States courts, except such libel cases as are liable to fall to the lot of every publisher, and as to the honors of municipal office—well, they are reserved for those of greater prestige and wider ambitions.

PRODUCE MARKET.

Apples—\$2.75@3.50 per bbl. for good quality Michigan and Ohio fruit. The favorite varieties at present are Ben Davis, Greenings, Baldwins, and Roman Beauty.

Beans—The market has been featureless during the period under review and values have declined.

Butter—Fancy roll is about the same as a week ago, quotations ranging from 15@16c. Fair to choice dairy commands 13@14c.

Beets—25c per bu.

Cabbage—50@60c per doz. for home grown. Florida stock has declined to \$3.25 per crate of about 3 dozen heads.

Carrots—Southern grown, 50c per doz.

Celery—13c per doz. bunches.

Cider—15@18c per gal.; Crabapple, 20c.

Cranberries—Jerseys in boxes are still in limited demand and supply at \$2.50 per bu.

Eggs—About the same as a week ago, handlers holding quotations fairly firm at 10c.

Hickory Nuts—(Ohio) Small, \$1.25 per bu., large, \$1 per bu.

Honey—Dealers ask 15@16c for white clover, 13@14c for dark buckwheat.

Lettuce—12½c per lb.

Onions—Home grown are in fair demand and ample supply, commanding 40@50c per bu. Bermudas command \$3 per crate.

Pop Corn—Rice, 3c per lb.

Potatoes—Featureless.

Radishes—30c per doz. bunches.

Seeds—Clover commands \$4.75@5 for Mammoth, \$4.50@4.75 for Medium, \$4.75 for Alsike, \$3.50 for Crimson and \$5@5.25 for Alfalfa. Timothy commands \$1.55 for prime and \$1.75 for choice.

Squash—½@1c per lb. for Hubbard.

Sweet Potatoes—The market is higher, Illinois Jerseys bringing \$4.50 per bbl. and \$1.60 per bu.

Flour and Feed.

During the past week the flour market has gotten into a much stronger position. The mills of the Northwest have come to realize the fallacy of selling at or below cost and are now insisting upon a small margin of profit, which has given a better tone to the market.

As has been predicted by the writer, stocks of winter wheat are being very rapidly depleted, and within the past few days a large part of the choice winter wheat in Chicago has been sold to interior millers and the premium advanced another cent above the May option.

The strong statistical positions of both wheat and flour are beginning to have some weight, even with professional speculators, and without doubt, higher prices are likely to prevail for several months.

Feed and meal have advanced from 50@75c per ton, and millstuffs have advanced 50c per ton during the week. Both are in good demand.

WM. N. ROWE.

The Grain Market.

The wheat market during the past week has been in favor of the longs. Wheat had a steady tone and prices advanced fully 2c per bushel. Wheat seemed to be wanting by the shorts to cover their sales, as the market is supposed to be largely oversold. Winter wheat has a strong undertone, owing to the scarcity of that cereal, and the outlook is for still stronger prices. The receipts in the Northwest have been fair. The exports have been rather below the

usual amount and the visible decrease was only 300,000 bushels. This is rather small for this time of the year; but the hot winds of Kansas were reported, which, also, had a tendency to strengthen the markets. However it seems to me that this is rather early in the season for hot winds to have any effect, as the ground is still very cold. The Modern Miller crop report, as well as the Thomas report, estimates the condition of the winter wheat crop at only 80 per cent., being the lowest for six years. If this weather continues, we will soon see if the growing crop of wheat has been damaged.

The prices on coarse grains rule the same. Corn and oats have not varied any during the week, nor do we look for any changes, unless we have some cold, wet weather to retard seeding.

The receipts during the week were: wheat, 27 cars; corn, 11 cars; oats, 5 cars. Rather a small amount of wheat.

C. G. A. VOIGT.

The Hardware Market.

General trade has improved but little. The waiting policy seems to have taken possession of all dealers, both retail and wholesale. As soon as the cold weather passes away, and good warm spring rains come, we may look for an increased volume of business. The general market presents but few changes, but we notice among manufacturers a general tendency to agitate combinations and pooling arrangements, with a view of more permanency in prices. Within the last week an arrangement similar to the wire nail pool has been made on carriage and machine bolts and we presume log screws and nuts of all kinds will be included in the list. We also notice a meeting of the steel men to try and perfect some agreement to sustain prices. Should these plans all be carried through, we may with confidence look to higher prices in the future.

Wire Nails—The present price for March has been affirmed for April, but notice is given that the price for May will be advanced 15c per keg.

Barbed Wire—No change to note in price, but rumors of an advance are in the air, although it cannot be traced to any reliable source.

Gas Pipe—Has advanced 10 per cent. lately and another meeting of pipe makers will take place this week, when it is believed another advance will be made.

Sheet Iron—Orders are being placed freely for fall shipments, as it is believed prices will soon rule higher.

Purely Personal.

Miss Nora Weatherwax, of White Pigeon, has taken the position of stenographer for the Michigan Spice Co.

C. C. Bunting (Bunting & Co.), who has been in Ohio for the past two months, has returned home.

Miss Gertrude Jackman, formerly book-keeper for E. Fallas, has taken the position of book-keeper for Thos. E. Wykes & Co.

Jas. B. Furber, formerly Secretary of the Grand Rapids Seating Co., has taken a responsible position in the office force of the Manitowoc Seating Co.

W. E. Partlow has been appointed district manager of the Mutual Benefit Life Insurance Co., of Newark, N. J., with an office at 426 Widdicomb building.

Life Is Short.

Sell Robinson's pure Cider Vinegar. Write for prices. Robinson Cider and Vinegar Co., Benton Harbor, Mich.

DANGER AHEAD.

Mob Rule Must Be Abolished or Liberty Must Perish.

Hon. Chas. S. May in Kalamazoo T. Telegraph.

A serious question confronts the American people. It is a question of constitutional right under a free government, of common right and justice, indeed, which appeals to the native sense and conscience of all just and fair-minded citizens. It is the right of a man to control his own property and manage his own business and employ what labor or laborers he will to help him, without dictation from any quarter; and the right of every laboring man to contract his own labor at his own price to any man who will employ him, and this without intimidation or violence from any quarter, or any organization or set of men on earth. If this is not right for both employer and laborer, then nothing is right. If this is not right under the law for both, and can not be enforced for both by government, then we have no law or government in this country worthy of any man's respect or obedience and we may as well go back to our original state of barbarism and savagery at once. My objection to trades unions is that they have got in the way of this right. The denials of the union leaders are feeble and puerile, and opposed to all the facts. The whole principle and methods of these unions is an organized defiance of this right. It is hardihood to deny it. Sympathizers may say that these organizations are "peaceful and law abiding," but experience and observation teach me that, in their operation, at least, they are just the contrary. They violate the law of private right every day and they make strife and war on every hand. The vital, central principle of them all is calculated to do this. To the laborer they say: "Join our union or we will outlaw you in the labor world, prevent your getting work, call you a 'non-union scab' and attack and drive you out of any job which we have left." To the employer they say: "Accede to our demands or we will quit work, break down your business and drive away any workmen you may employ in our place." They frequently go farther than this and destroy his property as well as his business. I say this is the principle of these organizations, and it has been the manner of their working also.

I appeal to the history of strikes in recent years. There has scarcely been one that has not been accompanied by acts of violence and outrage, and perpetrated, too by union men. It won't do for union men to say that these are the acts of a few men, such as might be found in all organizations, nor is it within reason for them to assert that the railroads in the Debs riots in Chicago sent out and hired ruffians to tear up their tracks and burn up their cars so as to lay it to the strikers! Such nonsense as that will not go down. The evidence on this head is too manifest and overpowering. It has come to this that whenever a strike occurs anywhere, the strikers are immediately transformed from peaceful workmen into a mob of ruffians and lawbreakers—destroying the property where they have worked, drawing bolts from machinery, engineers disabling their engines, switchmen derailing trains to the peril of passengers, street railway conductors and motormen tearing up tracks and throwing brickbats and stones at the very cars they have just left, filled with innocent men, women and children, only a few moments ago under their charge and protection; attacking with savage violence peaceful workmen called in to take their places and repair the havoc which they have made—all these things, with frequent after acts of dark revenge, brutal murder, and horrible atrocity, like obstructions placed upon the track of railroads to send hundreds of unsuspecting victims down to their death, make up a fearful catalogue for the trades unions to answer.

To me, there is something mysterious and unaccountable in all this. What is it—that is this subtle power which changes apparently quiet and peaceable

citizens, one's own neighbors, into such demons! What makes these men oblivious to all right and justice, to all humanity, and willing to turn themselves thus into unreasoning savages? It will not do to say that this is not a part of these organizations. It may not, indeed, be written in their constitutions—they could not live an hour if it were there—but the spirit of violence, of injustice and revenge is there—the same unwritten law of murder and assassination found in the lodge of the Italian Mafia, or the midnight councils of the Russian Nihilists. If my language is strong, the case is strong. I do not charge every individual member of the unions with being a lawbreaker or a savage, but he is a slave to his order and the subject of its vengeance if he disobeys its laws. He must walk out when he is ordered, even though the occasion be the rightful discharge of an incompetent workman, and he would be glad to remain. The fact is, these labor unions have become an odious tyranny, inside and out. They crush and grade down their own members, while they undertake to dominate and threaten the whole public. I have myself seen the written boycott served upon one of the oldest and most reputable firms in Kalamazoo, because they had bought a stove made by non-union men! For this offense they were, by the order of the union, put in a state of business siege, or blockade, or quarantine, so to speak, and told that the "ban" would only be "lifted" from them when they should promise not to buy any more "non-union" stoves! Yet the solemn functionary, the successor of Pope Leo X, who served this labor "bull," was apparently a poor, impotent, harmless, old man who could have been quickly brushed aside without even a breach of the peace by one of the proprietors, or their clerks, had he entered their store in his own proper person to make such a threat. But he had the unions behind him, he was their official representative, and this was their boycott which, like the pope's "bull," could only be "lifted" by the most humble promises not to commit the offense again! Such methods, in a free country like ours, are odious and contemptible tyranny and ought to be resisted. Our business men have been too easy with this thing. Too many of them have permitted themselves, their clerks and their business to be branded with the "union label," the badge of servility and dishonor.

Now, these things concern the whole public, the whole commonwealth, whether state or nation, and therefore I write as I do. I have no personal grievance, whatever. I have no alliance with rich men or rich corporations, and my sympathies would naturally be on the side of the laboring man if he were oppressed. If the union workmen made the most of their opportunities, their circumstances would be different. If they would keep away from the saloons and save their money they might actually thrive. They are far better off than the farmers, yet I have nowhere heard of this class inaugurating any tumults or riots. Nobody does that in connection with labor depression but union men. The non-union men and the "scabs" are always quiet—more quiet than they ought to be, sometimes. It is their heads which are always broken. It is never the farmers who drive into town with their 50 cent wheat, their 30 cent corn and 20 cent potatoes and strike for higher prices and inaugurate boycotts, property-smashing, brutal murders and bedlam generally.

Among all our discontented social elements it has been left for the labor unions to do this; and from that terrible object lesson at Homestead, where they made open war in a body and fired with such deadly execution upon peaceful men who had come to protect the property of their late employers and, when put down by the soldiery of the State, sneakily mixed poison with the food of their non-union successors in the works—for which crime one of their leaders has just left the penitentiary—down through the great strikes and riots in Indianapolis, Brooklyn and Chicago,

with a hundred others, it has been the same story repeated over and over. All the way through, these strikes have left a track of violence to person, havoc and destruction to property and lawless opposition to public authority. To put them down, the governors of half the States of the Union have been compelled to call out the militia at heavy expense to the taxpayers; and in the great railroad strike of Debs at Chicago, after blood had been shed in lawless violence and tens of millions of property destroyed, the President of the United States himself—all honor to him for it—was compelled to call out the National troops to put an end to what at one time threatened to be the inauguration of a fearful civil war. The spirit of the unions may be seen in the fact that Debs, who has suffered a mild imprisonment for his great crime, has now become their beloved martyr and hero.

Certainly, this is not a spirit to be encouraged. It threatens continual mischief and ultimate great dangers to the country. It must be put down or it will put us down. All good citizens should oppose it manfully. I am doing my duty in this protest—let others do theirs in their own way. It is a tyranny not to be submitted to in a free country. We are not a free country if it prevails; and if we cannot stop it in some way we may as well at once begin to tear up our written constitutions and statute laws as waste paper and try to forget Bunker Hill and Yorktown, Gettysburg and Appomattox, and deliver the country over into the hands of the socialists, the communists, the political anarchists, and the mob—for social stability, private right and public liberty cannot be maintained without justice, order and law.

Doctors and Druggists Unanimous for Once.

Harry Wise, of Chattanooga, is at present enjoying what most druggists would consider a luxury—the approval of his fellow-pharmacists who admire his "spunk," and the endorsement of the Medical Society of his town, whose interests he has recently championed.

Receiving a prescription from a regular practitioner for one grain of atropine in a given quantity of water, the compound was properly labeled, but no reference to the poisonous nature of the medicine appeared on either prescription or label. After part of the solution had been used locally, a young child got hold of the vial, swallowed the contents, and died. The father brought suit for \$10,000, on the ground that the druggist had violated his duty in failing to affix a poison label.

The court charged that it was the druggist's duty to label the vial "Poison," without regard to the doctor's omission of the word on the prescription, and on this ground a verdict of \$1,000 was brought in against Mr. Wise. On further reflection, however, the court granted a new trial, recognizing that the carelessness of the child's mother, and not the omission by the druggist, was the proximate cause of death.

The Chattanooga Medical Society upholds Mr. Wise by formal resolution.

The doctors realize that if they write the word "Poison" on every prescription containing a toxic ingredient, or if the druggist affixes a poison label to all such prescriptions, no small part of their time will be passed in the pleasant occupation of soothing and mollifying the perturbed patient.

But law is law, and if the State statute requires a poison label to be affixed to all vials containing poison, the druggist will have to reach some understanding with his medical patrons, and comply. Otherwise, fancy the indignation of medical men, should the druggist apply poison labels when not instructed so to do!

Women As Pharmacists.

Women are particularly fitted for work in pharmacy. They are naturally neat and delicate in their handiwork. The average standing of women in the college is better than that of men, so far as can be judged by the small number who have entered. The women are hard students, perhaps because they realize that, being few in number, they have a record to make. It is very possible that if there were more of them they would not do so well. The best women are not up to the standard of the best men. They have not the ability of the men, for they have not had the years of training, which undoubtedly makes a great difference. It is the story of the tortoise and the hare. Industry will accomplish more than genius alone.

There is one obstacle in the way of women's securing good positions as pharmacists—there is always a chance of their marrying after a few years of service. A man who wants a clerk will be apt to say: "A student is of no very great service, anyway, at first. A woman will do no better work than a man, and then, just as I get her well trained, she is going to be married and leave me. If I take a man, he will stay and become of great value."

So he puts the woman behind the counter or at the cashier's desk, where she will be attractive, and takes a man for his more serious work. Pharmacy is not now so attractive to men as formerly, because of the reduction in pay. That does not affect a woman so seriously. If she takes it up to make a livelihood, she is well satisfied to receive from \$40 to \$60 a month.

More men than formerly are taking the course now as a preparation for the study of medicine. And women are also. It is an invaluable preparation for them. There is going to be a change in the profession. Physicians will be divided into two classes—those who have taken the pharmacy course and those who have not. The prescriptions of the first class will be much safer than those of the second class. There is not one physician out of ten now who is qualified to make selection between different preparations of the same drug, and there is even a smaller proportion who can properly compound a prescription.

There will also be two classes of pharmacists—one class who will make a specialty of the scientific side of their work, and will command more money than has ever been done in the business before, and another class who will be content to be tradesmen.

Directors of Grief.

It is said that in New York there is a woman who makes a good income by teaching people how to mourn properly and correctly. Her instructions take cognizance of every degree of grief, from the deepest dyes of woe to the slightest shades of melancholy. She tells her patrons what to wear, how and when to lighten the black of their garments, and to narrow the borders of their cards and stationery; what invitations they may accept, and what should be declined. She also imparts to her bereaved pupils the expression of sorrow that is proper for the occasion. Thus, a young widow should wear for the first three months an expression of unassuaged sorrow; after that an air of resignation, tempered with deep melancholy, which may be succeeded by the serene calmness of one reconciled to fate. This should be shaded off into worldliness and piquancy, at the discretion and taste of the mourner. The teacher of mourning does not explain how she enables her pupils to acquire a mournful and far-away look, but she probably reads them the comic papers.

QUAKER FLOUR

Why go to other States to buy your Flour when, by using Quaker, you patronize home industry and, at the same time, secure the best Flour that can be produced from Selected Winter White Wheat, and manufactured by the best patent process. QUAKER FLOUR makes Superior Bread, Cake and Pastry, and you need to keep only one kind of flour.

CANNED GOODS

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E. A. STOWE, EDITOR.

WEDNESDAY, - - - APRIL 1, 1896.

IMPORTANT DECISION.

The development of the Interstate Commerce Commission during the past ten years has been attended with legal complications and difficulties which have, at times, seriously threatened its usefulness, and thus its existence. During this time it has been necessary for Congress to enact a good deal of legislation defining its duties and establishing its authority, until it has come to be recognized as a valuable factor in the commerce of the country. The most serious danger which has threatened the Commission was the constitutional provisions excusing individuals from testifying in cases where their evidence might be of a self incriminating character. The operation of this idea was likely to hamper the Commission to such an extent that a law was enacted by Congress in 1893, compelling witnesses to testify in all cases when called upon by that tribunal.

Of course, it was not long before the constitutionality of this law was called into question, and in a short time a number of cases involving refusal to testify were awaiting the action of the Supreme Court. The matter was of such importance one of the cases was advanced on the calendar and reached a decision last week. By the terms of this decision a witness is bound to testify, regardless of the question of self-incrimination.

It was claimed in the particular case passed upon that the plea of the witness that his testimony would be of a self-incriminating character, and that by giving it he would incur personal odium and disgrace, was not sufficient to secure exemption; that the provision of the constitution was to secure immunity from prosecution and conviction upon one's own evidence, and that the loss of reputation and character consequent upon such testimony was a just penalty for engaging in illegal contracts. The language of the Court on this point was as follows:

To say that, notwithstanding his immunity from punishment, he would incur personal odium and disgrace from answering these questions, seems too much like an abuse of language to be worthy of serious consideration. But, even if this were true, he would still be compelled to answer, if the facts sought to be elucidated were material to the issue. If, as was justly observed in the opinion of the court below, a witness standing in Brown's position were at liberty to set up an immunity from testifying, the enforcement of the interstate commerce law or other analogous

acts wherein it is for the interest of both parties to conceal their misdoings, would become impossible since it is only from the mouths of those having knowledge of the inhibited contracts that the facts can be ascertained.

On the point of shielding a witness from disgrace, the Justice said:

A person who commits a criminal act is bound to contemplate the consequences of exposure to his good name, and ought not to call upon the courts to protect that which he has himself esteemed to be of such little value. The safety and welfare of an entire community should not be put into the scale against the reputation of a self-confessed criminal, who ought not, either in justice or in good morals, to refuse to disclose that which may be of great public utility in order that his neighbors may think well of him. The design of the constitutional privilege is not to aid the witness in vindicating his character but to protect him against being compelled to furnish evidence to convict him of a criminal charge. If he secure legal immunity from prosecution, the possible impairment of his good name is a penalty which it is reasonable he should be compelled to pay for the common good.

This decision will go far to establish the efficiency of the Commission. There are still one or two points on which legislation is needed to make it as effective as present experience can suggest. One of these is a provision making a transportation company responsible for illegal action, instead of its agent, for which a bill is now pending. Another is a provision constituting it a court of original jurisdiction by requiring appeals to be taken only on evidence presented to the Commission.

MICHIGAN AND WABASH CANAL.

Congress has again taken up the question of a ship canal from Lake Michigan to the head of navigation on the Wabash River. The Senate has passed a joint resolution appointing a commission for a preliminary survey and report as to the most feasible route and probable cost. The bill makes an appropriation of \$25,000 for the expense of the work of the commission.

This is not the first of such movements by Congress as two such commissions have already been appointed and have made their reports. The first was in 1831 under President Jackson for which Lewis Cass, then Secretary of war, was responsible. The next survey was made in 1875 by Major Gillespie of the Engineer Corps.

These reports indicated that such a canal was entirely feasible and could be built at a reasonable cost. As an indication of its advantage it may be said that it would lessen the distance by river navigation from the Lakes to the Gulf of Mexico, over that by the great Chicago drainage canal no less than 400 miles. It is proposed to connect with the Lake at Michigan City. The point where it connects with the Wabash River is seventy feet lower than the lake level.

The French government has made the proposal of an income tax on the principle of the one which made such a brilliant record in this country last year. A bill was presented which provided the details for such a tax; but, while the principle was accepted, the bill was rejected and the preparation of another measure was entrusted to a committee. In view of the fact that the tax would take the place of the house tax which is now improved, and which has the unfair characteristics of an income tax, it is probable that a measure will be reported which will become a law.

ELECTRIC LIGHTING IN LANSING.

An object lesson on the question of municipal electric lighting enterprises is afforded by the experience our Lansing neighbors are enjoying. That metropolitan burg is so far in advance of some of her sister cities that she owns and operates a very complete plant, which was up to date a few years ago when it was put in. It was found that to make the enterprise profitable for the city it was necessary to sell a portion of its lightning to private users. This arrangement worked very satisfactorily until, in the process of time, private competition entered the field. With the improvements which are constantly lessening the cost of production and the economy of private enterprise over public, which obtains in all cases in this country, the new enterprise quickly took the private work from its municipal competitor, showing the latter that it was "not in it." The matter is very serious for the Lansingites, and the Commissioners having the electric light system in charge are anxiously striving to devise a remedy. At a special meeting, held to consider the matter, they passed resolutions asking the Common Council to prohibit any firm or corporation from engaging in the business of electric lighting, so long as the city is owner of the present plant. The claim is made that the competing company is infringing the city's rights and impairing its investment.

Now, if the worthy Commissioners can only secure this action, they will have doubtless struck upon a practical solution of the difficulty. Their efforts will be watched with considerable interest by many other towns which are ambitious to manufacture their own electricity and other commodities. If it can only be shown that a monopoly can be declared there is no doubt but that any such enterprise can be made to pay. Should any doubt remain, however, it would only be necessary to ask the Council to direct that private consumers shall take a suitable quantity of the commodity at a sufficient price to make it profitable, to set such doubt at rest.

TIME TO ADJOURN.

General trade has not been in a favorable position of late, and it must be admitted that the outlook is not as roseate as could be wished. The approach of the Presidential election, no doubt, has something to do with the business situation, as merchants, large and small, are disposed to act more conservatively in Presidential years. Whether this is merely the result of sentiment or due to an actual baneful influence exerted by politics upon business it is useless to speculate, as there is no doubting the existence of the fact that Presidential years always affect trade unfavorably.

A by far more potent influence at present at work, however, is the feeling of uncertainty produced by the "Jingoes" in Congress. The intemperate speeches in both houses of Congress, by keeping the fear of war before the country, have undermined confidence and enforced ultra conservatism, thus checking the normal flow of trade and inducing merchants to restrict their operations to immediate and pressing demands.

Beginning with the excitement over the Venezuela affair, there has been a constant succession of war talk in Congress until very many people have actually become convinced that hostilities are impending and that consequently

values are unstable. It is to be hoped that Congress will adjourn early, as until that event occurs no cessation of the war talk can be looked for and no general relief for business interests can be had.

DOOMED TO FAILURE.

A project is under discussion to try to solve the labor troubles among the garment workers in Chicago by co-operative manufacturing. This is really the logical way out of such difficulties for any labor organizations where a proprietor objects to their running his business for him. Instead of attempting to coerce the manufacturers into the surrender of their business management into the hands of the walking delegates, how much more sensible it would be to establish a business which they can manage to their heart's content.

Unfortunately, such movements in this country, at least, have never yet proved very successful. The causes of failure do not seem to lie in the lack of capital, so much as in a lack of the ability to agree in an intelligent business management. Through the presumption of the incompetent and the dissensions of those in authority, such enterprises soon come to grief. There seems still to be a need of the trained business man in the management of our American industries.

The fact of the resignation of General Weyler at the outset of his enterprise in Cuba can but be gratifying to the friends of Cuban liberty. While it may be claimed that the severity of his measures were helping Cuba by the sympathy and aid it provoked, there is probably more significance in the discouragement shown by his resignation in favor of the Cuban cause than any benefit caused by his attempts at barbarous methods. On the whole, the mission of Weyler to Cuba can but be beneficial to the Cuban cause. It needed a change like this to rouse the revolutionists to greater efforts and to get the Cuban cause a hearing among civilized nations. Should his successor prove to be of a less radical character, it will hardly be possible for him to regain the advantages lost by the threatening policy of Weyler.

The House Committee on Coinage, Weights and Measures has submitted a report on the matter of a reform in the American system of weights and measures. The report recites many of the disadvantages and absurdities of the present system and notes the varying standards obtaining in the different states. Comparison is made with the simplicity of the metric system, which has been adopted by the majority of the leading nations and recommends that the metric system of weights and measures be adopted by the various departments of the Government, although not deeming it wise to change the methods of surveying public lands. They recommend, therefore, that its adoption by the departments be fixed for July 1, 1898, and by the Nation at large, coincident with the dawn of the twentieth century, January 1, 1901.

Grand Rapids is being made the target of critical and sarcastic remarks on account of the new "civic flag" recently adopted by some of her municipal patriots. The question is asked, what is the matter with the one designed for her use something over a century ago, commonly known as Old Glory, and intimations are made that the new banner will not equal in prestige and popularity the one prepared by the archaic designers of that early day.

LEARN YOUR TRADE.

By the English custom the apprentice is required to serve at his trade seven years before he can be pronounced a workman. This deliberation in the work of preparing for the honorable position of a journeyman is not in accordance with the spirit of rush in American enterprise, so a matter of four years is taken off from the period of service in this country, if, indeed, a few months' preparation is not made to serve to qualify for the operation of a machine, or to do only some particular part of a trade, made possible here by our system of specialization. In the old country the length of service makes the workman a thorough master of his business in all its branches, but, unfortunately, it occupies so large a portion of the most receptive period of his life that he has no opportunity to learn anything else, and his trade is about all that he knows and his knowledge of this is in the conservatism of old methods and traditions.

The American methods tend to the opposite extreme. Trades so easily acquired are lightly esteemed, and it is the exception that the nominal apprenticeship is served continuously and without change. The results of such methods are that there is a lack of respect for the experience necessary to make a good workman and our trades are crowded with incompetent operatives, greatly lowering the standards of performance and production.

This idea of ease in the acquirement of the knowledge necessary for industrial avocations is the cause of great harm in the manufacture and business of the country. As already intimated, the manufacturing industries suffer from the incompetence of the half-trained artisan, and, in addition, the business is often in charge of those with proportionally as little preparation. Long and careful training is requisite for positions of trust in the business management of European industries.

The slight value attaching to experience and drill in the acquirement of the trades has its effect on all economic avocations. In the mercantile world especially the idea of an apprenticeship drill is scarcely ever thought of. In England, when a boy goes into a store, he goes to learn the business. In this country he goes into the store to get a chance to earn something, without any particular thought of acquiring a business education; and if, by chance, he does absorb enough of the knowledge and spirit of business to become a successful merchant, he is one among many who have had the same opportunity without avail. There is altogether too much of the slipshod in our clerkship system, which is the result of the American idea of easily acquired knowledge and training.

Another idea operating against success in American mercantile life is that natural ability may take the place of business drill. The young man who is "smart" gets to the front. It is not to be deprecated that brains are valued, but there is no doubt but that the deference to smartness, taken in connection with the laxness in training, has done much to increase the aggregate of commercial disasters.

The road to success lies through work. The ability to work can only be attained by long training. It is not possible for one to work successfully without having had long training. No man ever made a creditable pair of shoes without a long apprenticeship. No man

ever achieved a business success without in some way having had training for it. There may be instances where, through fortuitous circumstances, an apparent success has been attained without training, but the success was the result of circumstances, and so in spite of the lack of training.

The value of preparatory work is undervalued in all of the avocations of our American life. The professions are crowded with those who have essayed their work on the basis of "natural ability." Some of these have worked out an apprenticeship for themselves and made success. More are members of the great army of quacks and pretenders disgracing the trades and professions more than in any other country. And in every line of work there is the same spirit. It is so common for one to drop a kind of work in which he has had experience and take up a new kind that it is little thought of; and yet it always means either failure or wasted years before success is achieved, or, perhaps, a tremendous effort which, aided by favoring circumstances, secures the success, and this is attributed to smartness. Reasons for the tendency to take up a new line of work, in addition to the low value placed on training, are found in the natural love of novelty and the impression which obtains that some other kind of work is better than that with which one is familiar.

The frequency with which success is achieved by the aid of circumstances, in this country, is rapidly diminishing. The time is rapidly nearing when the young man who has any hopes of business success must secure it through learning his trade; and the young man who has "brains" and "smartness" enough to appreciate this fact, if he will accept the terms, may be assured of success.

Nebraska believes in paternalism in government, and is now undertaking the interesting experiment of being a father to the fatherless, or to such youths as have fathers who do not properly discipline them. It is not yet stated that a public spanker is to be established where those who need spanking could be carried and duly chastised in the way recommended by Solomon, though doubtless such an institution would fill a long-felt want in every community. So far, the attention of the reformers has been devoted to the cigarette-smoking young boys, and to a movement for early retiring. Stringent laws have been passed in some of the large cities on these subjects. Any boy addicted to the use of coffin nails has to consume them in the privacy of his own apartment and stop up the keyhole to keep the police from getting a whiff of smoke, and any youth, girl, or boy, found on the streets after 9 o'clock without a permit from the parents is run into the police station. At 8:30 the "kid whistle," as this curfew is vulgarly called, is blown, and there is a scampering of children for the paternal roof. The chief of police of Lincoln, Neb., says that, during the enforcement of this law, there was a falling off of crime and arrests of 75 per cent. over former months.

Familiarity with your stock is one of the strongest aids to you in making sales. It is annoying to the customer and humiliating to the clerk to keep the customer waiting while he searches for an article, and is obliged to call some other clerk, and even then cannot find the thing wanted.

RAILROAD BUILDING.

Judging from the extent to which railway construction has been pushed in this country, the idea seems to prevail that, if a railroad is a good thing, as many of them as can be had are still better. The fact that there may be a limit to the amount of transportation to be done in a given locality seems not to be taken into consideration. Those who think they are to be locally benefited by the additional road and all influenced by the potent cry of competition are ready to welcome any new enterprise which may be projected by the interests of speculation, without considering the fact that, for such enterprises to be profitable, the limited work to be done must pay the greater tariffs. The consequence is that the country is thickly cut up with competing lines so poorly supported that they do not pay and with, consequently, a wretched service and no hope of improvement.

This is a condition to which the public is gradually, though slowly, awakening. Massachusetts and New York have established commissions with the duty of giving hearings to applicants for the privilege of building new lines, and it is their province to decide the public requirements and the justice to competing lines. Illinois has taken up the same work through its Railroad and Warehouse Commission, whose recent report contains the following suggestive statements:

Nearly all the railroads in the State have at some time been bankrupted and the original investors subjected to great losses. To the general law which authorizes the unrestrained construction of railways, bankruptcy and other financial embarrassments of the railroad companies may be largely attributed. This law enables irresponsible scheming promoters to obtain a franchise for a mere trifle, and, by means of fraudulent and false representations as to the value of such franchises, to induce capitalists to build a new road through a country that is already occupied by a road which meets the requirements and necessities of the public.

While it is true that the operation of these unnecessary roads has been continuous, yet the character of the service is poor and unsatisfactory to the public, the physical condition is unsafe, and the revenues derived from the operation are so small that employees are compelled to wait weeks and sometimes months for their wages. * * * Many of the lines for which franchises have been granted were never constructed, but, by reason of purchase, consolidation or leases, only 117 proprietary and subsidiary lines are now in operation in this State. The franchise, in many instances, has been obtained without any intention on the part of the promoters of carrying the project into execution, but merely for speculative purposes. This is manifest injustice to lines already established and in operation. It seems clear that there should be legislative enactment restraining the construction of unnecessary and destructive new roads.

In one of the mountain counties in Pennsylvania with a considerable area of hardwood timber there was not a single railroad a few years ago. A demand for the timber caused the construction of a small mileage of lumbering roads. These came into the hands of a syndicate of speculators whose lumber freight tariffs on paper made so good a showing that there was no difficulty in placing the bonds for a greatly increased mileage and additional roads with complete equipment, until the county is now traversed by three different lines, with several branches. In five years the timber interests will be exhausted, and in the barren, frosty

county there will not be enough business to properly support a single road. But before that time they will have served their purpose of enriching their promoters at the expense of the gullible bond buyers.

ENGLISH AGGRESSION.

The difference between the manufacture of campaign capital in Europe and in America is that here it is accumulated and used in talk, while over there action takes the place of words. The advance up the Nile by Great Britain is of a character, in purpose, with the foreign campaigns which have begun and ended in our Congress this winter.

It was being urged by the opposition in England that Great Britain was becoming isolated to the great danger of its power and its international prestige. Then came the moral effect throughout British African dominions of the defeat of British subjects by the Boers. France and the Sultan began, too, to inquire into the necessity for any further occupation of Egypt by the British forces. Something had to be done by the Salisbury government to answer these strictures and relieve these annoying conditions. In Congress, such a difficulty would have been promptly met also—by a pyrotechnic display of oratory on some innocuous resolution. England, on the contrary, seized the first opportunity to meet the troubles by a plan of bold and aggressive action—answering every demand of the situation by one blow.

No longer isolated, Great Britain virtually becomes the silent partner of the dreibund; by a victory against the Dervishes she will wipe out the loss of prestige in the defeat by the Boers, and by fomenting trouble in the Sudan the necessity for her continuance in Egypt will be still apparent. It is the boldness, the aggressiveness, the fearlessness of Old England which shines out conspicuously in this new advance up the Nile. Its moral justification is decidedly questionable—the so-called Christian nation of England owes its supremacy to a continuous series of crimes which would place an individual behind the bars—but as a skillful and daring political move it challenged admiration and created astonishment in Europe. Its consequences may be far reaching and result in general war in the East and in Europe, but having taken the initiative, with its combinations made, England is not likely to come out of the conflict without substantial additions to her territory and her world-wide prestige. It will be interesting to watch the development of this new and bold game of European politics.

San Francisco has been building a new city hall, and one of its principal decorative features was to have been a great white metal angel with outstretched wings poised on top of the dome. Last week the angel was finished and ready to be lifted to its place on top of the dome. Then it was discovered that the wings occupied too much space and would undoubtedly, in the first high wind, pull the angel down from its perch. The shoulder-blades were too narrow for the wings to be properly braced. So the wings were sawed off and a wingless angel surmounted the dome. From an artistic standpoint it seems a pity that it was necessary to clip the wing feathers of the San Francisco angel, but the design was inappropriate. No angel without powers to arrest and jail has any business hovering over the doings of a city council. It would see things that would make it weep and fly away.

Shoes and Leather

FOR THE LADIES.

Shoes for All Seasons and All Occasions.

From the Philadelphia Enquirer.

Up-to-date women find no difficulty this spring in buying a special shoe for every possible occasion, indoors or out. Wherever the stylish woman may go, or whatever she may elect to do, the shoe man has been before her and prepared some dainty piece of footwear for that particular need. And while the house or dancing shoe has all its old prettiness, the athletic boot is no longer the clumsy bit of pedal architecture which it was when it first appeared on the scene of our necessities, but displays as neat an ankle and as shapely a foxing as the most elegant reception shoe, and is at the same time fully as comfortable. It is such a satisfaction, too, that our nicest boots are American made. I was persuaded once upon a time by a Chestnut street dealer to buy a pair of London made boots, and ever since my patriotic pride has had another prop. American shoes are said to be the most elegant in the world, and one can well believe it after an inspection of the makes of different countries. Of course, French slippers are always appearing in some new chic guise, but even then we do not play a very secondary part.

The bicycle boot is shown in several styles, and for general all-around outdoor wear one could not make a better investment. The older style has an open toe with the lacing running nearly down to the tip of the boot, like the regulation kind of men's wheeling shoes. Of course, this gives a little greater play to the foot, and there is no seam crossing the joints; but the rounded toe and the clumsy opening were anything but attractive. Therefore, the progressive shoemaker, after much hunting and experimenting, has evolved a boot combining elegance and comfort to such a remarkable degree that the woman who once commits herself to buying a pair will want to wear them all the time. It has the military heel (all the shoes made this spring have), which is a straight, well-shaped heel, an inch and a half high, copied direct from the old Wellington boot. It may have the electric sole, which is very soft and springy, built of chamois, and the idea of the gymnastic instructor at the High School, or it may be leather soled, and wear better—an important item if you should break down on a bicycle tour and have to walk miles to the nearest town. It comes in tan and black Russia leather, with straight foxing and glaze tops, which laces nearly to the knee. For golf players, a thin rubber sole is attached which prevents slipping on wet turf. A similar shaped boot is shown with buttoned black serge tops; two straps hold it closely to the leg below the knee, and the vamp is of leather. This boot is also made laced, with tan or ecru duck tops and black leather trimmings, a very pretty combination as seen in the store, but rather showy for wheeling wear.

Opinion is about equally divided as to the use of the high or low shoe for bicycling. The low shoe allows free play of the ankle, but necessitates the legging, which is not as trim as the high leather boot leg. Au contraire, many consider the latter to be troublesome to put on and lace up, and, therefore, one may follow individual preferences and still be in style. The high boot is also worn for golf, but for those who prefer it is shown a regulation height shoe of calf, or Russia leather, very heavy, with round inserts of rubber quite close together in the thick soles. The new riding boot is a decided improvement on the old. The stiff top which dragged the leg of the boot down upon the ankle in awkward folds is now abandoned and the entire booting is stiffened.

Of the bathing slipper it is yet early to speak, but samples are shown of a very shapely sandal with rubber sole and canvas top, which fastens with one

strap across the instep and one around the ankle. It has a slight heel and a pointed toe, and will keep its shape well in the water.

In tennis shoes there is absolutely nothing new.

For handsome street wear several new styles are shown. One of patent leather and tan cloth has fancy cut vamps and heel-piece, with strips up the front of the black leather, over which the lacing passes. It is not largely manufactured; however, she who admires it may have her pair made to order. Better taste inclines toward a beautifully shaped shoe of patent leather, with needle toe and military heel, or a similar shape with kangaroo upper and patent leather foxing. There is also a shoe made on a man's last, which means that the sole is broader on the ball and more curved on the outside. This prevents running over on the sides, which the best made shoe, on a woman's last, will do sooner or later. It is not economical to buy a patent leather street shoe if you intend to walk a great deal, for the action of the foot causes the enamel to crack.

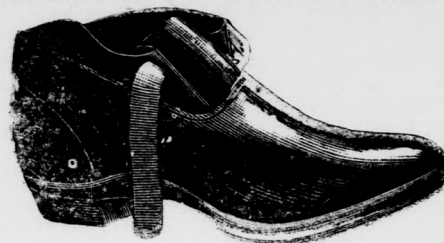
The latest modish wear in dancing shoes is either white, black or bronze, and, for the time, colors to match the gown are at a discount. With the most elaborate ball dress is worn a low-cut slipper of black or white satin, with a small rhinestone buckle set on without a rosette, or a patent leather, or a French kid with patent tip Newport tie. These are quite taking the place of the old "Oxford" pattern, and are all made with the military heel and the extremely pointed toe. There is also a French kid beaded slipper with the old oblong open place on the instep, which has been received with favor.

The favorite type of boudoir slipper is patterned after the man's house slipper, with the vamp overlapping the heel piece. It is made in black, red and tan, and, as in other leather things this year, there is quite a decided preference shown for the red.

The stockings are as various as the shoes. Of course, first of all, my lady's eye will be caught by the showy golf stocking, which is so exactly like her brother's. But let her beware of buying them for wheeling wear, for though there is a picturesqueness about them which is quite fetching, far too many other people will think them attractive and in a few months every "day tripper" will be flying along the new boulevard, or even out Broad street, leg encased in those big brown checks. For suburban use, now, however, or for a hunting or camp trip later in the Adirondacks, they are really very pretty and unequalled in warmth.

Some are shown in dark blue or gray with plaid tops, in brown with Rob Roy turn-downs, and the tops are also variously bedecked with colored lozenges or fancy weavings. The checks may be larger or smaller and of slightly different patterns, or they may be entirely absent and the gay-topped stocking be ribbed and one-colored below. These are worn with the golf shoes, but never with a boot, as they would fill up the space and be decidedly clumsy. Plaids spring up everywhere and the stocking counters are now infested with hideous nondescript designs which would make a Scotchman rack his brains. If they were manufactured in the regular clan plaids there would be much more excuse for their existence, and the Caledonian Club lassie would have still another chance to show her colors. The linen craze has not yet appeared in stockings and the purchaser had better content herself with some substitute rather than try to match her new gown. There is a queer mixed variety which has the appearance of homespun, and is sold to match similar appearing low shoes, and there are Delft blue stockings, with small white polka dots, and longitudinally very narrow striped white and a color ones.

The choice lies, however, with as handsome a black stocking as you can get in one of the several new patterns displayed. There is one lace design, others with side clocks or embroidered fronts in colors, some have delicately colored legs and black feet, and two



Our Spring line of samples are being shown by our representatives on the road and the prices are based on to-day's latest price of

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Our Rochester Misses and Childs' Dongola they all swear by. Send us your order for turns 2-5 and 4-8.

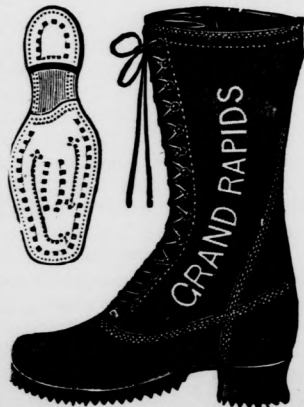
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novelties show, respectively, black spun silk with narrow white lines, and black with a woven network mesh covering the entire stocking in color. And in stockings, as in shoes, naturally the dictum is the same, black and white and bronze—colors being for the time tabooed, that they may flourish more brilliantly in our dress fabrics and ornaments. And to bind up these various coverings madam uses, as heretofore, either the side elastic or the jarretelle, to call it by its French name.

Some very pretty new ones are made of Dresden ribbon stitched over the elastic and finished with a bow, while another is made of black net over green satin, with a white lace edge and bows of baby ribbon. The latter does not sound pretty, and was not, really. The daintiest of all and the newest was inch-wide elastic, covered with a chiffon puffing and with a spreading bow of satin-edged chiffon and ribbon.

GRAND RAPIDS IN 1850.

CHAPTER X.

Written for the TRADESMAN.

There were only two drug stores in Grand Rapids in 1850, both of which were in the hands of educated practical business men—the late venerable Dr. Charles Shepard and Dr. Lemuel D. Putnam, under the style of Shepard & Putnam, on Monroe street, in the block above Waterloo, and William G. Henry, at the foot of Monroe street, near the hardware store of Foster & Parry.

To the professional and private worth of Dr. Shepard I shall refer at another place in this sketch and as a leader in the profession. His partner in the drug business, Dr. Putnam, was the active business manager of the store. He did not practice his profession, although a graduate of the schools. His time was entirely given to the details of his—for those days—extensive trade in drugs, medicines, paints, oils, etc. He was one of the men who conducted his business upon the motto of Rip Van Winkle—"If you want a thing well done, do it yourself." Their store was a model of neatness that would be a credit to any town of the same size at this day. The copartnership continued for several years. Theirs was by far the most complete drug store in Western Michigan. At the dissolution Dr. Putnam continued the business at the old stand. Dr. Shepard formed a copartnership with a nephew of the same name and opened a place of business on the opposite side of Monroe street.

William G. Henry, or Esquire Henry, as he was called, who kept the other drug store, was not what would be called an aggressive business man. His ways were more quiet, but, for want of sharper competition, he enjoyed a very good trade, chiefly through the charm of his quiet courtesy and his strict integrity. He was elected justice of the peace, the duties of which office he performed in a dignified and impartial manner. In those days, an atmosphere of dignity was supposed to pervade even the justice courts, instead of their being arenas for bulldozing and buffoonery. Mr. Henry, on retiring from business, moved to Detroit. He died, I believe, at the home of his daughter, the wife of Gen. Russell A. Alger. He left behind him a stainless name that filled the measure of the poet's dream—"An honest man is the noblest work of God."

There were only four practicing physicians then in Grand Rapids—Dr. Bowman, of whom I know but little, on the West Side, Dr. Charles Henderson, Dr. Charles Shepard and Dr. Alonzo Platt, on the East Side.

Dr. Henderson was a thoroughly educated young man, who kept step with

the onward progress of his profession, both in medicine and in surgery, and was beloved and trusted by all. A little later on, he was associated with Dr. D. W. Bliss, afterwards the confidential friend and medical adviser of the lamented President Garfield, and Surgeon-General of the United States Army. Dr. Henderson's early death was a severe loss to the people of Grand Rapids. His practice was confined principally to the city, except in cases of consultation.

Dr. Shepard was the leading operating surgeon in Western Michigan. He also possessed comprehensive views of medical science. Although a student of the old school of medicine, his practical experience early taught him to ignore the quackery of the schools, and he was among the first to give up the indiscriminate use of calomel and the lancet. Professional etiquette cut no figure with him when the patient was to be the victim. He was an industrious student, without prejudice or conceit. When he saw a good thing he knew it, and was fearless enough to give it a trial, no matter from what source he had gathered his knowledge. He steered clear of the dogmas and heroic practice of the old school, as well as the absurd theories of the "Similia similibus curantur" infinitesimal enthusiasts of the new. Although a strict temperance man himself, he was humane and considerate enough to prescribe, where it was needed, good generous wine and beef. Often when poverty, the gaunt wolf, stood at the door of his patient, his prescription of beef was sent with a dollar from his own pocket to pay the butcher. An instance of this kind came to the writer's notice: Malarial sickness of long standing had left a respectable, industrious citizen, a newcomer in the city, in a debilitated condition, almost at Death's door. His resources were exhausted, he was starving. The doctor administered a tonic draught from his case and left him with words of encouragement. He had taken in the situation at a glance. Returning to his office, he at once dispatched a basket filled from his own store and the butcher's shop to the sick and famished family. I had this incident of his noble nature from the lips of the man himself, who recovered and lived long after, not only to bless his benefactor, but to repay him for his generosity.

Dr. Alonzo Platt was one of the hardest workers in his profession that I ever knew. He seemed to be always in the saddle, the only way, then, of reaching many of the sick outside the city limits. He was a humane Christian gentleman, always ready to respond to a call whether there was a fee at the end of it or not. A zealous churchman in his example and daily intercourse with the people, he was above reproach. My recollections of the good deeds done by him and the good things said of this pioneer in his profession are too numerous to record in this sketch. He was in every way worthy of the name, the good physician. His last days were spent in Detroit with his foster daughter, the wife of the Hon. Don M. Dickinson.

W. S. H. WELTON.

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TRADESMAN COMPANY,

Grand Rapids, Mich.

JANE CRAGIN.

Mis' Bettis Does a Little Home Missionary Work.

It was something after three o'clock, one Wednesday afternoon. Cy had gone out to "forage," as he called gathering supplies from the farming neighborhood; Dolly was busy with the manufacture of a bit of feminine daintiness, and weaving into every stitch a bright romance; Jim's contented whistle from somewhere showed that his thoughts, as well as his hands, were at work, and Jane had just closed her books with a satisfied "There!" Outside, it was a raw March day. The ground was frozen and the wind and the elm in front of the office window were having a tussle in which it was doubtful which would come out ahead, and, while the day was bright with sunshine, it was "no day for women-folks to be out."

That is what Jane was saying to herself as she pulled down the curtain a little, when, glancing down the road, whom should she see but Amanda Bettis, jerking the reins with one hand and plying the stump of a whip with the other upon the beast before her, which had no notion of increasing his speed in the face of that wind though the blows should increase to a shower.

Jane watched the approaching team until it was evident that the store was its destination, and then, with a "What in the world!" she went to the door to render what assistance she could to the tempest-tossed woman.

"For the Lord's sake, Jane, dew tie that critter to that post while I git aout o' this waggin and git in where it's warm! I've come purty nigh bein' froze to death quite a number of times in my life but this beats anything yit. Fury-ation! haow the wind blows! I've be'n playin' flagstaff ever sence I started, an' ev'ry rag I've got on has be'n a-flappin in the wind till they're all whipped aout! I've be'n bare-headed ever sence I left hum, and if it hadn't a be'n for the strings I should a lost it a dozen times. Jest look at that feather! If aour ol' rooster couldn't show a better one, I'd stew 'im! And that ol' Kit"—the woman had now reached the stove—"is the contrarist old beast that I ever went anywhere! I've coaxed an' coaxed Him to kill 'er and put me and her, tew, aout uv aour misery; but, land alive! when He gits sot there hain't no ten meules that I ever heerd on that could touch Him with a ten-foot pole! He says she's more'n half human and he dassent; and I guess that's 'baout right, I tell Him, for He and ol' Kit is so near alike that I can't tell 'em apart no more. I tell Him that Him and her both lay their ears back when things nettle 'em, j-e-s-t alike, an' ol' Kit's larnt it, seeing him a dewin' on it so much! Nobody needn't undertake ter tell me that bosses and things don't make up their mine ter be hateful and cortrary, fer they dew. That Kit, when I went aout ter harness her up, laid her ears back, ugly like—so—and wheed, as much as ter say, 'I'll pay you fer this, old lady!' and, when I put the crooper on her, she'd a kicked my daylight's aout ef she wa'n't ez 'fraid ez death on me; and I tell Him—What's that? hot lemmingade? Waal, I never! My! but it smells good enough ter kill anybody! You tew are the greatest cases ter fix things up good that I ever see! I tell ye, this here raw March wind ain't satisfied unless it can set up haousekeepin' in yer marrer! Jest a leetle more uv the sugar. There—there! Land sake!

I don't want it all. Not a mite more, thank ye.—That went ter the right spot. Beats all how some sich thing ez that'll brace a body up."

"How did you happen to start out such a terrible day as this?" asked Dolly, as she took the empty glass from Mrs. Bettis' sticky fat fingers.

"There wa'n't any happen 'baout it. I'd made up my mind to come, and I'd settled on to-day in the artemnoon, b'cause I knowed you be alone—Cy's gone, hain't he?"

"Yes, and Jim's busy outside. Come into the office where we can have things more comfortable. Dolly, if you will, I guess you'd better give us another glass of that lemonade. It will do Mrs. Bettis good and I don't believe it'll hurt the rest of us. Bring in some of that fresh candy, too, Dolly. It never'll be any better and we might just as well have some of it while it's good.—Here, Mrs. Bettis, take this chair; you'll find it comfortable after your ride."

"Waal, now, what I come fer is this: Elder Whitney has stood up in that dry goods box of a pulpit and preached to that dingy, smoky, bare-walled, bare-floored, bare-pewed, rickyty ol' meetin'-haouse long enough, and I've made up my mind to put a stop ter it. We hain't heathens, and we hain't poverty struck, and we hain't aoutscourins. Milltown's sot aout to be somebody; and somebody's got ter turn tew and dew something; and it's got ter be done right straight off, tew. That somebody's got to be wimmen, and we might jest as well be 'em ez anybody. Naow, I never could dew anything with eyester suppers, and I druther dew a hard day's washin' than hev a hand in any church social or donation party. The devil, ter my mind, never is quite so tickled ez when he can git perfessors to dishin' aout eyester soup at twenty-five cents a dish, or a quarrelin' over a church tea-party. 'Nother thing, everybody's sick and tired uv that sort uv cheatin' and quarrelin', and they begin to stick up their noses the minute the thing is mentioned—mine does, anyway; and I think I've hit on something new. It'll hit the men folks, and that, ter my way uv thinking, is what we want. They've got so that the meetin'-haouse is another name fer suthin' in petticoats, and ye can't git any on 'em ter do anything fer it aout swearin'; and ez fer gittin' 'em ter meetin' it's like pulling eye teeth. He never 'd go ef I didn't git up my Ebenezer and make Him."

"Waal, all 'tis, I'm goin' ter git up a wood-choppin' party fer the benefit uv the meetin'-haouse. Me and Elviry Perkins have be'n a talkin' it over and we think we've hit something that'll draw—it's new, anyway. We've made a bargain with that there new company over to Wilkinsonville ter cut and pile three hundred cord of wood, and it's got ter be done right up ter the handle. That's as fur's we got. Naow, we've got ter hev a letter writ to everybody to come and bring with 'em a saw, and a nax, and a couple uv wedges, and a good sized maul, and if they can't come they may send a dollar and the work'll go right on; and I want you to write the letter—you or Dolly—and send it. You can't chop and I can, but you can dew that, and I want it done right straight off."

"You don't tell me, Mrs. Bettis, that you and Elviry are going to chop wood!"

"Waal, I'd like ter know why not? He hain't hardly cut a stick uv wood

CHAS. E. STORRS,
Dairy and Food Commissioner.
Lansing, Mich., Feb. 25, 1896.

E. B. MILLAR & Co.,
Chicago, Ill.,

Gentlemen:

The December number of the Bulletin of this Department contains the analysis of a sample of Pepper from R. B. Shank & Co., of Lansing, produced by your firm.

In a re-examination of this Pepper it has been found that a mistake was made in classifying it as an adulterated product, which correction will be published in the next number of the Bulletin.

Respectfully yours,
(Signed) C. E. STORRS,
Dairy and Food Commissioner.

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Although we have had numerous importunities to put in a line of Absolute Cigars, we have delayed action in the matter until we could give our customers positive assurance that the brand we adopted was absolutely the best 5 cent cigar made. Confident that we have succeeded, we have secured the agency of a brand which will stand this test, and take pleasure in informing our patrons that **Absolute Cigars** will hereafter be carried by our salesmen, the same as **Absolute Teas, Absolute Coffees, Absolute Spices** and **Absolute Baking Powder**. The name is a sufficient guarantee of excellence.

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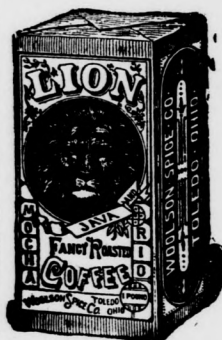
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sence we was merried; and as for Elviry—humph! they ain't a man in the neighborhood that can cut and pile his two cord a day quicker than Elviry Perkins. She was brought up ter it. Their menfolks was all sick, ye know, and she had ter take the ax or starve to death; so that's how it happened. Waal, now we're agoin' ter turn our talen's ter some account, and we want you to send out them there letters jest ez soon ez you can write 'em; and two weeks from to-day we're agoin' ter work."

For once in her life, Jane Cragin was too amazed to say a word, while the look on Dolly's face said as plainly as words, "The woman is simply crazy!"

"Amanda Bettis!" said Jane at last; but she was not allowed to proceed.

"Jane, you stop right there. Either these lazy louts are agoin' ter help us cut that wood, or we're agoin' ter do it all alone by aourselves. We're agoin' ter cut the fust two cords anyway, and we're agoin' to see who can cut it the quickest. If I beat Elviry—and I expect to—then I'll gin a dollar ter the church fer the one that beats me, and Elviry'll give one for the one that beats her; and, I tell ye, the man that beats anyone uv us 'll hev ter make the chips fly! Will ye write the letters? We'll pay the postage aout the proceeds. Will ye?"

"There's Cy."

"Lord a massy! Don't say a word ter him. I druther ye'd jab me with a pitchfork than ter hear that tormentin' laugh uv his'n;" but, for all that, Cy had heard the plan and now stood in the doorway with his glass of hot lemonade half way to his lips.

"Well, I swan to gosh!" Then the contents of the glass disappeared.

"Humph!" Then the tumbler was put down with a thud. "Mandy Bettis," he went on, laughing as he spoke, "if you and 'Vy Perkins 'll do that, I'll give you \$50 apiece, to start with; and, if both of you can beat Ned Simpson, I'll double up on it, if I have to mortgage the store, b' gosh! Where's Jim? You gals can write all the letters you want to that'll set the women a talkin, but Jim and I'll look out for t'other side the house. Jim, I want you to hitch Bill into the light buggy and get on yer overcoat."

Ten minutes later, the two drove away; the feminine plans were then completed, which they proceeded to begin to carry out; and Mrs. Bettis went home, inwardly certain that the "metting haouse" would soon cease to be a disgrace to the now progressive village of Milltown.

It is hardly necessary to say that Cy. drove straight to Ned Simpson's, whom he found busy at his woodpile in the backyard. "What do ye think ye're doing with that ax—practicing for the coming chopping bee?"

"Sartin—sartin. Where is it?"

"What? Haven't ye heard bout Mis' Bettis—Josiah Bettis' wife—and Vy Perkins giving out that there ain't a man in Milltown that can chop wood fer sour apples side o' them? Well, they have. They're going to give the menfolks a chance to see what they can do and just scoop 'em Well, I had to laugh; and, says I to myself, I guess I'll go over and put a flea in Ned Simpson's ear. I knew how you felt 'bout women menfolks, and I just thought I'd put ye on yer guard. I knew you'd cut and piled your three and four cords a day, and I thought you could do it again if you wanted to; and I'd like to say to ye, right now,

Ned, that if ye come out ahead I've got a brand-new five-dollar bill you can have by calling for it. Ye'd better not say anything 'bout that part of it, though."

"All right."

"Well, good bye."

"Waal, good bye;" and the buggy went whirling down the road.

"Ned Simpkins cut his three or four cords of wood a day and pile it!" said Jim. "What did you tell him that for? He can't do it to save his hide!"

"Well, don't you suppose I know that? There isn't any doubt, though, about his beating the women, unless something can be done to rattle him. If I can get him to thinking about it, he'll be so nervous, when the time comes, that he can't do anything. Then the rest of us 'll laugh at him, and he won't know which end his head's on; and, if they do beat him, he never'll hear the last of it."

Before the ride was over, the chopping match was thoroughly advertised; and, so heralded, the idea met with a hearty welcome as of something decidedly new and well worth the support of all.

That last day of March was looked forward to with much anxiety; and, when the sun arose above the hills at Milltown, it found everybody astrir. Promptly at seven o'clock, the brass band turned out, as the women were marshalling their forces to make an attack upon "the forest primeval." They were not alone. Cy, as leader of the party, with an ax swung over his shoulder, took his place at the head. Ex-Senator Wilmot, a resident of the next township, amid the cheers of the crowd, took his place at Huxley's side. Wilcox, a member of the State Legislature, similarly equipped, came next, and then followed the town officers, each with his best ax; and, so led, the rest fell into line and, with the inspiring strains of music, marched to the scene of strife.

There the conditions were made known and the two women, ax in hand, took their places each by a tree. Senator Wilmot took out his watch and at eight o'clock precisely shouted the single word, "Chop!"

Down came the axes. The trees trembled. The chips flew, and soon the giants of the forest fell crashing to the ground. Jane and Dolly had predicted that the rough clement, which every community unwillingly harbors, would be on hand and make things, to say the least, disagreeable; but Cy had looked out for that. The novelty of the affair kept them in order, and in a silence unbroken, save by the resounding axes, the crowd in a circle stood and stared.

For half an hour the women bravely swung their axes. Then, with a "Stop!" from the Senator, the contestants obeyed, wondering what was coming. "There is no need," said the speaker, "for this contest to go on any longer. The ladies may now proceed, at the order, to pile what they have cut. The rest of us want something to do, and at this rate there wouldn't be any wood to cut. Now pile!"

When the work was over it was difficult to tell which pile was first finished, but accurate measurement showed Mrs. Bettis's pile to be the greater; and, amid the cheers of the multitude, the women withdrew from the field.

"Now, gentlemen," said the ex-Congressman, "any who desire to beat the record made may come forward."

There was a slight movement and the crowd gave way to Ned Simpson.

"Put your hair behind your ears, or you'll git it all snarled up, Ned," shouted Jim, the point of the advice being that scissors had never been known to touch Ned's hair or beard within the memory of man. It took but a few minutes to bring the ambitious woodman's quick temper to a white heat, and, throwing down the ax, the angry Ned gave up the contest.

There were no other contestants. Then the axes began to ply in every direction. Fifty sturdy wood choppers, each striving to do his best, will soon bring down three hundred cords of wood; and twice that number of strong country women and children will find it only child's play to pile it; so that, on the evening of the second day, the work was done and the workmen, old and young, crowded into the old meeting house to have a little sociability fun after it was all over.

Of course, the Senator led in the talking; and this is what he said: "My friends, this is neither time nor place for a speech or extended remarks. I will simply say to you that the proceeds of the wood-chopping match sum up to something like \$300. Now, this building isn't worth spending that amount of money on; and, after I've seen what I have during the last two days, I feel like doing something towards a new building from the start. This village needs a handsome house of worship, and that will cost somewhere near \$3,000. I'll give \$500, to set the ball a rolling. Wilcox, you want to serve another term, you know you do. Shall I say \$500 for you?"

"Down with it," was the laughing rejoinder.

"Clerk Daniel Smith, you've been township clerk for almost half a century, and you and the other boys in the township can name your own sum. Now, if there are any others who want to put their names down on this paper, they can come right up here and do it."

There wasn't a rush; but it was because the meeting was in the church. The minute the Senator got through talking he signed his name and passed the pen to Representative Wilcox, who did the same and passed the pen along; and, when they had all signed and the subscriptions were footed up, there was found to be a little over \$2,400!

"Twenty-four hundred dollars!" said the Senator, "and the money from the woodchopping makes it \$2,700. I guess Brother Wilcox and I can even up the \$300, can't we, Brother Wilcox?" And, when the answer "Yes," came out strong and hearty, it seemed as if the roof of that old meeting house would have to come off.

When the hurrahing had quieted down a little, Cy, who had been having a little conference with Jane, put his hand up for the chairman to call for order. When that was secured, he said: "The Milltown store hasn't put down anything yet for the new house; but, when it's done, it'll need furnishing, and Miss Cragin and I want to be put down for \$600 apiece for the furnishing, and more, if the new organ we're going to have can't be got for that."

"That was what put the button on," was what Mrs. Bettis remarked when she and "He" were talking it over afterward; and that was what everybody else said when, in due time, the house was finished and furnished and the handsome organ led the rejoicing congregation in

"Praise God from whom all blessings flow." It is a handsome little church; it is a church unburdened by a single debt and it is due to the efforts of a woman who was willing to make the most of the humble, homely strength she possessed, in the humble, homely way she could use it. And Milltown, to-day, has no pleasanter story to tell than that of the building of this church; and there are no happier women who enter that sanctuary than the two who, with their axes, helped to build that temple of the Lord.

RICHARD MALCOLM STRONG.

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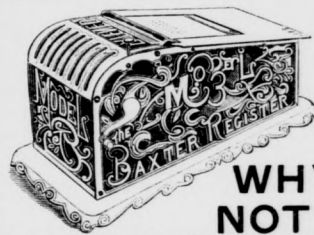
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LIFE IN MEXICO.

Rapid Advance in Civilization—Fortunes in the Haciendas.

If with a pair of scissors you snip the Republic of Mexico from a map of North America and lay it on the United States, you will find that it covers nearly one-fourth of our country. Yet this next-door neighbor, having thirty independent states and a population of 12,000,000, nearer to New York than San Francisco, is much less known to the average American traveler than Bohemia, Ireland or Egypt. Mexico, as a country, has wonderful material resources, has innumerable mountains inlaid with silver, lead, copper and gold. Its land is fertile and sun-covered and its climate is charming. It is rich in tradition, grand in prehistoric ruins, and has buried cities older than Pompeii, ruined temples, adobe pyramids and unread hieroglyphics which reach way back to the early centuries. It has gorges, canons, tablelands, glaciers and volcanic views which rival the Alps.

Although the city of Mexico lies geographically within the tropics, it is located a mile and a half up in the air, and this altitude overcomes its latitude and gives a climate so salubrious that, winter or summer, a residence is always pleasant, and the country may be visited at any time from January to January. The average temperature of the city of Mexico from 1877 to 1892 was 60 degrees, while its summer temperature varies from 10 degrees to 15 degrees lower than that of any resort in the United States. The view down every street of this city of 350,000 people terminates with a mountain, and eternally vigilant and on the lookout high above all other mountains, crowned with perpetual snow, stand Popocatepetl and Iztaccihuatl, each being more than three miles in height.

No country in the world, except, perhaps Japan, has moved progressward with longer strides during the past ten years than Mexico, and I felt so humiliated on account of my ignorance of this great nation that I called on our minister, Mr. Ransom, and apologized to him for it and on behalf of other equally uninformed Americans. Since 1873 16,500 miles of railroad have been built and the country now makes education compulsory; and this will be plainly seen in the next generation of Mexicans. President Diaz is a far-seeing ruler, sagacious, soldierly, practical, and to him and the able assistants he has called about him is due the fact that Mexican finances were never in better condition than at present. Although having liberally aided railroad construction, Mexico's entire foreign debt is to-day but slightly over one hundred million dollars, or about as large as the debt of New York City. President Diaz is a man of iron and blood, and one of the great men of the age, has a special liking for Americans, and he understands, but does not speak, English. General Mara, Secretary of the Bureau of Communication, spent eighteen years in Europe preparing for his present work, and Mr. Limantour, the able Minister of Finance, is a wealthy young man, serving without salary.

If in visiting Mexico the tourist fancies he is going to a half-civilized country, and leaves his stylish apparel at home, he will find himself much mistaken, for while there is a dual life all through the country, composed of the Indians and the Spanish descendants, he will find that the educated classes, even to the clerks in the stores, dress in better style and wear finer clothing about their work than New Yorkers do. All clothing and styles come direct from Paris, and one has but to go out on that beautiful tree-bordered and statue-lined avenue, the Paseo, late in the afternoon, to see not only a few but hundreds of stylish turnouts, rivaling in richness and fine horses those of any of our Eastern cities. Occupants of the carriages are stylishly and fastidiously gowned, and the only correct thing for a gentleman at any time during the day is a tall hat. Again, at the opera one sees perhaps five hundred richly

dressed ladies, who have entirely solved the high hat question by wearing none. The Indians comprise, perhaps, one hundred thousand of the population of the city, and go about picturesquely clad. As one sees them they seem always good-natured, and on the whole make faithful but slow workmen. They sell every variety of thing, and are inclined to impose upon newcomers.

Mexicans are distinguished for their politeness and cordiality, and are continually shaking hands with each other, and never let business interfere with social duties, even if it has to be postponed day after day. To the hurried, feverish Yankee the imperturbable Mexican is either a disagreeable nightmare or an object lesson in moderation and contentment, depending upon the amount of philosophy the tourist possesses. Certainly it is true that in Mexico business men never rush and always have time to treat the veriest beggar courteously, and are ever at their friends' disposal, and yet they seem to get on as prosperously as their more hustling American brothers, who often think they must eliminate all the finer flavors from life and move on breathlessly, to insure success. Stores and even the post offices close from 12 to 3 p. m. Visitors who look into doorways or shops or schools are invited in and almost overawed with polite attentions. Once we asked a young man where a certain car went, and he not only got on the car and showed us our destination but insisted upon paying our fares. If you admire anything it is customary for them to say, "It is yours."

Smoking is proper anywhere in Mexico, either upon first, second or third-class cars, rail or street, or in any dining room or theater. At the principal theater one can buy one act on entering the house, and at its finish either come out or buy the next act of the usher, and so he can go through the whole play, if he likes it. The performance seldom begins before 9 o'clock, and often extends to 2 a. m.

Much of the Mexican food is cooked in the frying pan, and at the public markets one sees the most formidable and grotesque things being cooked by the lower classes. Sweets are ever on sale around you, and candy colored brilliant green, red, blue and yellow is not an uncommon sight. While one can get along without knowing Spanish, he will have to be a good philosopher not to lose his temper at the mistakes which will occur. I wished warm water enough for a bath, and ordered it in my untried Spanish, with much emphasis, and with many unflattering side remarks. The mozo protested that it would be expensive and difficult to get, but was finally urged away with the assurance that any expense would be paid. After nearly an hour he came staggering back with a cauldron of hot milk! I had innocently got water and milk mixed in my vocabulary.

Rain is a mysterious element. In Mexico City for six months in the year there is no rain, while during the other half of the year it rains daily for a short time. As you go about you visit places where it rains daily, and a few miles away you find a place where it rains only twice a year, and yet in another locality you are told it has not rained for eight years, while at Leon no rain has fallen for fifteen years! At Tampico we encountered our first rain, and, upon asking our landlord if this was not out of the ordinary, he answered: "Usually rain now is not unusual, but, as unusual conditions were recently usual, the present rain is unusual."

The Mexican eats nothing in the morning except coffee and rolls. His breakfast at 1 p. m. and dinner at 7 p. m. are exactly alike, and meat and eggs predominate, while vegetables, except red peppers, are scant. Beans, black and brown, stewed and served as a paste, are in evidence at each meal, and Mexico really out-beats Boston. Another favorite dish is tortillas, a flat baked pancake made of Indian corn, and in every village one sees hundreds of Indian women making these cakes. The architecture of Mexico reminds

one of the old Moorish cities of Spain. All houses are built of stone and have an open court in their center; in fact, they may be said to be built around their backyards instead of in front of them, and the back door is in front of the front door.

For business, I am convinced, after talking with men of many interests and numerous Americans, that Mexico offers exceptionally fine opportunities. The same persistence, ability and energy exerted in a quiet way, adapted to the country and its people, will, in five or ten years, show more than four-fold the results to be obtained in the same time in one of our Northern cities, and after one becomes acclimated in a business way, opportunities are numerous and continually revealed. Things cannot be driven, however, with the vim and push of New York or Chicago, for the Mexican temperament offers no loophole for the entrance of dashing methods, and anyone attempting to get on through hustling proclivities will inwardly explode with chagrin at his daily defeats. For the American with a definite profession, trade or project, or with a few thousand dollars to invest, Mexico offers many inducements. Paper, cotton and sugar mills are usually located on mountain streams, and get their labor at twenty-five cents per day, and usually pay 25 per cent. dividends, besides giving their officers handsome salaries. I heard of one establishment which entirely paid for its total cost the first year it was run. This year the National Bank of Mexico paid 17 per cent., and the Bank of London and Mexico paid 14 per cent. Besides this, both banks added largely to their reserve funds. The London Bank has each year since 1889 paid from 14 to 20 per cent., besides annually setting towards its reserve fund the average sum of \$200,000. Enormous profits and fortunes have been made in mining, and many Americans are in charge of mines.

It is from the large farms, however, or haciendas, that wealth flows in steady streams, for the large planter in Mexico does not have to work like the Northern farmer, and has no cold winter to contend with. He may sow many crops and grow corn while his coffee is maturing. His cows are continually fed on green food, his land is ever fertile without manure. By invitation, I spent a day on the hacienda of Remegio Brothers, who, twenty-five years ago, were poor boys just from Spain; to-day they own thousands of acres of fertile fields, and have growing a million maguey plants, from which pulque, the national drink, is drawn. In one barn I saw a thousand cows sheltered, while next year their corn crop will be a million bushels, and will serve to feed ten thousand hogs raised for lard. Surely Mexico and her prospects are superb, in spite of our ignorance of them; and it needs not much exercise of an ambitious man's imagination for him to see hovering over Mexico a beckoning hand.

The Worst Yet.

"Why is it that grocers are such courteous men?" said the commercial traveler to a merchant in a town not far from Pittsburg.

"Is that a conundrum?" asked the merchant.

"It is."

"Then I give it up. Why is it?"

"Well, grocers sell honey, you know."

"Certainly, but what has that to do with it? Do they, therefore, speak honeyed words?"

"That's pretty good, but it is not the right answer."

"Well, what is the right answer?"

"Men who sell honey know how to beehive themselves."

A Superior, Wis., man is suing a railroad company for \$2,500 for the death of his two children. The house was on fire, and a railroad train blocked the street and delayed the fire engines in getting to the house in time to save the children.

Here and There.

You cannot clean your own skirts by throwing mud at others.

Don't try to explain your blunders. It makes them look bigger.

A man is not worth a sous marke until a fight begins within himself.

Use the golden bridle of temperance and you cannot run away from discretion.

Labor will rid you of a great triumvirate of evils—irksomeness, vice and poverty.

A man reckless in his talk about others is liable to be reckless with other people's money.

Let the force of your own merit make your way and you will occupy a place next to a king.

When you refuse to believe in the possibility of failure you may be on the verge of it.

Remain weak and you will always seek remedies. Be wise and you will possess joys.

Good inclinations are rude drafts of virtue that should be encouraged to blow continuously.

It is the hardest matter in the world to live a life of ease. It is a difficult pursuit. Don't try it.

The way to live is to live for the throbbing, pulsating present. You will then be ready for the future.

An attempt to rectify error by covering it up with mistakes is like trying to cure a boil by scratching it.

Real brilliancy frequently acquires less reputation than the art of using moderate abilities to advantage.

Honesty may have to wait for its rewards, but they are worth having and a clear conscience is not the least.

You acknowledge that you are weaker than your competitor when you resort to disreputable methods to down him.

Never look for a "bargain" in an employee. If a man is not worth fair pay, he is usually not worth having at all.

The merchant who can't laugh heartily can't make money, because he is too sour natured to make and hold customers.

Give two men the same location, the same stock, the same opportunities, and one will make a success and the other a failure in business.

Politeness has been defined to be artificial good nature, but we may affirm with much greater propriety that good nature is natural politeness.

If it has not been your custom heretofore to read the advertisements systematically, begin now. There may be more money in them than you think.

Set an example of devotion to business during business hours, which, when followed out by the clerk, will result in a concerted effort to win success.

The man who has a profitable business and contracts his expenses to make a greater profit is a fool. He is killing the goose that lays the golden egg.

Ex-Postmaster General Wanamaker has been fined \$1,000 for importing a silk salesman, to whom he paid \$14 a week, after deducting his traveling expenses.

The Columbian half-dollars, for which many people paid their good cart wheels, and some of them more, are still valued by the collectors of rare coins at 50 cents each.

If you could be in the home of a customer sometimes when a package from your store is opened that has been carelessly wrapped, you might hear remarks that would make your ears tingle.

Study your trade. You ought to know better what is calculated to please your customers than anyone can tell you, but don't forget that you can learn a great deal by keeping your eyes and ears open.

Keep your book account as small as possible. Have frequent settlements with your customers, and at stated times. Have them understand this is a part of your business, and they will respect you more and increase their trade.

Major's Cement

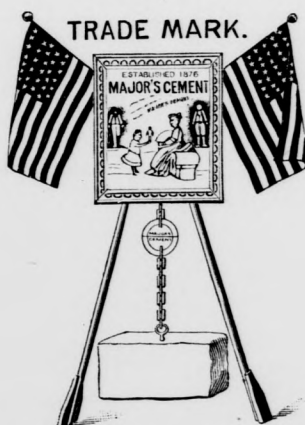
ESTABLISHED 1876. REGISTERED TRADE MARK No. 17,570.

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

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



A. MAJOR.



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

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 it "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.



Price 15c. and 25c. per Bottle.



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

Bicycles

The Bicycle and Accessories in the Drug Store.

So far as our experience goes, we have found the handling of bicycles and bicycle supplies in a drug store to be very satisfactory, as it has added one to the sources of profit. The first year (1894) we sold bicycles from the catalogues—not very satisfactory, it is true, but a sure profit, and it served as a help for our business in that line the next year. In 1895 we put in a few low and medium-priced wheels, two men's and one lady's to sell at \$50 each, one man's and one lady's wheel to sell at \$75 each, and one \$100 wheel. This latter was purchased for individual use, and when we found a customer who wanted a high-grade wheel we could show the points on the one wheel we had.

The theory might be advanced that the same rule would apply to all grades of wheels, but it does not. If a purchaser wants one of the cheaper wheels he usually wants it right away, while a purchaser of a \$100 wheel usually takes plenty of time to make the decision.

The low-priced (\$50) wheels were our best sellers, and we often caught customers on one of those who would otherwise have ordered a wheel of one of those concerns who list their wheels high and offer every purchaser an "agency" and "agents" discounts." When we secured a prospective customer of that kind we placed before him: (1) the advantages of dealing with a firm known to be responsible and to have a reputation they could not afford to endanger by misrepresentations to sell a bicycle; (2) that the wheel is to be seen and tried, and is, no doubt, at least as good as any other wheel sold at the same price.

In '95 we also kept on hand a good assortment of accessories, as follows: Lamps, bells, locks, coasters, toe-clips, pumps, wrenches, oilers, cyclometers, supporters, adhesive tape, lamp and cycle oil, inner tire tubes, repair kits, patching rubber and cement, rim cement, valves and valve-stems, chain parts, steel balls (all sizes), spoke nipples and washers, and a few "cups" and "cones" to fit the bearings of those makes of wheels which we carried in stock, the latter being the parts most liable to need replacing and, besides, often being a source of profit from outside parties.

After selling a customer a wheel we would give him (or her) advice on care, use, and management of the same; and, if a beginner, practical help. This gets the people interested, and when they find you are in the bicycle business in earnest you need scarcely fear competition from abroad. We receive a number of papers relating to the cycle business and give the public free access to them.

We also "true" wheels, replace a broken or lost ball or spoke, patch a punctured tire, or do any small repairing which does not require special tools or experience, and always are well paid for the labor. For instance, the best spoke made can be bought for two cents, and no rider objects to paying a quarter of a dollar for having one put in; material for patching a puncture costs less than one cent, and we get 20 cents for each patch, sometimes placing three or more on a single tube at one operation.

Almost everybody in the surrounding

country knows we keep supplies and "doctor sick wheels." If a stranger in our town meets with an accident and asks where he can find relief for his wheel, he will receive for reply, "Take it to the Palace Drug Store; they sell wheels and everything for them, and will fix it for you," thus possibly securing us a new customer for something besides the repair.

Then there is the transient trade, soda-water, cigars, etc., and one cyclist tells another about your store. Put a "Bicycle Headquarters" sign out with your soda-water sign, and you will be surprised at the number of cyclists going through your town who will stop if they feel they are welcome.

Encourage the organization of a bicycle club, local road or track races, or anything liable to raise enthusiasm, and your business will profit by it. And last, but not least, advertise steadily and judiciously in the local papers.

NICK SMYTHE:

The Wheel and "Heart Trouble."

Written for the TRADESMAN.

Among the victories the wheel is gaining is that of recognition of its true value as a means of exercise. Not long ago, it was a matter of concern to intending purchasers as to whether the exercise would be good for them, especially if they were—or imagined themselves to be—semi-invalids. Physicians counselled caution and the ordeal of its use was undertaken with fear and trembling.

It is probable that the prejudice existing on the part of physicians and others was owing to the ugly, man-killing contrivance from which the modern bicycle is evolved. It required an athlete to make the spring necessary in mounting the high wheel, and the management of the cumbersome machine was a task requiring a strong physique. Its successor, the hard tired safety, was a great advance, especially in the matter of mounting; but, weighing as it did from forty-five to sixty pounds, the outlay of strength necessary for its management was considerable, and to propel it along its jolting way was not the work for the average invalid. However, the hard tire saved many more than it killed.

It is not strange that the conservatism of the average physician should have made the faculty slow in recognizing the advance of the light-footed pneumatic, and that, long after the reasons for criticism had been eliminated, the wheel should have rested under the ban of its disapproval, especially in cases likely to be aggravated by undue exercise. The older members of the profession, who are looked upon as the most valuable for advice, were naturally the least likely to demonstrate the problem by personal experience. So, as stated, it is not strange that there existed such a prejudice long after the causes for it were removed.

It may be fairly said that such criticism is, at last, fully disarmed. In the light of the experience of wheelmen and wheelwomen a physician will now hesitate to condemn the use of the wheel for any case of physical infirmity where any exercise is admissible. A significant instance came to the notice of the writer recently: A patient consulted an eminent physician in this city and was informed that the cause of ill health was heart trouble, and that the best thing he could prescribe for it was the use of the bicycle. A year or so ago, the same physician would scarcely have risked his reputation by such a crazy suggestion.

NATE.

Monarch

King of Bicycles

As near perfect as the finest equipped bicycle factory in the world can produce—the acme of bicycle construction.



FOUR STYLES
\$80.

and
\$100.

FOUR STYLES,
\$80.

and
\$100.

If anything cheaper will suit you, the best of lower-priced wheels is **Defiance**; eight styles for adults and children, \$75, \$60, \$50, and \$40, fully guaranteed. Send for Monarch book.

Monarch Cycle Mfg. Co.,

Lake, Halsted and Fulton Sts.,

CHICAGO.

GEO. HILSENDEGEN, Agent for Michigan,

310 Woodward Ave., Detroit.

ADAMS & HART, Agents,

Grand Rapids.

THE TALLY-HO TANDEM



Made by the only exclusive Tandem Manufactory in the World.

TANDEM TRUTHS.

1. An expectant public is just beginning to realize the pleasures that come from Tandem riding.
2. Long wheel base, excessive strain on the front fork, clumsy steering, and many other disagreeable features have heretofore made Tandems inconvenient and undesirable.
3. The Tally-Ho, the result of careful experimenting, entirely overcomes all these objections.
4. The Tally-Ho is distinctly a Tandem, and, unlike many others, is not constructed of bicycle parts.
5. You should write for further particulars.

THE TALLY-HO TANDEM CO.

TOLEDO, O.

Qualifications of a Good Salesman.

What an easy matter to idealize a perfect man, but to find one reigning supreme in this blissful element is of a somewhat different matter. Perfection as yet is evidently in the near future, and we must content ourselves with energetic strides toward this coveted goal. The task, however, before me is certainly a stepping-stone in the direction toward this important position, and great care must be taken in this little talk (presumably to a fellow assistant) to avoid "the impossible," but rather to confine one's remarks to what can and must be done.

Good personal appearance will assist you, and is an item of great importance in forming your circle of customers; we find again and again the appearance of the salesman attracts the customer as he enters and as a natural consequence this particular salesman has first chance; then make good use of your opportunity by doing your very utmost to build up your little connection introduced in this way.

Politeness is most essential. Your customer will then respect you in return for your respectful nature, and due attention is given to your advice; this in due time causes and cultivates into a friendly feeling between you and your customer, and business becomes a pleasure.

Be genuine to the backbone; once found to be deceitful and you fall in the customer's estimation, and further confidence needs consideration.

Be honest and straightforward in all your dealings; let your statements bear the strictest investigations, proving yourself worthy of trust. You get in this way a confiding method of treatment, to be attained only in this manner, and your customer feels safe in your hands. It is wonderful what can then be done.

Be firm, think before you speak, and then "stick to it" (providing, of course, you use common sense; I do not advocate stubbornness; this denotes ignorance certainly). It will pay you in the long run, and is as "bread cast on the waters, to be seen after many days." You can, with careful treatment, humor your customers to almost anything; and they submit almost before they are aware of it. Do not encourage "cheap jack transactions." It may be wise in some cases to accept an offer, but do not let such bids become usual. Always quote your lowest, and accept nothing less. "Give an inch to the generality of customers, and they take a foot."

Self-governing power is a blessing to be thankful for. Many a word spoken hastily in a temper fires a fire never to be extinguished, and causes regret from the inmost soul, but fails to recall itself. You must be self-possessed to no small degree. It may require practice, but same must be cultivated if you are anxious to be at the top of the tree as salesman.

"Patience is a virtue." True, what a test one is put to sometimes, almost unbearable, but be careful. Coming in contact, as you must do, with all classes of the human character, your judgment of nature will assist you materially in giving the proper treatment to the specimen before you. It is a great thing to so adapt one's self to circumstances. Restrict your supply of patience in proper time, otherwise there is a tendency to undervalue time on the part of the customer. "Enough is as good as a feast."

System must be to the front; serve your customer with order, and as little fuss and confusion as possible. Your ability is soon manifest to the customer, and may be judiciously turned to your profitable advantage in his opinion of you as a salesman. Time is time with some customers, and if not attended to immediately their patience is soon exhausted, and the sale lost. If everything around you is in order, you can supply his wants with the "speed of an arrow."

Be considerate in your dealings, economize expense to a degree, and study the interests of your customer. "Do as you would be done unto," and depend upon it the result is satisfactory. You can thus do business where another fails; you gain confidence, and the customer relies upon you, knowing you do your utmost to be "fair and square." Always give advice to the very best of your ability, as if it concerned you personally.

Good taste is of vital importance to a good salesman. Customers to-day are very fickle, and with a variety before them their choice is momentarily different. Being in such difficulty, the purchase is sometimes postponed. This must not be allowed. "A bird in the hand is worth two in the bush." Clerks generally are too satisfied with the usual "I will call again," or "Will consider and let you know." Such are not, in my estimation, good salesmen, but far from it. If your time is limited you are certainly at a disadvantage; but opposite, and you may safely make the selection, and same is appreciated and admired, the consequence being "repeat orders" from other sources who have seen your previous customer's purchase.

Good descriptive talent is most essential. The complicated stock of a modern store is known only to those in the trade. Customers, we notice, are often "in a fog," and it appears an utter impossibility to describe their wants; and what excitement there is if the salesman is in the same position. You must be able to define their requirements from vague hints, and no time should be lost in producing the object of their research. There is always a fond attachment to "relics of the past." "Must be same as sample," is the customer's order. If you can do same, all well and good, but if not, exercise judgment by fully describing the advantages of your pattern, and make the sale. If, however, such is impossible, offer to try and get it. Make it a point in selling to dispose of the oldest stock if possible, and if necessary put the circumstances to the customer, and offer at a little reduction. Prevent accumulation of old stock, which can and must be done. If unable to effect a sale, advance the new by all means.

Be quick in your actions, not remain with elbows on the counter, as if engaged in some idle gossip; let there be an air of business in your every movement. Serve your customer in the twinkling of an eye.

Be always eager to sell as much as possible, and not be afraid to ask your customer if anything more is required. Detail your stock with pleasure and fullness, introduce the many novelties and special lines you may have, describing their usefulness and advantages. Supply as many particulars as possible, and don't forget the little circulars. It is bound to yield fruit in due season. There is at present too much labor displayed in serving customers; this is totally wrong, and is

detrimental to trade. If the least inquiry is made by the customer, give sufficient attention, and keep at it until a satisfactory reply is given. You must impress upon the public that all orders are valuable, even the least to the greatest, and same must be so treated.

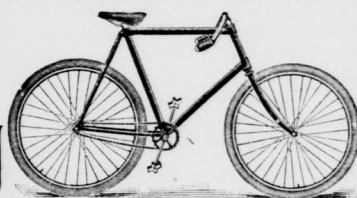
Be willing and obliging. Your object should be to please, and so entice further patronage. Do not fail to dispatch your goods in style and order, giving them a close and careful inspection before sending them to their destination. Nothing annoys one more than to find on unpacking the package, something missing, or a misfit, or to find the package in a very untidy condition. In packing a package do it well. It all adds to the ability of a good salesman.

In conversing with others it is nec-

essary to have some little knowledge of the topic being discussed. Minus this, you are unable to stand your ground. A customer soon gathers from your conversation, if you are master of the trade, well up in all details; if so, it bears weight, and the former feels bound to submit to your superior judgment. Your advice is valued and sought after. Display a little confidence in yourself, and so gain the confidence of others. Distinguish yourself as master of the trade by a careful study of your trade journal, and so acquaint yourself with a thorough, up-to-date knowledge. You must be able to go into all details with your customers, giving a clear explanation of the goods in question, also as to manufacture, and so on, if required. An ignorant clerk hinders trade, and will drive away customers. The whole may be summed up in these three words—tact, ability, and push.

F. W. RULE.

Are you Thinking



About Bicycles

We handle the largest and best selected line of any dealer in this big country. We are State Agents for

Wintons, Clevelands, Spaldings, Czars, Cycloids, Royals, Eries, Norwoods, S. and J.'s and Featherstones.

Get our catalogues and discounts. We are headquarters for sundries and agents for Spalding's Sporting Goods.

STUDLEY & JARVIS,
GRAND RAPIDS, MICH.

Do You Sell Wheels?

Are you "in it" for Money?



If so, you should handle good, reliable wheels—wheels with a good reputation. When you sell a wheel you want to know that it is sold, and that it will please your customer. There is no necessity for buying an experiment. A good many wheels are made this year for the first time and are therefore experimental.

Here Is Our Line

Every wheel in it has an

ESTABLISHED REPUTATION!

Helical Tube Premier

March

America

Monarch

Cycloid

Outing

Envoy and Fleetwing

Wolverine

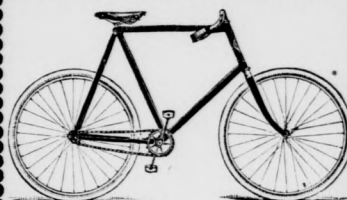
Featherstones.

Write us for Territory, Prices, etc.

ADAMS & HART,

Bicycles and Sundries—Wholesale and Retail,

12 West Bridge St., Grand Rapids.



If You Are Looking



For a Bicycle that has more points of merit about it than any you ever saw and with a style and finish that would sell it alone, to say nothing of the fact that it will pay you to handle it, correspond with us about

"THE GARLAND"

PENINSULAR WHEEL CO.,

13 Fountain St., Grand Rapids.

Also agents for Sterling, Dayton, Phoenix, Ben Hur.

Agents Wanted.

We have wheels from \$40 to \$100. Correspondence invited.

LEGITIMATE BANKING PROFITS.

I confess myself amused at the arguments advanced by the banking lobby now at Washington for the avowed purpose of securing an amendment to the present banking law. The grievance chiefly complained of by the advocates of the banks is that the power of these institutions to issue paper money is so restricted, both by law and by the competition of the Federal Government, that it yields little or no profit. They demand, therefore, first, that the Government shall, as they phrase it, "go out of the banking business"—although, if they were taken at their word, the whole National bank system, so far as the Government supervises and controls it, would have to be abolished—and, second, that the banks shall be allowed to issue circulating notes without being required, as they are now, to secure them by the deposit of Government bonds. Pending this concession, they ask, by way of an installment of it, that the amount of notes allowed to be issued against the bonds be raised from the present 90 per cent. of the principal of the bonds to 100 per cent. Furthermore, they ask for the passage of a bill to permit the establishment in small towns, of banks with capitals of only \$20,000, the minimum now being \$50,000.

The object of these changes is frankly avowed to be an increase of the profits of the banking business, and, as a natural consequence, an increase in the number of banks and of the total amount of capital invested in them. In line with this object is the demand that the banks be granted the monopoly of issuing the paper circulation of the country in order that the profit upon it may inure to them instead of to the people.

Legitimate banking is nothing more than the taking of money on deposit and the lending of it out again. The taking of deposits involves, of course, the acceptance for collection of checks, drafts, notes, and other promises to pay money, and the lending of money involves likewise the discount or the purchase of similar promises. The profits of the business are derived from the interest and discount on the money loaned, out of which have to be paid expenses, taxes, and losses, before anything can be divided to the bank's stockholders or its proprietors. Theoretically, expenses, taxes, and losses should be equalled, if not exceeded, by the interest or discount received for the use of the money of depositors, leaving intact that derived from the employment of the bank's own money. Consequently, it is the aim of all banks to attract as large a volume of deposits as possible, and the competition between them, in this respect, has led to the offering of inducements to customers which frequently cost more than the business they bring in is worth.

One of these inducements is the paying of interest on deposits, which in itself is proper enough and is profitable whenever the rate paid is sufficiently below that at which the deposits can be lent. Unfortunately for the banks of this country, the only depositors to whom they allow interest are other banks, which frequently exact as much interest as their deposits will bring, and by which they are promptly withdrawn as soon as they begin to be worth keeping. Another costly inducement offered is the gratuitous collection of out-of-town checks and drafts. The clerk hire, loss of interest, and, frequently, the swindles attendant upon

this branch of the business make it of very doubtful value. Indeed, it is a question whether customers should not be charged a commission, not only for collections, but also upon their own checks, to cover the expense of paying them.

A greater and a more frequent source of loss to banks, growing out of their competition for deposits, is lending money to irresponsible borrowers. One such borrower, by opening accounts with several banks, and keeping each in ignorance of the amount lent him by the others, can get the use of capital far beyond his deserts. At a meeting of bank officers, recently held in Philadelphia, a story was told of one insolvent debtor, who, by this sort of manoeuvre, succeeded, prior to his insolvency, in borrowing from the various banks in his county a sum exceeding the total assessed value of the county's property. Naturally, he was a good customer to each bank, borrowing freely and leaving on deposit a large part of the money lent him, so that he was in high favor with the bank's officers. This was an exaggerated case, but others, not so bad, are common enough, and their effect in diminishing the profits of the banking business is very considerable.

When, in addition to these drawbacks, we consider the defalcations, forgeries, and robberies by violence to which banks are liable, it is not surprising that bank officers should be eager to offset them by the additional profits derived from the issue of circulating notes. Just as druggists combine with the sale of drugs that of soda water, confectionery, and cigars, and as dry goods dealers sell books and furniture, and even food and drink, so banks add to their legitimate banking business the issuing of paper money. In the early days of this country, when circulating medium of all kinds was scarce, this usurpation of power was at first connived at, and finally legalized, but it is a usurpation nevertheless. The furnishing of the currency of a country is quite as much the function of its government as is providing it with an army or navy, and much more so than the carrying of letters and newspapers. The coining of metal nobody pretends should be intrusted to private individuals and corporations, and the printing of paper to serve as money comes under the same head.

On behalf of the banks it is urged that paper money, being credit money, should be issued by institutions dealing in credits, rather than by a Government which has other functions to perform. The sufficient answer to this argument is, that credit money issued by a Government is the best possible because it is backed by all the wealth of the nation which the Government represents, and therefore should and does command more confidence than similar money issued by individuals or by institutions. Besides, with the multiplicity of banks existing in this country, it is impossible for citizens to judge which are sound and which are unsound. Hence, the security in the shape of Government bonds which is now exacted for bank circulation, and hence the proposals that the Government shall in some other way guarantee it if bonds are dispensed with. To go back to the condition which existed thirty years ago, and permit the country to be flooded with the notes of thousands of little banks, concerning which nothing is known away from their immediate neighborhood, is what nobody now seriously advocates.

WHERE ARE YOUR PROFITS?

If you spend several dollars every month in circulars and other advertising methods to advertise an unknown brand of Flour, and if you have to take back Flour occasionally and make the loss good to the consumer, because it does not run uniform, where are your profits?

Why not sell the best Flour that is made?

The miller does your advertising and does it well.

The Flour is guaranteed to run uniform and please the consumer.

A pleased consumer means continued and increased trade for you in this and other lines.

When you take everything into consideration, the most profitable Flour for you to sell is

Grand Republic

Which we carry in stock at all times and from which we are able to fill orders in carlots or less, at a moment's notice.

Facts Worth Thinking About

This Flour now leads the entire Northwest in point of excellence. Made from No. 1 Hard Wheat, it is unequalled in color, always uniform, and will make more bread to the barrel than any other Spring Wheat Patent Flour now on the Market.

You can build up a trade on this Flour that will help your business.

BALL-BARNHART-PUTMAN CO.
GRAND RAPIDS.

A BIG MAN=U

facturing concern like ours can save you money. We manufacture both Spring and Winter Wheat Flour and sell direct to the retailer. Send us your orders for small lots or car lots.

\$\$\$
Saved

Of course, you see the point?
It's big enough, isn't it?

Our "Croby's Superior" brand of Spring Wheat Flour has given better satisfaction in many places than any of the so-called "Highest grades of Spring Wheat Flour made." There are reasons for it. We can name many.

VALLEY CITY MILLING CO.,

Sole makers of the famous Lily White Flour.

Grand Rapids, Mich.

To be universally current, paper money must be the obligation, directly or indirectly, of a borrower universally known to be responsible. Our National bank currency is now indirectly a Government obligation. If it were made such directly, it would be just as safe and the nation would not have to pay the \$8,000,000 a year which it now pays for the use of it.

As to the argument that small banks cannot do business and continue to exist without the additional profit to be derived from the issue of circulating notes, it proves too much. A bank which cannot make a living by legitimate banking business ought not to exist at all, and the proposal to stimulate the creation of more of them with capitals as small as \$20,000 should not be entertained for a moment. The latest report of the Comptroller of the Currency shows that of National banks alone, not counting State institutions, we have already 2755 with capitals of \$150,000 and less, and a large number of these have only \$50,000 each. With all the advantage of issuing circulation, the net earnings of all the National banks averaged, in some States, for the year ending Sept. 1, 1895, as little as 2 per cent. on their entire capital and surplus employed, and, except in the extreme West and South, where the rates of interest are enormous, they nowhere exceeded 8 per cent. If nine-tenths of these banks could be consolidated with the other tenth, they would be more profitable, the community would be better served by them, and they would not need the privilege of issuing currency to help them keep going.

MATTHEW MARSHALL.

How a Woman Swindled a Druggist.

While I was loitering in a North Pearl street drug store, the other morning, writes a reporter of an Albany newspaper, a woman came in and asked to see some cheap tooth-brushes. A basket containing a varied assortment was placed before her by the clerk, who at the same time picked up one that had been lying on the case and placed it on a shelf behind the counter. None of those in the basket suited her, and she evidently had made up her mind that there was something suspicious on the part of the clerk in removing that particular brush from the case, for she asked to see it.

"That, one, madam," said the clerk, "is one I just exchanged. The bristles began to fall out and as I had warranted it, I felt obliged to exchange it."

The woman asked the price of it.

"Well," said the clerk, "that is a 50-cent brush, and I'll sell it for 10 cents; but I guess you don't want that one, as it has been used several times."

The purchase was made, however, and the woman departed, the clerk thinking that the brush was wanted for some purpose other than that for which it was originally intended. Imagine his amazement when he learned, later in the day, that the same brush had been again exchanged by a fellow clerk for a new brush of the same quality, on the ground that "the bristles are falling out," the purchaser thus securing a 50-cent article for 10 cents.

It is reported that John D. Rockefeller's check for his last Standard Oil Company dividend amounted to \$1,000,000. As Mr. Rockefeller made such a result possible, most people will agree in the statement that he is entitled to the reward. It is only another evidence of the remarkable progress of that company. The money-making power has reached far beyond the most sanguine expectations of the founders.

If the members of the various branches of the trade don't shake hands and talk business now, it isn't because prices aren't on a pretty even basis.

Women in Business Positions.

Written for the TRADESMAN.

It has been truly said, "There are two sides to every question;" and the opinions of different people with reference to "Women in Business Positions" is no exception to the above statement. Thirty-five years ago, there had arisen no particular necessity for women to enter into active business life, to any great extent, but the great civil war was the starting point for a decided change in this respect. The vast number of young and middle-aged men who left business and clerical positions to enter the army and fight for the preservation of the Union created vacancies that had to be filled. Immediately women began to fit themselves for those positions and business men began to employ them.

Then came the chance to take sides upon the question of the advisability of employing women in business positions, and each side produced good arguments to sustain the position taken. But, regardless of all arguments, what is the result? To-day, we find women occupying positions in nearly all kinds of clerical work—in government, as well as private places of responsibility and trust; and the fact that the number of women holding such places is constantly increasing is evidence that their services are entirely satisfactory to their employers, thus proving that they can and do execute the clerical duties formerly performed by men. In doing this they learn to rely upon themselves more and more, as they become more proficient in the work required of them.

The writer believes fully in the employment of women in such clerical positions as their strength will permit them to fill, provided always that they are educationally qualified to perform such duties, and believes that there is a large field in the better class of positions open for those young women who will take the time and trouble to make themselves capable of filling them, and, further, that women may enter the commercial field as proprietors of business concerns, and with as much likelihood of success as their fathers, brothers or husbands, and with equal propriety, for, really, what difference does it make whether business men employ women, or business women employ men, so long as employers and employees conscientiously perform their respective work?

Carry Best Qualities.

There is likely to be at certain periods more or less unsalable stock in the most ably managed general store. This cannot always be avoided, as there are mistakes in judgment and other causes which tend to produce this result. The best way to guard against it is to possess the ability to gauge so accurately the wants of the trade that these accumulations will be reduced to a minimum. What might be a good investment for one dealer would likely prove a money loser for another and what might seem cheap in a wholesale house or salesman's samples may prove dear when placed on the shelves of a retail house. Trade is a matter of experience, and one unprofitable lesson should serve as a guide for future operations. The general opinion seems to be that it is safer to carry the best qualities and styles, especially in staples, as these are the advertisers of a business.

Detroit Rubber Stamp Co.

99 Griswold St., Detroit.

O. E. BROWN MILL CO.

SHIPPERS OF

FLOUR, GRAIN, BALED HAY

In Carlots.

Western Michigan Agents for Russell & Miller Milling Co. of West Superior, Wis.

Office 9 Canal street,

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. Blackberries
2 lb. Red Pitted Cherries
2 lb. Strawberries
3 lb. Bartlett Pears

2 lb. Corn
2 lb. Succotash
2 lb. White Marrowfat Peas
2 lb. Extra Early June Peas
2 lb. Sifted Fancy June Peas
3 lb. Apricots

2 lb. White Wax String Beans
3 lb. Golden Squash
3 lb. Hubbard Squash
3 lb. Cold Packed Tomatoes
2 lb. Refugee String Beans

Canned

To those who have had these goods we need say nothing. To those who have not we can only solicit a trial order.

Goods

The Best Starch

In the Market.



The Only Starch with Bluing In it.

Requires No Cooking.

We are Agents for Western Michigan, and until March First will give

25-5C PACKAGES FREE
WITH EACH CASE.

I. M. Glark Grocery Co.

GRAND RAPIDS.

Hardware

TWENTY YEARS AGO.

Comparison of Hardware Profits Made Then and Now.*

"All the world loves a lover." The absolute truthfulness of this statement we are one and all willing to admit. It has stood the test of ages and, although sentimental in its nature, one may use the phrase without impairing to any degree his reputation for probity and without running the risk of acquiring a reputation for lack of manliness. The treatment of sentimental subjects, however, is not the purpose of this paper; the discussion of good hard-headed topics, and the principles surrounding them, is the purpose for which this Association has been assembled. With that in view, let me add that all the world admires a prosperous man. There is something about a man who by his own unaided efforts has prospered that attracts; a certain unmistakable air, a flash of the eye, a pressure of the hand, a certain magnetic influence permeating his whole being which marks a man with a stamp that is unmistakable. Lincoln, Grant, Garfield, Arthur, Sherman, Sheridan, Childs, Chandler, Holmes, Longfellow, Stanford, were, and Harrison, Cleveland, McKinley, Reed, Alger, McMillan, Armour, Field, Depew, Carnegie and Wanamaker are to-day illustrious examples of men who, beginning life among the ranks of the poor, by untiring work, have risen from the very bottom to the highest round in the ladder of prosperity.

In our own community we have such men, and no matter whether they be lawyers, doctors, ministers, bankers or merchants, they are the men with whom we like to associate and with whom we prefer to have our dealings. It is the prosperous merchant who does the business in our cities and towns and it is the prosperous store which attracts the crowds. To learn the secret to the road to prosperity is a topic which interests us one and all, and it is of this secret that I wish to speak to-day, treating the subject in its special bearing in the life of a retail hardware merchant.

I remember some years ago, of a lumberman coming into the Saginaw Valley with ample means, fully prepared to embark in a large lumbering enterprise. At that time he was wholly unacquainted with the merchants in this section of the State, and years afterwards he told me of his early experience. Having a large amount of supplies to purchase for his lumbering camps in the northern woods, by chance he fell into the hands of a merchant (not a hardware merchant, however,) who might be described as one of the close-fisted, unaccommodating, over-exacting, non-magnetic class of men, but who sold goods cheaper, perhaps, than any of his competitors. The prices given were entirely satisfactory, but when the goods reached their destination the newly acquired customer found that some of the articles ordered had not been shipped and that no care whatever had been taken in filling the order complete. One has but to know of the requirements of a lumberman to appreciate his discomfort when that fact was ascertained at the other end of the route, many miles away from a railroad station and many days separated from a possible supply. One such experience was sufficient, and but the one bill of goods was purchased. He immediately transferred his dealings to, and forever afterwards continued with, another firm who had the reputation of doing business at a good, round but perfectly fair profit, but who also enjoyed the reputation of doing everything within their power to accommodate their customer in every way possible. The latter firm, who held the highest rank among our very best merchants, did by far the most extensive business of any concern in the Valley at that time, and during their whole business career prospered to the fullest extent. Merchant No. 1, however,

*Paper read at annual convention of Michigan Hardware Association by T. A. Harvey (Morley Bros.), Saginaw, E. S.

made a most lamentable failure, settling with his creditors at considerable less than 100 cents on the dollar; and herein lies the secret of success or failure in a business career:

1. Conduct your business in such a manner that by prompt attention to the requirements of your customer, friendly accommodation and kindness of treatment, they will be glad to come again.

2. Sell your goods at a profit that is just to yourself and fair to your customer; and it is my purpose to specially discuss the latter proposition—the question of profit.

Profit is to the life of a business what the beating of the heart and the throb of the pulse is to the life of a business man, and there is no man living endowed with a reasonable amount of common sense but who will admit, and is willing to grant, that a merchant, be his dealings extensive or small, is entitled to a fair and just rate of profit in the selling of his wares. It might be well for us to discuss the subject as to what is a fair and just profit. After considerable thought over the matter, I have concluded that a merchant is entitled to a profit covering the following items:

1. A fair remuneration to himself for his own services rendered in the transaction of his own business. Such services are certainly entitled to the same amount of remuneration as would be granted him were he in the employ of another party and working ten hours per day.

2. He is also entitled to an additional amount sufficient to cover a fair rate of interest on the amount invested in his business.

3. He is justly entitled to an amount sufficient to cover all of the expenses incurred in the carrying on of his business.

4. He is also entitled to an amount sufficient to cover unusual and unforeseen expenses, such as may be occasioned by a loss and stoppage of business by fire, or unusual loss in the way of bad debts, and by further loss from depreciation in values, such as have been going on during the past ten years, or such as may be occasioned by panics or short crops, the sure forerunners of hard times.

5. He is, furthermore, justly entitled to an amount from year to year which will enable him, after a number of years of hard and faithful service, and when he finds old age creeping on apace, to retire and enjoy the fruits of his labor in his declining years. The expression, "I am making a living," is not sufficient, and a necessity for its utterance is a rank injustice to the merchant himself, and to the family that appeals to him for its support. For a merchant to fully appreciate what profit should be realized, he should understand absolutely:

First, the cost of his wares; and, second, the cost of doing his business in selling his wares.

I am fully convinced that whereas a merchant may be fully posted as to the cost of his goods, too little thought and time is given to the cost incurred in their disposal. The selling of goods at retail at a certain average percentage above cost in dollars, instead of a certain profit on the bulk of goods handled, is the secret of so many failures in the road to prosperity of the average merchant, and this brings me to a comparison of profits twenty years ago, as compared with the profits of to-day.

In 1876, many here present were not actively engaged in the hardware business. Some of us, however, have served an apprenticeship covering a longer period than that, and you will kindly bear with me if I will enumerate some of the prices at which we were retailing goods twenty years ago.

Single bit axes, \$13.50 doz.
Single bit axes, \$1.50 each.
Double bit axes, \$24 doz.
Axe handles extra, \$4.75 doz.
Champion cross cut saws, 50c foot.
Patent saw handles, 60c pair.
Peavies, \$36 doz.
Boot calks (Ball), \$10 M.
Horse shoes, 7c pound.
Common bar iron, 3¼c pound.
Norway iron, 9c pound.

**RUBBER STAMPS
SEALS AND STENCILS**
WILL J. WELLER MUSKOGON MICH.

COIN! COIN!! COIN!!!

Should be neatly and accurately wrapped before banking. We make the only device for doing it properly.
SUCCESSFUL BANKERS give these to their depositors. If you prefer to buy, ask any stationer for them or send to us for prices and free samples.

ALVORD-BOLTON CO., MFRS.
29 GRAND RIVER AVE., DETROIT, MICH. U.S.A.



Sap Pails and Syrup Cans



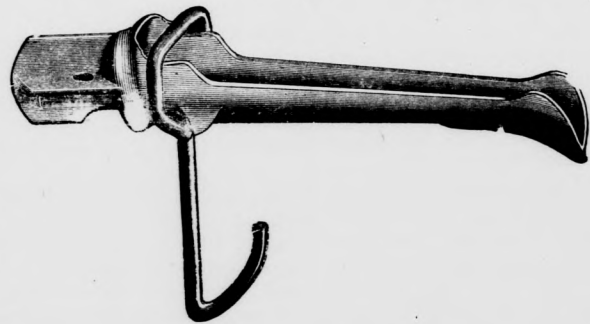
Our sap pails are full size and are guaranteed not to leak. They are made almost straight, flaring enough to peck conveniently. Our syrup cans are double seamed, both top and bottom, with packed screws.
Prices lower than ever. Send for price list of general line of tinware.

WM. BRUMMELER & SONS,

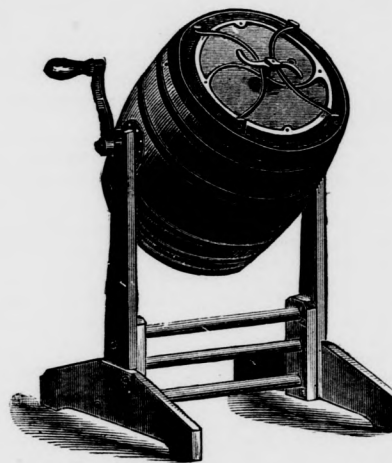
Manufacturers and Jobbers of
Pieced and Stamped Tinware.
Dealers in Rags, Rubbers and Old Metal.

Phone 640
260 S. Ionia St. Grand Rapids.

Post's Sap Spouts



The Favorite Churn



Both the best of their kind.
Get in your orders at once.

Foster, Stevens & Co.,
GRAND RAPIDS.

60	14x56 IX, for No. 8 Boilers,	} per pound...
75	14x56 IX, for No. 9 Boilers,	

a little incident in history which was a matter of much interest to me when I first read it and which may be familiar to many of you. General Grant, in his "Memoirs," describes his experience in the beginning of the war, when, as a colonel, he was commanded to take his regiment and engage a certain Colonel Harris, commanding a Confederate regiment at Mexico, Missouri, and as his language is much clearer and more eloquent than mine could possibly be, you will pardon me if I quote from his "Memoirs." General Grant says:

"While preparations for the move were going on I felt quite comfortable; but when we got on the road and found every house deserted, I was anything but easy. In the twenty-five miles we had to march we did not see a person, old or young, male or female, except two horsemen who were on the road that crossed ours. As soon as they saw us they decamped as fast as their horses could carry them. I kept my men in the ranks and forbade their entering any of the deserted houses or taking anything from them. We halted at night on the road and proceeded the next morning at an early hour. Harris had been encamped in a creek bottom for the sake of being near water. The hills on either side of the creek extend to a considerable height, possibly more than a hundred feet. As we approached the brow of the hill from which it was expected we could see Harris' camp and possibly find his men ready formed to meet us, my heart kept getting higher and higher until it felt to me as though it was in my throat. I would have given anything then to have been back in Illinois, but I had not the moral courage to halt and consider what to do; I kept right on. When we reached a point from which the valley below was in full view I halted. The place where Harris had been encamped a few days before was still there and the marks of a recent encampment were plainly visible, but the troops were gone. My heart resumed its place. It occurred to me at once that Harris had been as much afraid of me as I had been of him. This was a view of the question I had never taken before; but it was one I never forgot afterwards. From that event to the close of the war, I never experienced trepidation upon confronting an enemy, though I always felt more or less anxiety. I never forgot that he had as much reason to fear my forces as I had his. The lesson was valuable."

This is human nature, and human nature is the same the world over. The same instincts that prompted Colonel Grant are alive and constitute a part of the being of every man present here. The application to be made is this: Your competitor is just as much afraid of you as you are of him; he may be running away from you on the price of screws, but you may rest assured you are running away from him on the price of bolts. From you he may be retreating on price of tinware, while you are getting to the rear as fast as possible on price of carpenters' tools, and the interested customer who is a non-combatant in the fray, stands aside and smiles at the discomfiture of both parties and reaps the major part of the benefit. I would, therefore, urge that friendly relations between competitors—relations which will not make it necessary for either party to retreat in disorder—be brought about among dealers in the same town in all sections of our State, and when this is fully accomplished, I cannot but feel that the retail hardware dealers of Michigan are well on their way in the road towards prosperity.

It is often remarked that good service and genuine, hearty politeness will sell goods in competition with cut prices. This is true, but are you mourning about cut prices without seriously trying the good-service plan? No use thinking of this matter any longer—try it.

Remember if your competitor has an attack of spring fever a little later and lets his business drag, it's a good time for you to hustle all the harder.

Direct and Indirect Value of Specialties.

I believe that all druggists should have a line of specialties, for their advertising value if nothing else. In this you have an advantage over all other lines of business. The druggist who cannot create a good local demand for a preparation of his own has a poor preparation or is a mighty poor advertiser. You have every advantage over the foreign advertiser who, at long range, forces the sale of his goods. Successfully advertise your specialties and you bring people to your store that you could not otherwise reach. If their coming does not benefit your general trade, there is something the matter with the store.

Make your line of remedies or special preparations with their advertising value in mind. Make them as good as you can, give a liberal amount for the price, and always guarantee them. If it's a cough remedy, be diligent during the cough season. Change your advertisements as often as you can, and never use the same one twice. Take up one point at a time and drive it home as forcibly as you can. Keep the guarantee prominent. If you advertise a specialty and let the advertisement run over a week, you are your own worst enemy. If your preparation amounts to anything, you have material for a dozen advertisements. A dozen points emphasized in a dozen advertisements give your advertising a cumulative effect that would be entirely lost if you relied on a single advertisement. If you appear to have a great deal to tell about your remedy, you are bound to make people believe it has value.

Tell of the chief characteristics of your remedy, how long made, size of bottle, harmless nature, guarantee, amount sold, what customers say. Give local testimonials if possible. Talk of coughs and colds, their dangers, what they lead to, proper treatment, necessity of having a good remedy in the house, children's coughs, throat troubles, etc. Any of the above points and scores of others might be made the subjects of different advertisements. Keep the price and guarantee prominent. If the advertisements are well written and a campaign of this kind does not bring results, you can safely conclude that something is the matter. The size of the advertisement, the position, or the medium may be at fault.

U. G. MANNING.

A New Atrocity in Advertising.

The long-suffering public is threatened with a new and particularly hideous phase of bill-board advertising. Some German of misguided genius has patented and is preparing to put on the market in this country a new kind of phosphorescent paint for use in lettering all kinds of advertisements on city boardings and country fences. The letters show in common black, white or other colors during the day, but at night they shine with smoky, lurid, and altogether weird brilliancy. At present, there is at least some surcease of suffering for the offended eye when darkness covers up the horrors of the bill-boards, but unless this foreigner and his invention are suppressed the streets will be a constant nightmare, and a night ride on a railroad in the suburbs will be productive of delirium tremens with every fence and stone along the track shooting at one sulphurous commands to take Blank's pills and wear Buff's liver-pads.

HAS NO EQUAL FOR CARRIAGES AND HEAVY WAGONS



Keeps axles bright and cool. Neve Gumsr

1 lb.	TIN BOXES	4 doz. in case.	25 lb. Wooden Pails.
3 lb.		2 doz. in case.	
5 lb.		2 doz. in case.	

Scofield, Shurmer & Teagle,
GRAND RAPIDS.

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

Dry Goods

KEEPING STORE IN '36.

Written for the TRADESMAN.

There are not many men living who kept store in 1836, and men who have lived fifty years since they retired from a successful mercantile business are not met with every day. There is one such man living in the old historical village of Vittoria, Ontario. He lives in a fine home and for many, many years the interest on his permanent investments has enabled him to live the life of an English country squire. The name of this hale and hearty old representative of Canadian torism is Oliver Mabee. His grandfather fought the "Yankee rebels" in the War of the Revolution, and, although his home was confiscated and himself expatriated by the aforesaid "Yankee rebels" at the close of the war, he and his fellow United Empire Loyalists are held up as the very embodiment of all the virtues, as well as of all the heavenly graces. "Blue blood," in this country, is U. E. L. blood, and the more a man has of it coursing through his veins, the more recherche he is supposed to be! This makes Oliver Mabee, Esq., a man of more than ordinary importance.

Mr. Mabee's son conducts a general store in the village at the present time, and the squire spends a large portion of his time in this store, telling stories and chatting sociably with the customers of the store. From a casual remark dropped by the squire one day, recently, the writer learned that he had kept a store in the town of Simcoe away back in the year 1836, and at the first opportunity the old gentleman was cornered for a talk on old times.

The squire is a leading deacon in the church and a strict temperance man. He spoke as though certain customs in vogue in the old times were all right then, but was sure those same customs would be sinful at the present time. The following is the "gist" of what he said:

"Yes, I kept store in this country in 1836. It was my father-in-law's store, really, as I possessed no capital when I joined him. But I had the ambition to make something and a good physical constitution to back up my ambition; this was all that was required to make money in those days.

"There were only four or five stores in Simcoe when we opened our store. We kept a general stock. There was no jobbing trade center in Canada that amounted to anything nearer than Montreal. Our goods were brought up the Lakes, and we smuggled large quantities of merchandise from the other side, especially teas. Young Hyson, Old Hyson and Gunpowder were the principal teas sold, the prices ranging from \$1 to \$1.50 per pound. Our competitors smuggled their teas and as, of course, we could not pay the duties and compete with them, we smuggled out teas as the regular order of doing business. There were certain men who made smuggling their business and we purchased quite largely from them. Sometimes we smuggled on our own account. I had two wagon loads of tea secreted over there in the old barn on one occasion.

"Spirituos liquors formed no inconsiderable part of the stock in every store. We kept some brandies, Holland gin, Jamaica rum, white wines, sherry wines and whiskies. There was

no beer in those days. We manufactured a certain drink called "peppermint" which we sold to the tavern-keepers; we had a big trade in this liquor. We sold the best imported Holland gin at \$2 per gallon, and the best whiskies sold for about 50 cents a gallon. Liquors were pure and cheap at that time and were consumed by the people as a common beverage. Very little coffee was used and tea was an expensive luxury. Strange as it appears to the present generation, tea was considered a bit of extravagance in which the poor could ill afford to indulge; but liquor of some kind was looked upon as being indispensable in the economies of the household—a positive necessity.

"Doctors were few in number and none were overworked in practice. The people were rugged and healthy, as a rule, and about the only medicine taken was a 'bitters' of some sort, and you may be sure whatever the barks, roots or leaves might be, whisky was the great solvent.

"'Made money?' Oh, yes—it was no trick to make money in those days. People came as far as twenty miles to trade with us. Every 'four-corners' did not have a store, as nowadays. The railroads had not yet appeared to equalize and level up things, and every little trade center was a 'law unto itself' in the regulation of business profits. We fixed our own margins of profit, and it goes without saying they were satisfactory to us. The merchant of to day has no voice in the matter of controlling profits, and the only party having reason to be satisfied is the consumer. Then, every man engaged in business made money, or at least could make money; now, it is absolutely impossible for every man to even pay expenses. Why, we even made money on sugar! A muscovado sugar that cost us 10 cents a pound we sold at 15 cents a pound. What would the merchants of to-day think if they could make 50 per cent. profit on their sugar even? They would stand a chance to make a little money, wouldn't they? We sold calico at 50 cents a yard. Cotton brought 25 cents and other dry-goods were in proportion. Wrought nails were the only kind used, and they became considerably cheaper in our time—we sold them at 20 cents a pound, while shortly before our time every pound of nails cost the farmer a bushel of wheat!

"'Dead beats?' What are they? Oh! Why, no. We lost very little in that way. The settlers were an industrious, economical and prudent class of people and, as a general thing, paid their way as they went along. In a new country the merchant is more intimately acquainted with his trade, well knowing whom to accommodate and whom not to accommodate. Oh, no; I guess the 'dead beat,' as you call him, must be a product of modern times, for I never heard of him in my time."

E. A. OWEN.

The Clark Thread Co., Newark, N. J., which recently inaugurated the restaurant scheme, where its employees can get a good lunch, properly cooked and well served, at cost, has recently introduced another innovation. Throughout its various factories there have been conveniently established well-filled medicine chests, containing simple remedies, plainly inscribed, with their application, so that in the event of sudden illness on the part of the operatives, prompt treatment may be had. In addition each chest contains bandages, plasters, salve, etc.

A slight jerk--the spring does the rest

Pointers on Window Shades



We have them in all colors, styles and prices. Packed in boxes of a dozen each. They are easy to hang and there is money in it for you. House cleaning time means new shades. Do not delay but place your order now.

VOIGT, HERPOLSHEIMER & CO.

WHOLESALE DRY GOODS

GRAND RAPIDS, MICH.

Upholstering Goods

Curtain poles and trimmings, extension rods, curtain fixtures, window shades, opaques, all widths staples, shades for curtains and a complete line of draperies and mulls for fancy curtains. Write for prices.

P. STEKETEE & SONS,

GRAND RAPIDS

Established 1862.

SPRING & COMPANY

IMPORTERS and JOBBERS.

Show
Largest
Line
of

Gents' Furnishing Goods

Ever Offered by Them

Their new Spring Goods, including White Goods, Prints, Ginghams, Embroidery, etc., are very inviting.

GRAND RAPIDS.

JUST RIDDEN THE GOAT.

VESTA

Was the
Candidate.

She is the only one that is "in it."

Admitted because she is Queen.

An entirely new scouring article put up in 10 oz. silvered boxes 36 in a case. Costs you \$2.20.

Free samples supplied.

Ask your jobber for it or write to

La Besta Manufacturing Co.,

TECUMSEH, MICH.

We make the famous LA BESTA Washing Powder.

The Profession of an Accountant.

Among the numerous suggestions that can be made as to the manner of conducting the practice of the profession of an accountant so as to build up a business as time progresses, is that of cultivating the quality of thoroughness, which is one of the principal recommendations of a public accountant. To be thorough is not to strain after small details, but it calls for the exercise of the highest grade of judgment that is attainable in order to avoid making what may be construed as a misleading statement of the important facts involved. To keep to this line the accountant should accustom himself to learn to discriminate more keenly in complex situations and carefully study by what means he can arrive at a decisive result. To fully develop this most important qualification, strict impartiality is to be cultivated. To be known as a "fair accountant," with a well-balanced mind, good physical health and a comfortable bank account, will do much to assist in arriving at a correct conclusion and to keep one free from the blunder of breaking through ice in order merely to find cold water.

To carefully study the moral character of those for whom an accountant works will greatly assist him in keeping out of future trouble, for in reading the financial advertisements of the recent past years there is often to be met with the prospectuses of industrial and other enterprises, with the names and occupations of the directors and officers, also the certificates of the valuers of the property, accompanied by the certificate of a public accountant, setting forth past profits in an astonishing array of figures, and perchance the report of some civil engineer; but as time has passed, many of these "Arabian Nights" showings have bitten the dust and are mentioned no more in refined financial and social circles; yet in all these promotions there is an overlooked element of the personal honesty and intellectual capacity of those who were engaged in the enterprise at its inception, and in whose care the money of the public was to be confided. In some instances, if the record of such persons had been gone into, their evidence would not have been thought worthy of use in a sheep-stealing case.

Again, in reviewing the recent failures, it may be worth while to mention that they have been of several kinds. There is the absolute failure, in which the concern is wound up and finally obliterated. Then there is the failure followed by the reorganization, which plan is being gradually evolved by the commercial world, in its effort to obtain some salvage, and but few wrecks are there which do not contain salvage if properly managed.

The absolute failure, while it saves worry and trouble and affords a comfortable living to those who in one way and another aid in dispensing justice, produces but little to the common, unsecured creditor. The failure of an industrial plant that is to be followed by reorganization is of special interest to the public accountant, who is generally appointed by the committee having the matter in charge, to investigate and submit a report, which might go into the causes of the failure, as well as the future prospects of the new concern. In a case of this kind the causes of the failure are the most important element to be comprehended by the accountant, for the reason that should the same causes affect the future operation of the

enterprise, this is the time to face and provide for them.

A very important proposition will confront the accountant who is to investigate the past workings, with a view to ascertaining the income and operating expenses of the executive management—the income as distinguished from income from interests derived from past savings or invested capital, and the operating expenses as distinguished from expenditures in the way of fixed charges, as interest on loans or insurance, or officers' salaries which will not increase with an increase of production.

A careful consideration of the foregoing should be attended to by all who have the accountancy department of any establishment in charge. For example, the cashier of a bank who produces good results by his able executive management of the clerks and careful collections, should not be charged with the losses by bad debts made by an incompetent president or an inefficient board of directors, in a financial statement of affairs.

Proper accounting should always keep the different classes of income and expense segregated and by no means allow them to be conglomerated into one general account of profit and loss. By this means each department will receive due credit or censure, as the result may determine.

Finally, the most important thing for a public accountant to cultivate, is to learn to read human character correctly, and, as he gives more and more attention to this important subject, he will observe that there are but few in this busy world who know how to handle and successfully accumulate wealth; for, while acquisitiveness is but an outgrowth of that natural desire of self-preservation which has been implanted in man by nature, it is seldom that this faculty becomes so largely developed that the possessor may claim to rank as an accumulator, or, as is more popularly called, a financier. It is seldom a man is found with a capacity for seeing through the mass of rubbish that has entered into the make-up of many modern prospectuses.

The United States is now going through those economic changes that take place in the material as well as the natural world, and are as familiar to the trained financier as the handwriting on the rocks is familiar to the geologist. While we have not yet finished with hard times, there is but little doubt but that the worst is over and a gradual improvement may be looked for in the commercial world. With it will come a desire on the part of those who have accumulated some part of this world's goods to use common sense means to endeavor to retain it. "Fortunate is he who has not a speculative disposition," may be said by those who start out to trace effect from cause. Money, or the medium of exchange, is as much at the command of the plain person with no special education as those who should know how to accumulate, and it is well for the accountant in all reorganizations to watch out for the master financial mind and get his opinion on the subject in hand.

FRANK BLACKLOCK.

The merchant who closely follows the seasons will not come out behind when the year closes.

Rubber Stamps

Detroit
Rubber Stamp
Company -

99 Griswold St., Detroit.

THE STIMPSON WINS

"The Computing Scale Company of Dayton, Ohio, brought suit in the United States Court at Detroit, Michigan, against the Stimpson Computing Scale Company for infringement of our patents, and for damages for such infringement.

"If the infringement is proven **all users of the scale will be liable for damages.**" From advertisement of the Computing Scale Co., Dayton, Ohio, in the Michigan Tradesman, March 11, 1896.

We beg to inform the public that the infringement was **not proven**; therefore, users of the Stimpson Scale will **not be liable for damages.**

On March 9, 1896, a decree was issued by Judge H. H. Swan in the U. S. Court at Detroit, holding that the Stimpson scale does not infringe patent sued on, and complainant's bill was dismissed with costs. This decree settles the question of infringement and it cannot be appealed from.

We wish to thank our many friends and customers for their loyalty, and assure them that we shall use every effort to maintain the high standard of the Stimpson scale, and endeavor by all **honorable methods** to increase its present popularity and merit your continued patronage.

The Stimpson Computing Scale gives you both weight and value by the movement of one poise.

Respectfully yours,

Stimpson Computing Scale Co.,
TECUMSEH, MICHIGAN.

Easter Hams

"Ham and Eggs" for breakfast on Easter Sunday morning is a time-honored custom, and one which we believe will be observed this year. We know that on this joyous occasion people will want the **best**. We expect a large trade during Easter week, and are prepared for it, but in order that all may be assured of having their orders filled as desired, we respectfully request our patrons to send in their orders early. We have a large stock of **very choice light average mild cure hams**, either light or dark smoke, which we know will suit the most particular trade, and during these few days will make especially low prices on mail or telephone orders. We can also fill all orders promptly for Hams large or small, choice Bacon, Shoulders, Picnic Hams, Lard, etc. If not using our goods please send us a trial order.

Hammond, Standish & Co.,
DETROIT.

All Jobbers have them

S.C.W.
50 CIGARS.

PERKINS & HESS, Dealers in **Hides, Furs, Wool and Tallow**

We carry a stock of cake tallow for mill use.

Nos. 122 and 124 Louis St.,

Grand Rapids.

Commercial Travelers

Michigan Knights of the Grip.

President, S. E. SYMONS, Saginaw; Secretary, GEO. F. OWEN, Grand Rapids; Treasurer, J. J. FROST, Lansing.

Michigan Commercial Travelers' Association.

President, J. F. COOPER, Detroit; Secretary and Treasurer, D. MORRIS, Detroit.

Gripsack Brigade

The earth may be the commercial traveler's workhouse, but heaven is his storehouse.

Neatness and artistic arrangement of your samples help to hold customers, if not attract them.

Frank M. Tyler has returned from a week's consultation with his house, the Howard Furnace Co., at Syracuse.

A line of samples properly and neatly displayed in your sample room is like a living picture—good to look upon.

In the world of successful business there is no such thing as standing still. Progress is the watchword of the hour.

O. H. Degener, of Marquette, who travels for Koch, Loeb & Co., Milwaukee, has been on the sick list the last four weeks.

Something like old-time animation may be seen about the hotels in the city, and this means that a better trade is doing than in many months.

It is the endeavor of most commercial travelers to be of good use to their fellow-men in this world, for they believe it is one of the ways to be happy.

It isn't always possible to avoid disappointing your customers, but it's never a good thing to do. They're not so easy to get that one can afford to drive them away.

A wider and closer understanding among the men on the road as to the trustworthiness of credit-seekers would stop a large share of losses incurred by the firms they represent.

Marquette is a favorite town with traveling men. About twenty-five make the city their home and fifty more usually Sunday there. There is some talk of organizing a travelers' club there.

Jacob B. Zink, of Sturgis, who joined the Michigan Knights of the Grip March 24, 1891, died March 21. His membership number was 1,438. The death benefit is payable to the wife, Sarah A. Zink.

Don't fuss and grumble in your travels here and there, but remember that a man in a comfortable frame of mind glides through the world of business easier, earns more and lives longer than he who is discontented.

There's no special credit due the traveling salesman who sells goods in the immediate territory in which his firm is located, but praise is certainly due to the man who spreads out into the territory of his competitor and at the same time teaches him to respect his.

E. I. Peck, alias "Pinky Peck," the popular traveler for Morley Bros., in the Upper Peninsula, is doing the trade. Pinky is one of those whole-souled fellows whom it is a pleasure to meet. He has more friends to the square inch than the average traveler and enjoys a fine trade.

J. A. Ferguson, Traveling Freight Agent for the Michigan Central Railway in the Lake Superior country, is an inveterate joker. He lays awake nights scheming and planning new tales. Any one having an overstock of rice should send some to him. He needs it to use on innocent passengers.

The successful merchant always welcomes the traveling man and studies his line of samples. He is not wedded to a certain number of wholesalers, but believes in the liberal distribution of his orders, knowing that such a proceeding will beget liberal approaches, and thus better enable him in his knowledge of the goods that are on the market.

It must be admitted that the commercial traveler has become a class. He is represented by his own journals and his own organizations and is going to take a concerted hand in what is going on. It is fair to suppose that what the traveling men undertake they will accomplish, for they must be credited with sufficient resources of energy and intelligence to back their own organization.

If you have to sell goods from samples on the road, make your occupation as a commercial traveler a specialty. What is a specialty, you ask. Well, it's the knack of doing one thing well. It's natural that the man who can do one thing well should beat the fellow that can do several things in an ordinary way. This jack-of-all trades and master of none has no place in modern business methods—he's a back number.

The benefits which accrue to the merchants of the country which is cheaply and readily accessible to the commercial tourist cannot be overestimated. The merchant is placed in a position which assures him of frequent connections with the market and the railroads become beneficiaries by an increase in the bulk of freight that passes over their lines. Hence, if railroads consider the best interests of their constant patrons—the traveling men—they should grant them the asked for 5,000-mile interchangeable ticket. The commercial travelers are certainly entitled to this consideration at the hands of the railway corporations.

The Manufacturer and the Tradesman.

Written for the TRADESMAN.

Among the many ideas which have been suggested for the solution of the problem regarding the collection of accounts due the merchant, there is one which would seem worthy of consideration.

When a manufacturer establishes a business in a town, he is part and parcel of the town. The interests of the town and its people are his interests and whatever affects the interests of the tradespeople will, to a greater or less extent, affect him. For these reasons why should not the manufacturer work for the interest of the merchant, and the merchant for the interest of the manufacturer?

We believe in the theory that, if a man is dishonest with his grocer, butcher or his dry goods merchant, he will be dishonest with his employer should opportunity offer. An employee may not have a chance to steal money or cheat his employer out of it, but, if he is of a dishonest disposition, he will be finding ways to be dishonest with his work. He will shirk or slight it, and, if he does not actually steal material, it will be because he cannot use it, or is too closely watched.

We believe that a man who is not honest should be made honest by being made to pay his debts. We are told that nine-tenths of the business of the world is done on credit. The merchants of Michigan are as careful in business affairs as they are anywhere else and we believe that they are entitled to and

should receive as fair consideration at the hands of their own townspeople.

The merchant does not give credit for the simple purpose of increasing the volume of his business, but as a matter of kindness to people in distress; and credit is not given unlimitedly. When application is made for credit the tradesman investigates and, if he finds that the applicant is worthy, will grant credit to such an amount and for such time as seems reasonable. Sometimes it is asked for when a shop is shut down for a time; or maybe accident has placed the applicant in such a position that he cannot work for a time; in other cases sickness, maybe death, in his family has placed the applicant in a condition to need help. Even after careful investigation of the story of the applicant, the merchant often finds that he has been imposed upon, and, when payment for his goods should be made, finds that the debtor has told the same or some other story to various other tradesmen and owes more than he can possibly pay. The merchant has no chance to recover by law, for the reason that the back-number exemption laws of the State allow more than is due at any one time, and the debtor can continue to tell his pitiful story, get credit and laugh in his sleeve at the merchant who wants pay for his goods.

The argument made against this side of the question is that the merchant should not trust dead-beats. Admitted; but, if the dealer refuses credit to people who ask it, in very many cases—yes, in a majority—deserving people would be placed in a condition which would make them paupers and city charges, or they would have to suffer the fate of the unfortunate but proud and go hungry and cold because of the lack of necessities for which they can pay as soon as they get past their present misfortunes. We learn that, in several cities in Northern Indiana, the manufacturers require their employees to pay their debts or look for a new job. There are, also, many of the manufacturers of our own State who follow this plan, and we believe that it would be but simple justice if all would do so. Requiring a person to be honest would work no hardship, but, on the contrary, would be a benefit. If a man pays his honest debts he has a reputation that will enable him to obtain credit again; whereas, if he cheats his grocer or butcher, he will be dishonest to himself and to his family.

In talking with people in trade, we find that a manufacturing plant which has many dead-beats employed is looked upon with suspicion, especially if the manufacturer says it is none of his business how much his men beat other people.

The manufacturer is, of course, entitled to all the time of his workmen during working hours, and it would, obviously, be detrimental to have their time taken up by collectors; but there is an easy way out of this difficulty. We would suggest that the tradesman send to the manufacturer a statement that such and such employees are indebted to him. Let the foreman of the shop call the attention of the debtors to the fact and, in a majority of cases, this will be all that will be required to have the claim settled, for the debtor will have it in mind that the foreman has an eye on him and he will make arrangements to get out of debt if he is given to understand that, unless he does so, he will find himself out of a job.

The time will come when this state

of affairs will be righted; when the manufacturer and the merchant will work in harmony; when the employee will pay his debts and the pauper list and taxes will be diminished, and when the poorhouse and the prison will not require enlarging every few years. God speed the time!

W. H. PORTER.

Jackson, Mich.

Experiments with roasted coffee prove it to be a powerful means of rendering harmless and destroying animal and vegetable effluvia. If a room needs a disinfectant, simply carry a coffee-roaster, in which a pound of coffee has been newly-roasted, through it. But the best mode of using the coffee is to dry the raw bean, pound it in a mortar, and then roast the powder on a moderately heated oven or tin plate, until it becomes a dark brown color. Then sprinkle it in sinks and cesspools, or expose it on a plate in the room.

Smoke the Dodge Club Cigar.

Association Matters

Michigan Hardware Association

President, F. S. CARLETON, Calumet; Vice-President, HENRY C. WEBER, Detroit; Secretary-Treasurer, HENRY C. MINNIE, Eaton Rapids.

Northern Mich. Retail Grocers' Association

President, J. F. TATMAN, Clare; Secretary, E. A. STOWE, Grand Rapids; Treasurer, J. WISLER, Mancelona. Next Meeting—At Grand Rapids, Aug. 4 and 5, 1896.

Traverse City Business Men's Association

President, THOS. T. BATES; Secretary, M. B. HOLLY; Treasurer, C. A. HAMMOND.

Grand Rapids Retail Grocers' Association

President, E. C. WINCHESTER; Secretary, HOMER KLAP; Treasurer, J. GEO. LEHMAN. Regular Meetings—First and third Tuesday evenings of each month at Retail Grocers' Hall, over E. J. Herrick's store.

Owosso Business Men's Association

President, A. D. WHIPPLE; Secretary, G. T. CAMPBELL; Treasurer, W. E. COLLINS.

Jackson Retail Grocers' Association

President, BYRON C. HILL; Secretary, W. H. PORTER; Treasurer, J. F. HELMER.

Alpena Business Men's Association

President, F. W. GILCHRIST; Secretary, C. L. PARTRIDGE.

Lansing Retail Grocers' Association

President, F. B. JOHNSON; Secretary, A. M. DARLING; Treasurer, L. A. GILKEY.

Cutler House in New Hands.

H. D. and F. H. Irish, formerly landlords at the New Livingston Hotel, at Grand Rapids, have leased the Cutler House, at Grand Haven, where they bespeak the cordial co-operation and support of the traveling public. They will conduct the Cutler House as a strictly first-class house, giving every detail painstaking attention.

Bridge Street ...House...

Corner of Bridge and Kent Streets,

Grand Rapids, Mich.

Rates \$1 and \$1.25 per day.

Best House in the State for the Money.

E. FULLERTON & CO., Props.

PUREST 10 CENTS BEST



GREEN SEAL

SELL THESE

CIGARS

and give customers good satisfaction.

Drugs==Chemicals

STATE BOARD OF PHARMACY.

One Year—C. A. BUGBEE, Charlevoix
Two Years—S. E. PARKILL, Owosso
Three Years—F. W. R. PERRY, Detroit
Four Years—A. C. SCHUMACHER, Ann Arbor
Five Years—GEO. GUNDRUM, Ionia
President, C. A. BUGBEE, Charlevoix.
Secretary, F. W. R. PERRY, Detroit.
Treasurer, GEO. GUNDRUM, Ionia.
Coming Meetings—Grand Rapids, March 3 and 4,
Detroit (Star Island), June 23,
Lansing, November 3.

MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

President, GEO. J. WARD, St. Clair.
Vice-Presidents—S. P. WHITMARSH, Palmyra;
G. C. PHILLIPS, Armada.
Secretary, B. SCHROEDER, Grand Rapids.
Treasurer, W. M. DUPONT, Detroit.
Executive Committee—F. J. WURZBURG, Grand
Rapids; F. D. STEVENS, Detroit; H. G. COLMAN,
Kalamazoo; E. T. WEBB, Jackson; D. M. RUSSELL,
Grand Rapids.

The Drug Market.

Acetanilid—Remains quiet under a light jobbing demand, with quotations nominally steady.

Acids—The demand has been moderate and mainly for jobbing parcels, with all leading descriptions sharing in the distribution, and the general market retains a fairly steady undertone.

Alcohol—The market for grain continues moderately active, with prices steady.

Arsenic—Prime English is firmly held. Foreign markets continue strong under exceedingly light stocks.

Balsams—There is an active demand for copaiba, and jobbing parcels have been moving freely. Tolu continues in light supply, and small lots are moving. Peru is quiet and easier. Canada fir is also quiet.

Barks—The only change reported in this department is a decline in buckthorn.

Beans—The consuming demand for tonka has shown some improvement and prices continue firm. Mexican vanilla continue active in a jobbing way with values strong.

Cacao Butter—Remains quiet with quotations nominally steady.

Caffeine—Is without demand of consequence and quotations remain unchanged.

Cantharides—Business is of the light jobbing order, with former quotations yet current.

Cascara Sagrada—The demand continues active with values firm and a good business is reported.

Cassia Buds—Continue to move in small lots.

Cocaine—The market is inactive and featureless. There is no improvement reported in the situation abroad.

Codeine—Is moving only in small jobbing parcels at old prices.

Cod Liver Oil—No further business has transpired in round lots, and the market is less active, but there is a good jobbing inquiry and values continue firm.

Colocynth Apples—Limited sales of jobbing quantities are reported.

Cream Tartar—Manufacturers' quotations are nominally steady at the recent decline.

Cubeb Berries—Are dull with values barely steady.

Cuttle Fish Bone—The trade demand is fairly active and prices are well sustained.

Ergot—There is some inquiry, but only small lots are moving and values are unchanged.

Essential Oils—Sassafras has shown considerable animation during the week and prices of all descriptions have im-

proved. Artificial has been marked up, the advance being due to scarcity and high prices of raw material. Cajepit is firmer. Other descriptions have not received much attention, and aside from the business in sassafras, only jobbing sales are reported.

Flowers—The general movement is wholly of a jobbing character, and no changes of consequence are reported in prices of any variety.

Glycerin—Consuming orders continue to absorb a fair amount of stock, and values remain firm.

Gums—A good demand is reported for Curacao aloes, and jobbing parcels are finding an outlet. Asafetida continues active and steady. Camphor is in fairly active request for consumption, with prices firm. Senegal are also higher under a similar influence.

Leaves—Short buchus continue active and steady. All grades of Alexandria senna have been advanced about 10@20 per cent. Tinnevely are also stronger. The demand for both continues quite active, and the tendency of values is still upward.

Lycopodium—Is unsettled and easy owing to competition, and values have declined.

Manna—The inquiry is light and wholly for small parcels, with quotations maintained.

Menthol—Is easier abroad and values here have been reduced.

Opium—The market is somewhat firmer compared with the situation a week ago, but reports are conflicting.

Quicksilver—Is in limited request, but steady.

Quinine—The market is without change or new feature, and the business reported is almost exclusively in jobbing quantities to meet current requirements of the consuming trade. Manufacturers' prices remain steady.

Roots—Ipecac is firm. There have been considerable sales of jalap, from first hands on private terms, but the situation has not improved. Senega, golden seal and serpentaria are all very quiet in the absence of orders from abroad. About 100 bales gentian arrived during the week, but the market is yet very firm.

Seeds—The market for canary is dull and weak, with the Smyrna variety somewhat depressed, and spot prices have been reduced. Coriander is easy and moving moderately at concessions. Celery is unsettled and irregular. Italian fennel has declined. Russian hemp and German rape are both firm. Mustard are quiet and without new feature of interest. Cardamoms of all kinds continue firm under the influences previously noted.

Spermaceti—The market is easy and prices have declined.

Sponges—The general situation is unchanged; all primary markets continuing to show considerable strength, but the demand from the drug trade is not urgent, and only jobbing sales are reported. Full prices, however, are being realized for all desirable varieties.

Sugar of Milk—Continued activity is reported, with the market ruling firm, the sales showing the former range.

Dollars for Cents.

Send 10 cents in stamps to Charles P. Hill, Manistique, Mich., and get his book on stock-keeping and you will learn how to make money in your business, where you now lose it.

Thoroughly investigate old methods and you will evolve new ones. Intolerance is the devil's delight. Charity and patience his bete noir.

"Figures do not lie," but they are the best friend a financial liar ever had.
Smoke the Dodge Club Cigar.

PECK'S HEADACHE.....
POWDERS
Pay the Best Profit. Order from your jobber

HUMMER CASE

OUR
25c
SIZE
MAKES
16
QUARTS.

COSTS \$5
RETAILS FOR \$9

CONTAINS
3 dozen 8 oz. 25c. size.

Handsome Show Cards,
Hangers,
Posters, Etc.

ONE LARGE BOTTLE

FREE.

Will make 1,000 sample glasses.
Keep a pitcher full and serve all your customers free, and you will sell a "Hummer" Case every day.

Make Money

By ordering the big

\$25 DEMONSTRATOR

This outfit is packed in three cases, and contains
15 doz. 8-oz., 25c. size; retails for \$45.
1 doz. 24-oz., 50c. size; retails for \$6.
Total, \$51.
(Will last small store one week.)

The following goods FREE:

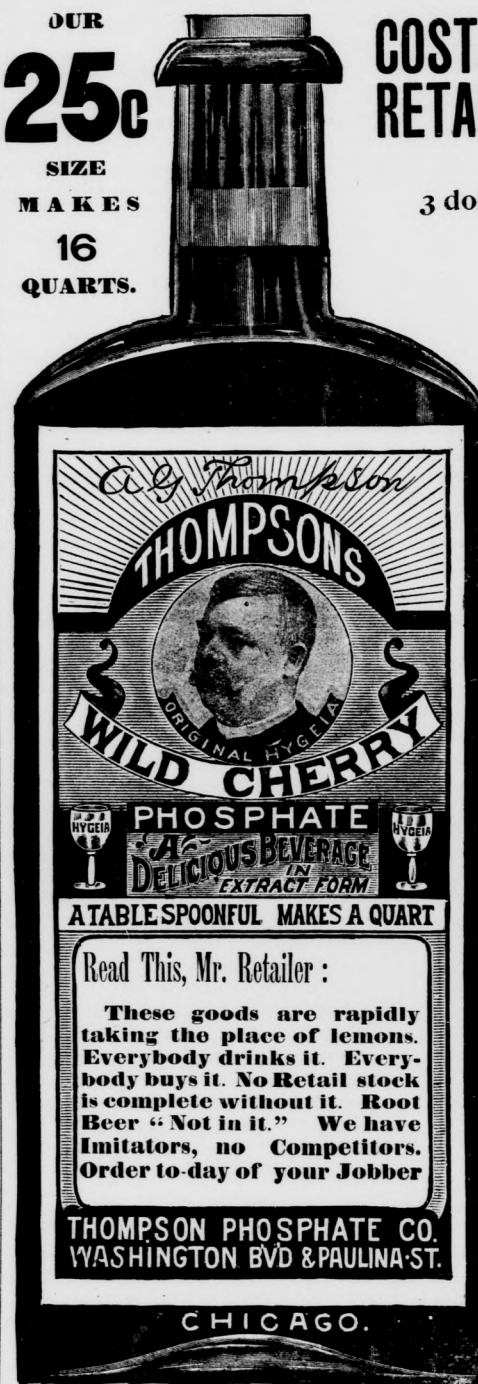
One 1-gallon jug for sampling, makes 2,000 glasses; one tray; six glasses; one pitcher; two muslin anners; ten colored signs; large posters; twelve beautiful oil painting reproductions in fourteen colors, size 12x17, one free to each purchaser of a 50c. bottle.

We guarantee this to be the original Thompson's goods.

N. B.—in ordering say so many "Hummer" or "Demonstrator."

Special Triple Extract, for soda fountains and soft drink trade. In one-gallon bottles; price, \$2. Will make thirteen gallons fine syrup at a cost of only 50c. a gallon.

24 oz. 50c. size, 1 doz. in a case; price.....\$4.00
8-oz. 25c. size, less than case lots; price, per doz.....\$2.00



Read This, Mr. Retailer :

These goods are rapidly taking the place of lemons. Everybody drinks it. Everybody buys it. No Retail stock is complete without it. Root Beer "Not in it." We have Imitators, no Competitors. Order to-day of your Jobber

THOMPSON PHOSPHATE CO.
WASHINGTON BVD & PAULINA ST.

CHICAGO.

GYPSINE

Practical Plaster Paris Wall Finish.

The only Permanent Finish that does not set or settle in the dish.

Ready for Use by adding Warm Water.

Equally well adapted to Plain Tinting or the heaviest Relief Work. Well Advertised. Well Known.

MADE ONLY BY

DIAMOND WALL FINISH CO.

Grand Rapids, Mich.

WHOLESALE PRICE CURRENT.

Advanced—Gum Arabic.		Declined—Turpentine.	
Acidum		Tinctures	
Aceticum.....	80@ 10	Aconitum Napellis R	60
Benzoleum, German	75@ 80	Aconitum Napellis F	50
Boricum.....	15	Aloes.....	60
Carbolicum.....	25@ 40	Aloes and Myrrh.....	60
Citricum.....	44@ 46	Assafetida.....	50
Hydrochlor.....	3@ 5	Aurantia Cortex.....	50
Nitrosum.....	8@ 10	Benzoin.....	60
Oxalicum.....	10@ 12	Benzoin Co.....	50
Phosphoricum, dil.....	10@ 15	Barosma.....	50
Salicylicum.....	55@ 65	Cantharides.....	75
Sulphuricum.....	13@ 15	Capsicum.....	50
Tannicum.....	1 40@ 1 60	Cardamon.....	75
Tartaricum.....	38@ 40	Cardamon Co.....	75
Ammonia		Catechu.....	1 00
Aqua, 16 deg.....	4@ 6	Cinchona.....	50
Aqua, 30 deg.....	6@ 8	Cinchona Co.....	50
Carbonas.....	12@ 14	Columba.....	50
Chloridum.....	12@ 14	Cubeba.....	50
Aniline		Cassia Acutifol.....	50
Black.....	2 00@ 2 25	Cassia Acutifol Co.....	50
Brown.....	80@ 1 00	Digitalis.....	50
Red.....	45@ 50	Ergot.....	50
Yellow.....	2 50@ 3 00	Ferri Chloridum.....	35
Bacca		Gentiana.....	50
Cubee.....	po. 18 13@ 15	Gentiana Co.....	50
Juniperus.....	6@ 8	Guaiacum.....	50
Xanthoxylum.....	25@ 30	Hyoscyamus.....	50
Balsamum		Iodine.....	75
Copaiba.....	45@ 50	Iodine, colorless.....	75
Peru.....	2 80	Kino.....	50
Terabin, Canada.....	40@ 45	Lobelia.....	50
Tolutan.....	75@ 80	Myrrh.....	50
Cortex		Nux Vomica.....	50
Abies, Canadian.....	18	Opil.....	50
Cassia.....	12	Opil, camphorated.....	50
Cinchona.....	18	Opil, deodorized.....	50
Eunonymus atropurp.....	30	Quassia.....	50
Myrica Cerifera, po.....	2 1	Rhatany.....	50
Prunus Virginiana.....	12	Rhe.....	50
Quillaja, gr'd.....	10	Sanguinaria.....	50
Sassafras.....	12	Serpentaria.....	50
Ulmus.....	po. 15, gr'd 15	Stromonium.....	60
Extractum		Tolutan.....	60
Glycyrrhiza Glabra.....	24@ 25	Valerian.....	50
Glycyrrhiza, po.....	28@ 30	Veratrum Veride.....	50
Hamatox, 15 lb box.....	11@ 12	Zingiber.....	20
Hamatox, 1s.....	13@ 14	Miscellaneous	
Hamatox, 1/2s.....	14@ 15	Ether, Spts. Nit. 3 F.....	30@ 35
Hamatox, 1/4s.....	16@ 17	Ether, Spts. Nit. 4 F.....	34@ 38
Ferru		Alumen.....	24@ 3
Carbonate Precip.....	15	Alumen, gro'd.....	3@ 4
Citrate and Quinia.....	2 25	Annatto.....	40@ 50
Citrate Soluble.....	50	Antimoni, po.....	4@ 5
Ferrocyanidum Sol.....	50	Antimoni et Potass T.....	55@ 60
Solut. Chloride.....	15	Antifebrin.....	10@ 15
Sulphate, com'l.....	2	Argenti Nitras, oz.....	5@ 55
Sulphate, com'l, by.....	35	Arsenicum.....	10@ 12
bbi, per ewt.....	7	Balm Gilead Bud.....	38@ 40
Sulphate, pure.....	7	Bismuth S. N.....	1 20@ 1 30
Flora		Calcium Chlor., 1s.....	9
Arnica.....	12@ 14	Calcium Chlor., 1/2s.....	10
Anthemis.....	18@ 25	Calcium Chlor., 1/4s.....	12
Matricaria.....	18@ 25	Cantharides, Rus. po.....	75
Folia		Capsici Fructus, af.....	1
Barosma.....	20@ 30	Capsici Fructus, po.....	15
Cassia Acutifol, Tin.....	18@ 25	Capsici Fructus, B. po.....	15
nevely.....	25@ 30	Caryophyllus, po. 15.....	10@ 12
Cassia Acutifol, Alx.....	25@ 30	Carmine, No. 40.....	3 75
Salvia officinalis, 1/2s.....	12@ 20	Cera Alba, S. & F.....	50@ 55
and 1/4s.....	12@ 20	Cera Flava.....	40@ 42
Ura Ursi.....	8@ 10	Coccus.....	40
Gummi		Cassia Fructus.....	25
Acacia, 1st picked.....	60	Centraria.....	10
Acacia, 2d picked.....	45	Cetaceum.....	45
Acacia, 3d picked.....	35	Chloroform.....	60@ 63
Acacia, sifted sorts.....	25	Chloroform, squibbs.....	1 15@ 1 30
Acacia, po.....	60@ 80	Chloral Hyd Crst.....	1 15@ 1 30
Aloe, Barb. po. 20@28.....	14@ 18	Chondrus.....	20@ 25
Aloe, Cape.....	10	Cinchonidine, P. & W.....	15@ 20
Aloe, Socotri.....	10	Cinchonidine, Germ.....	3 1/2@ 12
Ammoniac.....	55@ 60	Cocaine.....	5 05@ 5 25
Assafetida.....	22@ 25	Corks, list, dis. pr. et.....	65
Benzoinum.....	50@ 55	Creosotum.....	35
Catechu, 1s.....	13	Creta.....	2
Catechu, 1/2s.....	14	Creta, prep.....	2
Catechu, 1/4s.....	16	Creta, precip.....	11
Camphora.....	65@ 68	Creta, Rubra.....	8
Euphorbium.....	10	Crocus.....	50@ 55
Galbanum.....	1 00	Cudbear.....	24
Gamboge po.....	65@ 70	Cupri Sulph.....	50@ 6
Gualacum.....	po. 35 30@ 35	Dextrine.....	10@ 12
Kino.....	po. 83.00 60@ 65	Ether Sulph.....	75@ 90
Mastic.....	60	Emery, all numbers.....	6
Myrrh.....	po. 45 40	Emery, po.....	8
Opil.....	po. \$3.10@3.30 2 15@ 2 20	Ergota.....	30@ 35
Shellac.....	40@ 45	Flake White.....	12@ 15
Shellac, bleached.....	40@ 45	Galla.....	23
Tragacanth.....	50@ 80	Gambier.....	8@ 9
Herba		Gelatin, Cooper.....	60
Absinthium, oz. pkg.....	25	Gelatin, French.....	30@ 50
Eupatorium, oz. pkg.....	20	Glassware, Flint, box.....	60, 10@ 10
Lobelia.....	25	Less than box.....	60
Majorum.....	28	Glue, brown.....	12
Mentha Pip. oz. pkg.....	23	Glue, white.....	13@ 25
Mentha Vir. oz. pkg.....	25	Glycerina.....	19@ 26
Rue.....	39	Grana Paradisi.....	15
Tanacetum V oz. pkg.....	32	Humulul.....	25@ 55
Thymus, V. oz. pkg.....	25	Hydraag Chlor Mite.....	75
Magnesia		Hydraag Chlor Cor.....	65
Calcined, Pat.....	55@ 60	Hydraag Ox Rub'm.....	85
Carbonate, Pat.....	20@ 22	Hydraag Ammoniat.....	95
Carbonate, K. & M.....	20@ 25	Hydraag Unguentum.....	45@ 55
Carbonate, Jennings.....	35@ 36	Hydrargyrum.....	60
Oleum		Ichthyobolla, Am.....	1 25@ 1 50
Absinthium.....	3 25@ 3 50	Indigo.....	75@ 1 00
Amygdalae, Dule.....	30@ 50	Iodine, Resubli.....	3 80@ 3 90
Amygdalae, Amare.....	8 00@ 8 25	Iodoform.....	4 70
Anisi.....	3 10@ 3 20	Lupulin.....	2 25
Aurantia Cortex.....	2 30@ 2 40	Lycopodium.....	60@ 65
Bergamit.....	3 00@ 3 20	Macleis.....	65@ 75
Capluti.....	70@ 75	Liquor Arsen et Hy.....	27
Caryophylli.....	70@ 75	drarg Iod.....	12@ 12
Cedar.....	35@ 65	Liquor Potass Arsenit.....	2@ 3
Chenopadii.....	2 50@ 2 60	Magnesia, Sulph, bbl.....	11@ 11
Cinnamoni.....	2 50@ 2 60	Mannia, S. F.....	60@ 63
Citronella.....	75@ 80	Menthol.....	5 50

Morphia, S.P. & W.....	1 75@ 2 00	Sinapis.....	@ 18	Lard, No. 1.....	40 43
Morphia, S.N.Y. & Q.....	1 65@ 1 90	Sinapis, opt.....	@ 30	Linseed, pure raw.....	37 40
C. Co.....	@ 40	Voes.....	@ 34	Linseed, boiled.....	39 42
Moschus Canton.....	@ 80	Snuff Scotch, DeVo's.....	@ 10	Neatsfoot, winter.....	65 70
Myristica, No. 1.....	65@ 80	Soda Boras.....	7 @ 10	strained.....	33 40
Nux Vomica.....	po. 20 15@ 18	Soda Boras, po.....	7 @ 10	Spirits Turpentine.....	
Os Sepia.....	15@ 18	Soda et Potass Tart.....	26@ 28	Paints	
Pepsin Saac, H. & P.....	@ 1 00	Soda, Carb.....	1 1/2@ 2	BBL.	LB.
Picis Liq. N.N. 1/2 gal.....	@ 2 00	Soda, Bi-Carb.....	3@ 5	Red Venetian.....	1 1/2 2 @ 8
Picis Liq., quarts.....	@ 1 00	Soda, Ash.....	3 1/2@ 4	Ochre, yellow Mars.....	1 1/2 2 @ 4
Picis Liq., pints.....	@ 85	Soda, Sulphas.....	@ 2	Ochre, yellow Ber.....	1 1/2 2 @ 3
Piper Nigra.....	po. 22 30	Spts. Cologne.....	@ 2 60	Putty, commercial.....	2 1/2 2 1/2 @ 3
Piper Alba.....	po. 35 30	Spts. Ether Co.....	50@ 55	Putty, strictly pure.....	2 1/2 2 1/2 @ 3
Plumbi Acet.....	10@ 12	Spts. Myrcia Dom.....	@ 2 00	Vermilion, Prime.....	
Pulvis Ipecac et Opil.....	1 10@ 1 20	Spts. Vini Rect. bbl.....	@ 2 49	American.....	13@ 15
Pyrethrum, boxes H.....	@ 1 25	Spts. Vini Rect. 1/2 bbl.....	@ 2 54	Vermilion, English.....	70@ 75
& P. D. Co., doz.....	@ 1 25	Spts. Vini Rect. 10 gal.....	@ 2 57	Green, Paris.....	15 @ 24
Pyrethrum, pv.....	27@ 30	Spts. Vini Rect. 5 gal.....	@ 2 59	Lead, Red.....	5 1/2@ 5 1/2
Quassia.....	8@ 10	Less 5c gal. cash.....	@ 2 59	Lead, white.....	5 1/2@ 5 1/2
Quinia, S. P. & W.....	37@ 42	10 days.....		Whiting, white Span.....	@ 70
Quinia, S. German.....	30@ 40	Strychnia, Crystall.....	1 40@ 1 45	Whiting, gliders.....	@ 90
Quinia, N. Y.....	35@ 40	Sulphur, Subl.....	2 1/2@ 3	White, Paris Amer.....	@ 1 00
Rubia Tinctorum.....	12@ 14	Sulphur, Roll.....	2@ 2 1/2	Whiting, Paris Eng.....	@ 1 40
Saccharum Lactis pv.....	24@ 26	Tamarinds.....	8@ 10	cliff.....	@ 1 40
Salicin.....	2 50@ 2 60	Terebenth Venice.....	28@ 30	Universal Prepared.....	1 00@ 1 15
Sanguis Draconis.....	40@ 50	Theobromae.....	43@ 45	Varnishes	
Sapo, W.....	12@ 14	Vanilla.....	9 00@ 16 00	No. 1 Turp Coach.....	1 10@ 1 2
Sapo, M.....	10@ 12	Zinci Sulph.....	7@ 8	Extra Turp.....	1 60@ 1 70
Sapo, G.....	@ 15	Oils		Coach Body.....	2 75@ 3 00
Siedlitz Mixture.....	20 @ 22	Whale, winter.....	70 70	No. 1 Turp Furn.....	1 00@ 1 10
		Lard, extra.....	53 60	Extra Turk Damar.....	1 55@ 1 60
				Jap. Dryer, No. 1 Turp.....	70@ 75

HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

DRUGS

Chemicals and Patent Medicines

Dealers in

Paints, Oils and Varnishes

Full line of staple druggists' sundries. We are sole proprietors of Weatherly's Michigan Catarrh Remedy.

We have in stock and offer a full line of Whiskies, Brandies, Gins, Wines, and Rums.

We sell Liquors for medicinal purposes only.

We give our personal attention to mail orders and guarantee satisfaction.

All orders shipped and invoiced the same day we receive them. Send a trial order.

HAZELTINE & PERKINS DRUG CO.

GRAND RAPIDS.

SALT.

Diamond Crystal.

Cases, 24 3-lb boxes.....	1 60
Barrels, 100 3 lb bags.....	2 75
Barrels, 40 7 lb bags.....	2 50
Butter, 56 lb bags.....	2 50
Butter, 20 14 lb bags.....	3 00
Butter, 280 lb bbls.....	2 50

Common Grades.

100 3 lb sacks.....	2 60
60 5 lb sacks.....	1 85
28 11-lb sacks.....	1 70

Worcester.

50 4 lb cartons.....	3 25
115 2 1/2 lb. sacks.....	4 00
60 5 lb. sacks.....	3 75
22 14 lb. sacks.....	3 50
30 10 lb. sacks.....	3 32
28 16 lb. sacks.....	3 20
56 16 lb. sacks.....	3 00
Bulk in barrels.....	2 50

Warsaw.

56-lb dairy in drill bags.....	30
28-lb dairy in drill bags.....	15

Ashton.

56-lb dairy in linen sacks.....	60
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Higgins.

56-lb dairy in linen sacks.....	60
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Solar Rock.

56-lb sacks.....	22
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Common Fine.

Saginaw.....	85
Mauntee.....	85

SODA.

Boxes.....	5 1/2
Kegs, English.....	4 1/2

STARCH.

Diamond.....	5 00
64 10c packages.....	5 00
128 5c packages.....	5 00
32 10c and 64 5c packages.....	5 00

Kingsford's Corn.

20 1-lb packages.....	6 1/2
40 1-lb packages.....	6 1/2
40 1-lb packages.....	6 1/2
6-lb boxes.....	7

Common Corn.

20-lb boxes.....	5
40-lb boxes.....	4 1/2

Common Gloss.

1-lb packages.....	4 1/2
3-lb packages.....	4 1/2
6-lb packages.....	5 1/2
40 and 50 lb boxes.....	2 1/2
Barrels.....	2 1/2

SUMMER BEVERAGES.

Thompson's Wild Cherry Phosphate "Hummel Case" contains 3 doz. 25c 8 oz bottles, \$5.00. One Big Bottle Free. 24 doz. 50c size, 1 doz. to a case 1.00. Special Soda Fountain Extract per gal. \$2.00. Big Demon- strator contains 15 doz. 25c size, 1 doz 50c size, 1 jug and fix- tures. See add.	
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TOBACCOS.

Cigars.	
G. J. Johnson's brand	

SOAP.

Gowans & Sons' Brands.	
Crow.....	3 10
German Family.....	2 15
American Grocer 100s.....	3 25
American Grocer 60s.....	2 65
N. G.....	3 30
Mystic White.....	3 80
Lotus.....	3 9
Oak Leaf.....	3 30
Old Style.....	2 55
Happy Day.....	3 10

JAXON

Single box.....	3 25
5 box lots, delivered.....	3 20
10 box lots, delivered.....	3 10

Lautz Bros. & Co.'s brands.

Aeme.....	3 35
Cotton Oil.....	5 75
Marseilles.....	4 00
Master.....	3 70

Henry Fassolt's brand.

Jas. S. Kirk & Co.'s brands.

American Family, wrp'd.....	3 33
American Family, plain.....	3 27

Thompson & Chute's Brand.



Single box.....	3 25
5 box lot, delivered.....	3 20
10 box lot, delivered.....	3 15
25 box lot, delivered.....	3 10

Allen B. Whisley's brands.

Old Country 80 1-lb.....	3 20
Good Cheer 60 1-lb.....	3 90
White Borax 100 1-lb.....	3 65

Scouring.

Sapallo, kitchen, 3 doz.....	2 40
Sapallo, hand, 3 doz.....	2 40

STOVE-POLISH.

Nickeline, small, per gal.....	4 00
Nickeline, large, per gal.....	7 20

TABLE SAUCES.

Lea & Perrin's, large.....	4 75
Lea & Perrin's, small.....	2 75
Halford, large.....	3 75
Halford small.....	2 25
Salad Dressing, large.....	4 55
Salad Dressing, small.....	2 65

VINEGAR.

Robinson's Pure Cider.....	12
Leroux Cider.....	10

SUGAR.

Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 30 pounds for the weight of the barrel.	
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Domino.

Cut Leaf.....	5 81
Cubes.....	5 43
Powdered.....	5 43
XXXX Powdered.....	5 56
Mould A.....	5 43
Granulated in bbls.....	5 18
Granulated in bags.....	5 18
Fine Granulated.....	5 18
Extra Fine Granulated.....	5 31
Extra Course Granulated.....	5 31
Diamond Confection.....	5 18
Confection Standard A.....	5 06
No. 1.....	4 81
No. 2.....	4 81
No. 3.....	4 75
No. 4.....	4 62
No. 5.....	4 62
No. 6.....	4 56
No. 7.....	4 50
No. 8.....	4 43
No. 9.....	4 31
No. 10.....	4 31
No. 11.....	4 24
No. 12.....	4 18
No. 13.....	4 12
No. 14.....	3 93
No. 15.....	3 68

WASHING POWDER.

La Besta	
100 packages in case.....	3 35

WICKING.

No. 0, per gross.....	25
No. 1, per gross.....	30
No. 2, per gross.....	40
No. 3, per gross.....	75

Crackers.

The N. Y. Biscuit Co. quotes as follows:	
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Butter.

Seymour XXX.....	5 1/2
Seymour XXX, 3 lb. carton.....	5 1/2
Family XXX.....	5 1/2
Family XXX, 3 lb. carton.....	5 1/2
Salted XXX.....	5 1/2
Salted XXX, 3 lb. carton.....	5 1/2

Soda.

Soda XXX.....	6
Soda XXX, 3 lb. carton.....	6 1/2
Soda, City.....	10 1/2
Crystal Wafer.....	11
Long Island Wafers.....	14
L. I. Wafers, 1 lb. carton.....	12

Oyster.

Square Oyster, XXX.....	5 1/2
Sq. Oys, XXX, 1 lb. carton.....	6 1/2
Farina Oyster, XXX.....	5 1/2

SWEET GOODS-Boxes.

Animals.....	10 1/2
Bent's Cold Water.....	12
Belle Rose.....	8
Cocoanut Taffy.....	8
Coffee Cakes.....	8
Frosted Honey.....	11
Graham Crackers.....	8
Ginger Snaps, XXX round.....	6 1/2
Ginger Snaps, XXX city.....	6 1/2
Gin. Snps, XXX home made.....	6 1/2
Gin. Snps, XXX scalloped.....	6 1/2
Ginger Vanilla.....	8
Imperial.....	8
Jumbles, Honey.....	11
Molasses Cakes.....	8
Marshmallow.....	15
Marshmallow Creams.....	16
Pretzels, hand made.....	8 1/2
Pretzettes, Little German.....	6 1/2
Sugar Cake.....	8
Sultanas.....	12
Sears' Lunch.....	7 1/2
Vanilla Square.....	14
Vanilla Wafers.....	14
Pecan Wafers.....	15

Candies.

The Putnam Candy Co. quotes as follows:

Stick Candy.

Standard.....	6 1/2 @ 7 1/2
Standard H. H.....	6 1/2 @ 7 1/2
Standard Twist.....	6 1/2 @ 7 1/2
Cut Leaf.....	7 1/2 @ 8 1/2

Extra H. H.

Boston Cream.....	@ 8 1/2
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Mixed Candy.

Standard.....	5 1/2 @ 6 1/2
Leader.....	6 1/4 @ 7 1/4
Royal.....	6 1/2 @ 7 1/2
Conserves.....	6 1/2 @ 7 1/2
Broken.....	7 @ 8
Kindergarten.....	7 1/2 @ 8 1/2
French Cream.....	@ 9
Valley Cream.....	@ 12

Fancy-In Bulk.

Lozenges, plain.....	@ 8 1/2
Lozenges, printed.....	@ 9
Choc. Drops.....	11 1/2 @ 12 1/2
Choc. Monumentals.....	@ 12 1/2
Gum Drops.....	@ 5
Moss Drops.....	@ 8
Sour Drops.....	@ 8
Imperial.....	@ 9

Fancy-In 5 lb. Boxes.

Lemon Drops.....	Per Box @ 50
Sour Drops.....	@ 50
Peppermint Drops.....	@ 60
Chocolate Drops.....	@ 65
H. M. Choc. Drops.....	@ 65
Gum Drops.....	35 @ 50
Licorice Drops.....	1 00 @
A. B. Licorice Drops.....	@ 50
Lozenges, plain.....	@ 55
Lozenges, printed.....	@ 60
Imperial.....	@ 60
Mottos.....	@ 65
Cream Bar.....	@ 60
Molasses Bar.....	@ 60
Hand Made Creams.....	80 @ 90
Plain Creams.....	60 @ 90
Decorated Creams.....	@ 90
String Rock.....	@ 60
Burnt Almonds.....	1 25 @
Wintergreen Berries.....	@ 55

Caramels.

No. 1 wrapped, 2 lb. boxes.....	@ 30
No. 1 wrapped, 3 lb. boxes.....	@ 45
No. 2 wrap, ed, 2 lb. boxes.....	@ 45

Fruits.

Oranges.

Fancy Navels.

126.....	3 50
176-200.....	4 00

Fancy Seedlings.

150-176.....	3 06
250-288.....	2 40

Lemons.

Strictly choice 360s.....	@ 2 75
Strictly choice 300s.....	@ 3 00
Fancy 360s.....	@ 3 25
Extra 360s.....	@ 3 50
Fancy 300s.....	@ 3 50
Extra 300s.....	@ 4 00

Bananas.

A definite price is hard to name, as it varies according to size of bunch and quality of fruit.	
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Foreign Dried Fruits.

Figs, Fancy Layers.....	12 @
Figs, Choice Layers.....	10 @
10 lb.....	@ 10
Figs, Natural in bags, new.....	@ 6
Dates, Fards in 10 lb boxes.....	@ 8
Dates, Fards in 60 lb cases.....	@ 6
Dates, Persians, G. M. K., 60 lb cases.....	@ 5 1/2
Dates, Sais 60 lb cases.....	@ 4 1/2

Nuts.

Almonds, Tarragona.....	@ 13
Almonds, Ivaca.....	@
Almonds, California, soft shelled.....	@ 12 1/2
Almonds, California, hard shelled.....	@ 8
Pilberts.....	@ 10 1/2
Walnuts, Gren, new.....	@ 12
Walnuts, Calif No. 1.....	@ 12
Walnuts, soft shelled.....	@
Calif.....	@
Table Nuts, fancy.....	@ 12
Table Nuts, choice.....	@ 9 1/2
Pecans, Texas H. P.....	@ 8
Hickory Nuts per bu.....	@
Ohio.....	@ 1 15
Cocoanuts, full sacks.....	@
Butternuts per bu.....	@
Black Walnuts per bu.....	@

Peanuts.

Fancy, H. P., Game.....	@ 5 1/2
Cocks.....	@
Fancy, H. P., Game.....	@ 7
Roasted.....	@
Fancy, H. P., Associa- tion Roasted.....	@ 7
Choice, H. P., Extras.....	@
Choice, H. P., Extras, Roasted.....	@

Fish and Oysters.

Fresh Fish.

Whitefish.....	Per lb. @ 9
Trout.....	@ 8
Black Bass.....	@ 15
Halibut.....	@ 16
Ciscoes or Herrings.....	@ 6
Bluefish.....	@ 12 1/2
Live Lobster.....	@ 20
Boiled Lobster.....	@ 20
Cod.....	@ 10
Haddock.....	@ 8
No. 1 Pickerel.....	@ 9
Pike.....	@ 8
Smoked White.....	@ 8
Red Snapper.....	@ 19
Col River Salmon.....	@ 13
Mackerel.....	10 @ 20

Oysters.

F. J. Dettenthaler's Brands.

Fairhaven Counts.....	Per Can. @ 35
No. 1 D. Selects.....	@ 30
Selects.....	@ 25
F. J. D.....	@ 25
Anchors.....	@ 20
Standards.....	@ 18

Counts.

Extra Selects.....	@ 2 00
Medium Selects.....	@ 1 30
Anchor Standards.....	@ 1 20
Standards.....	@ 1 10
Scallops.....	@ 1 75
Clams.....	@ 1 25
Shrimps.....	@ 1 25

Oscar Allen's Brands.

Counts.....	Per Can. @ 40
Extra selects.....	@ 30
Plain Selects.....	@ 25
I X L.....	@ 20
Mediums.....	@ 20
Standards.....	@ 15
Favorites.....	@ 10

New York Counts.

Extra Selects.....	@ 2 00
Plain Selects.....	@ 1 75
I X L Standards.....	@ 1 25
Standards.....	@ 1 10

Grains and Feedstuffs.

Wheat.

Winter Wheat Flour.

Local Brands.....	
Patents.....	4 15
Second Patent.....	3 65
Straight.....	3 45
Clear.....	3 15
Graham.....	3 35
Buckwheat.....	3 25
Rye.....	2 65
Subject to usual cash dis- count.....	

Flour in bbls., 25c per bbl. ad- ditional.

Worden Grocer Co.'s Brand.....	
Quaker, 1/2s.....	3 65
Quaker, 1/4s.....	3 65
Quaker, 1/8s.....	3 65

GOTHAM GOSSIP.

News from the Metropolis---Index of the Market.

Special Correspondence.

New York, Mar. 28.—The grocery jobbing trade in New York shows very little change. Prices have been quite firmly held and it is a consolation to think that nothing is quotably lower. In fact, in some staples an advance has been made which seems easy to maintain. The volume of trade is about what is to be expected at this season. The number of out-of-town buyers is not large, but some good mail orders have come to hand.

The demand for refined sugar was excellent during the first three days of the week; then there was something of a lull. No one is buying ahead of actual wants and all orders are promptly filled. Trading in foreign refined has been active and the article steadily grows in favor.

Coffee is steady at recent quotations. The demand has been fairly active and the top of the market is well sustained at the moment. Invoice values of Rio No. 7 are on the basis of 13½c. The amount afloat is 480,216 bags, against 424,110 bags at the same time last year. Mild coffees are well under the control of a few individuals and the prices are well adhered to. Supplies are not abundant and full values are obtained.

Because the auction sale on Wednesday teas witnessed better prices and the market seems decidedly in better shape. This, however, is probably only a temporary spurt. However, the better grades are certainly meeting with rather more inquiry, and prices are steady. India and Ceylon are in good shape and continue to make friends right along.

The rice market is firm. Dealers profess satisfaction with the outlook and make no concession; in fact, none is asked for. Sales, individually, are not large, but in the aggregate they present a very decent amount.

Molasses is selling at full rates. Prices are firm and nice grocery grades go off well at outside quotations. No dickering takes place. It is a case of take it or leave it—and generally it is not left if the quality is all right. Cane syrup is selling well and the supply is hardly equal to the demand. There is considerable beet stuff here, the sale of which is limited.

There is absolutely nothing new in spices. Trade moves along in the same old channels and prices remain as they have been for a long time.

In canned goods the demand is slow, stocks seeming large and the whole situation is anything but encouraging. A couple of jobbers gathered in about 15,000 cases of N. Y. State corn at 40¢ 50¢ per case. Just think of that! They are turning it over to retailers at something like 50¢ per dozen. There is some corn here from Maine which is an abomination. Sweet to the point of sickness, bleached to a dead white, mushy, nasty! Tomatoes are doing a little better—very little, though—and a relapse is something to be looked for at any moment.

Lemons sell slowly and orders coming to hand are for small lots. Oranges are found of all sorts and at all prices. California fruit fetches good rates and the market is not very freely supplied. Pineapples are selling slowly. They are not very plenty, but the supply seems equal to the demand.

Dried fruit is in light request and selling at prices which show very little profit to any one. Extra evaporated apples are worth 6½c. It is said that export sales of nice evaporated apples have been made at 4¾c.

Eggs are still arriving freely and the best Western are worth only 11c.

The butter market shows some improvement and, although the first three days of the week were better than the last three, the outlook is favorable. Extra creamery is worth 22c. Little is doing in an export way, the quality being not the best. Butter that is sent abroad is not much of an advertisement of America's dairy interests.

Cheese shows scarcely any change. The demand is of an ordinary character.

The pawn shop run as an adjunct to a wealthy and fashionable church here is in the throes of what looks like a disagreeable row. It was started two years ago for the purpose of saving poor people who stood in immediate need of funds from the greed of the money-lending sharks who make a business of accepting chattel mortgages on household furniture at exorbitant rates. Thousands of people have been benefited by the plan, but the fifteen directors of the association are not satisfied with the enterprise as a business undertaking, and have made a change in the management. The reason given is that the manager, who has just been bounced, was too hard in foreclosing mortgages. But he says that he was removed because he was not hard enough.

Plain English and Horse Sense.

The only true education is that which fixes on the student habits that will stick to him for life, and which are good. How can habits of careful analytical work be established in six to nine months' study when twenty other studies are pressed upon the student at the same time, without regard to the laws of mental association? How can enough botany be taught, in the way at present pursued, to fix a useful habit on the student? If we judge the colleges by the material they send out, it is about time some of them began a reformation in their methods. One great difficulty in the way of getting good results from them is in the choice of professors. No man should ever be permitted to teach pharmaceutical students any branch of science until he has made a thorough and careful study of pharmacy itself in relation to that branch. He must have some of the experience of a practical pharmacist. At present, it is deemed quite sufficient if a practical pharmacist has charge of the chair of pharmacy. A botanist or a chemist who has not made a special study of the requirements of pharmacy in relation to botany or chemistry cannot possibly do anything but abuse such a trust. If he is a conscientious man, and can afford the time, he will take up the study of pharmacy as related to his science when he enters upon his duties, but he should have done so before beginning. In large colleges that are able to pay good salaries, the evil is less likely to be chronic. Where the professor simply tacks on pharmaceutical college lectures to other duties he is never able, even if willing, to improve in his methods. It is difficult to say which is the worst, a practical pharmacist teaching botany or chemistry, who knows little about these sciences, or a good botanist or chemist, who knows nothing of pharmacy, trying to teach pharmaceutical botany or pharmaceutical chemistry. Class pride should correct this evil, if nothing else can. Medical colleges usually choose medical men to do all the teaching for them.

The whole future of pharmacy depends upon the methods of teaching now being established. Human beings seldom change systems when they have once crystallized into definite form. Customs, creeds, societies and customs endure for ages. Only in times of transition are reforms possible. Never, therefore, will there be likely to come a more propitious time for the discussion of such topics. The importance of scientific research cannot be overestimated. Like the poor, however, we will always have it with us. The discussion of questions pertaining to legislation and education in the no distant future will become useless. To-day is their appointed hour.

DR. ECCLES.

BLANK BOOKS
INKS
MUCILAGE
STEEL PENS

And all Office Supplies.

Lyon, Beecher
& Kymer,

SUCCESSORS TO EATON, LYON & CO.

20 and 22 Monroe St.
GRAND RAPIDS.

WINDOW

DRESSING

MADE EASY.

A new book on the subject just out. Complete instructions in draping cheese cloth, making fixtures, etc. 57 illustrations, 52 new and novel designs. Any clerk can do the work by following directions.

FOR GROCERS ONLY.

Sent postpaid for \$1.00 by

C. S. THOMAS,

42 Wabash Ave.,
CHICAGO.

Guaranteed Strictly Pure.



DANIEL LYNCH,

Sole Manufacturer. Grand Rapids.

The Leader of all Bond Papers

Made from New Rag Stock,
Free from Adulteration,
Perfectly Sized, Long Fiber

Magna Charta
Bond

A paper that will withstand
the ravages of Time.

Carried in stock in all the
standard sizes and weights by

TRADESMAN COMPANY

Manufacturer's Agent,
GRAND RAPIDS.

Don't Get Wet

When in want of a new roof or repairs you can save money by employing skilled mechanics in this line. We have representatives covering the State of Michigan regularly, and if you have a defective roof, drop us a card and we will call on you, examine your roof and give you an estimate of the cost of necessary repairs or putting on new roof.

Remember that we guarantee all our work and our guarantee is good.

H. M. Reynolds & Son, Practical
Roofers.

Grand Rapids, Mich.

Established 1865.

That Old, Leaky Shingle Roof

Why not cover it with our Trinidad Asphalt Ready Roofing coated with our asphalt roof coating? We can tell you all about this if you will send for circulars, samples and prices to

Warren Chemical and Manufacturing Company,
1120 Chamber of Commerce,
DETROIT.

Lozenges

Chocolates

Stick Candy

Mixtures

NONE BETTER THAN OURS.

Putnam Candy Co.

OUR LATEST NOVELTY

Congress Wafers and Chocolate Fruit

Are great sellers. Get them and be in line.

Christenson Baking Co., Mfrs of CRACKERS, etc.
GRAND RAPIDS, MICH.

BLACKFORD'S BUBBLE.

How a Department Store Flourished and Failed.

"I see," said friend Watkins, on Saturday night, "the department stores are getting considerable free advertising these days. Let me tell you about a department store that was started at Blackford." And accordingly Watkins started off to tell of what happened at Blackford, which is a town of seven or eight thousand.

When the Blackford Mercantile, Manufacturing and Importing Co. started, everybody in town was greatly delighted. There was considerable rivalry between Blackford and the next town, Bedale, but after the big concern started, Blackford had the lead. Mr. Pickles, the old furniture dealer, was greatly pleased when his wife told him about the great saving made in buying dry goods at the new store; flannels she used to pay 20 cents a yard for she could now buy at 17 and everything cheap in proportion. Mr. Pickles told his neighbor, the baker, who also became a customer at the new store and both were happy, at least for the time being. The Blackford Enterprise had an advertisement:

JOHN PICKLES,
FURNITURE DEALER & PICTURE FRAMER.
BLACKFORD.

John did business in the comfortable, old-fashioned way—an odd customer paid cash now and then, but his business was mostly done on the credit system. The new store had no warmer friend than John Pickles, until one morning, reading the Blackford Enterprise, he saw something which nearly froze his blood. It was an "up-to-date" advertisement of the new department store:

FURNITURE DEPARTMENT—Don't you think you pay too much for your furniture? Read carefully: 100 rocking chairs, 79 cents. The price you are paying is \$1.25. A carload of extension dining tables to hand. Our price \$2.79. Why pay \$5 for the same article? We open to-day ten carloads of new furniture which we sell at from 25 to 50 per cent. less than you are accustomed to pay. CASH, AND ONE PRICE ONLY.

Just as John had finished reading, Mrs. Pickles came in. "Oh, John, see what lovely cotton I got at the new store for 7 cents. Why, it's as good as I used to pay 10 and even—"

"Look here, Mary, have you been to that blamed department store?"

"Why, yes, and I got such lovely—"

"Now see here; if I hear of you going there again, I'll break your neck."

"Why, John, I thought you were so pleased, and—"

"Pleased? They're a parcel of robbers, that's what they are. Don't you dare go there again. You hear me!"

He went over to see his neighbor, Mr. Gamon, the baker. He found Gamon quite happy and jubilant, for his wife had just returned with some "plums" she had picked up, so he was not ready to sympathize with his friend Pickles, who went away disheartened and disgusted at the want of sympathy shown by his old neighbor, the baker. It was not long, however, before he got back at that neighbor, for in the next day's Enterprise Mr. Pickles picked out of the two-column advertisement this item:

Our Bakery is now in full blast. Bread three cents a loaf. Two for five.

While he was reading, in rushed the baker. "I say, John, this town is ruined." "That's what I told you yesterday," replied John; "but you were so happy over a bargain your wife got, you wouldn't listen to me. I see bread is down to three cents a loaf. How does that strike you, Mr. Gamon?" "It's light weight, I'll bet a dollar," answered

Gamon. "It can't be baked and sold for the money."

The two old friends went over the road to have a drink and discuss the situation. Who should they meet but Mr. Jollyboy, the butcher. He laughed, "Ha, ha," and laughed again "Ah, ah," when Pickles and the baker told their troubles. Jollyboy treated and consoled his friends by saying, "The new store is a mighty good thing for the people, for a dollar will do now what it used to take a dollar and a quarter to do. I'm sorry for you two fellows, but remember the new store's motto is, 'The greatest good to the greatest number,'" and Jollyboy laughed and laughed again and left.

One morning the following week, however, the Morning Enterprise had a rod in pickle for our friend Jollyboy. It was nothing less than that the great mercantile octopus had broken out in a new departure.

Our thousands of customers are delighted with this big department store. To-day we open our New Butcher Shop. Choice meats at one-half the prices you have been paying. Read our list of prices: Prime beef, 6c a lb.; prime roast lamb, 7c, etc., etc.

Pickles and Gamon went to Jollyboy's shop to see how he felt about the morning's news. Jollyboy was always in good humor, but, strange to say, this particular morning he cursed at the butcher boy, kicked the dog into the street and raised Cain generally. He swore that the department store was worse than the Fenian raid or the cholera. "What the devil did a lot of fellows who had been selling tape and pins all their life know about butchering. They did not know the difference between a nine-year-old cow and yearling steer. People must be crazy to buy meat in a rag shop."

Mrs. Jollyboy, who knew nothing about "the war that had broken out in Africa," came in to ask Jollyboy for some money. She was going to the department store to shop. A few mornings before when she asked him for money for the same purpose he was as nice as pie and as sweet as in the days of their honeymoon, but this morning, instead of driving his wife down to the big store, he simply told her to go to—well, not to the department store.

The three old cronies went "round the corner" to "see a man" and talk over the situation. Misery likes company and Gamon, Pickles and Jollyboy were full to overflowing.

The big combination grew apace; the columns of the Enterprise had a sensation for the people of Blackford every week; one new departure after another—crockery, boots and shoes, confectionery, jewelry and stationery departments were started in quick succession. Had ten thousand Fenians from New York and Chicago swept down on Blackford it would not have been so bad, for in that case they could have called on the Government for protection; but now there was nothing for it but to fight it out alone. When they started a new barber shop, little Joe Tomkins, the barber, went on a fortnight's spree and his wife had to go and live with her mother, for she said, "Joe used such awful language I couldn't put up with him."

Still, the big store kept growing—a restaurant, a dentistry and a drug store were added. The farmers flocked in from all over the country, new additions to the premises went up in which were opened up stoves and tinware, flour and feed, painting and paper-hanging, undertaking and photograph gallery. The advertisements of the Blackford Mercantile Co. grew larger

every week. They supplied everything necessary for a baby, except the baby, and everything for a funeral except the corpse; in fact, you could get all the necessities and luxuries of life from the cradle to the grave. The company started a dairy farm to supply the people with butter, eggs, milk and other produce. This farm scheme was, however, a fatal mistake, for it ruined the Blackford market for the farmers; the townspeople boycotted the farmers' market. There were no tall chimneys in Blackford to "contaminate the atmosphere and ruin the people's health."

As time went on, affairs around Blackford had been getting into very peculiar shape; practically all the trade of the neighborhood being done under one roof, small store after small store was closed up, murmurings deep and loud were heard, socialism was abroad in the land, taxes could not be collected. The big store had overleaped its bounds, however. The farmers joined hands with the townspeople when they found their market gone, huge mass-meetings were held, ten thousand people over the county signed the scroll which bound them each to pay \$100 if they spent a cent with the Blackford Mercantile, Manufacturing and Importing Co. A few months later the huge concern declined and fell and now peace reigns once more in the land.

"This story shows," said Watkins, drily, "that it is only in large cities a department store can succeed, but in cities they may have come to stay."

Our Place as a Commercial Nation.

For the first time in fifty years, without regard to political party, our whole country is thrilled with Americanism. Our people are realizing with true instinct that we are upon the threshold of a new epoch. That no longer is our conflict with each other; that no longer is the struggle between section and section and man and man; but between nation and nation. We recognize the fact that to-day we must conquer for the American people our place as a commercial nation. We must reconquer our place upon the sea. We must make for the leadership, for the commerce of the new world, as well as for the political headship of the League of the American Republics. And to-day we are realizing it as a nation.

Anything that keeps us less in dependence on Great Britain, whether it is the cut of our trousers, the character of our economics or finances, ought to be remembered in our churches with prayer. She is our rival. She is our great and dangerous rival; for whatever follows her must always follow or rebel. There is no other safety. I believe that the time is near at hand when we shall have a merchant marine. I believe in American ships made in American yards, owned by American citizens, manned by American sailors. We should have a differential duty that shall put us on an equality with any other nation. We have forgotten the value of this great trade. The greatest avenue for profitable labor and capital that is now before the American people is on the sea; and we must act on this theory or take a back seat in the congress of nations.

ALBION W. TOURGEE.

System lubricates business as much as oil does an engine.

BADGES

Detroit
Rubber Stamp
Company

99 Griswold St., Detroit.

We have just opened up a complete and well-assorted stock of choice Field and Garden Seeds in Bulk, which we offer at wholesale and retail at bottom prices. This stock is all new.

NO OLD SEEDS

Highest market price paid for Beans.

BEACH, COOK & CO.,

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

Our Spring line of Ready-made

Clothing

Includes all the latest Novelties in addition to our complete line of Staples. Write our Michigan Representative, William Connor, Box 346, Marshall, Mich., who will call upon you with samples. We guarantee fit and excellently made garments and prices guaranteed as low as can be made. Mail orders promptly attended to by

MICHAEL KOLB & SON,
Wholesale Clothing Manufacturers,
ROCHESTER, N. Y.

The Bradstreet
Mercantile Agency

THE BRADSTREET COMPANY
Proprietors.

EXECUTIVE OFFICES—

270, 281, 283 Broadway, N.Y.

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

CHARLES F. CLARK, Pres.

GRAND RAPIDS OFFICE—

Room 4, Widdicombe Bldg.

HENRY ROYCE, Supt.

Cow Butter and
Hen's Eggs

I can supply a limited number of customers with choice butter and fresh eggs, and solicit correspondence with merchants who prefer to deal direct with the buyer, thus saving the profits of the middleman. Allegan, Barry, Kalamazoo and Van Buren counties are noted for the superiority of the dairy products—I draw supplies from all four counties. In writing for quotations, please mention name of grocery jobbing house with whom you are dealing.

A. B. CLARK,
Plainwell, Mich.

Gerald FitzGerald,

Attorney at Law

50 W. Bridge St.,
Grand Rapids.

Universality of Fruit and Its Uses.

Written for the TRADESMAN.

Its origin and destiny we can hardly relate. If predictions are true, it could be said that we have nearly reached the climax; or, as the less enterprising fruit grower of to-day would say: "When the trees, vines and plants that are purchased are planted and get to bearing, there will be no market value for the product." Is this probable? If so, the past is no index to the future. If not, we must believe that fruit growing is as yet in its infancy. For the past twenty-five years the culture of fruits of different kinds has become a great study by the aid of scientific experiments, at both State and National experimental stations, our horticulturists are enabled to produce what might be termed an ideal peach, plum, pear, etc. It can also be said that the consumption of fruits of different kinds has kept pace with the production. Fruit is to-day not only a luxury but a necessity, and on the tray at the hospital, the sideboard at the finest hotel or the shelf behind the penny lunch counter will be found fruits from the various climates all the months of the year. While we cannot say that fruit in its crude form is a specific, it is an assistant to nature or one of nature's remedies and is very rapidly approaching recognition as an indispensable article of diet.

In this limited fruit world—Western Michigan—we boast of the attainments of our peach growers; and their success as producers of this leading fruit is not due alone to study, but to a practical system. To what extent this system is enforced, the ordinary observer can readily determine by the quality of the fruit each grower offers for sale.

Our Central Traffic Association deserves great credit. While we understand the advantages afforded by them are mutual with the grower, financially speaking, they have not only introduced and established a wide reputation for Michigan fruits throughout their territory, but have enabled the grower and shipper to reach beyond their boundaries and to show the consumers along the lines of the Eastern, Southern and Western Traffic Associations that Michigan grows peaches in quantity and quality second to none.

It would not be doing justice, however, to the fruit interests to ignore the apple, pear, plum, cherry and multitudes of small fruits which have their well-deserved standing at even extreme shipping distances. They, too, are of as much importance as the peach, enabling us to furnish our own production of fruits for at least nine months of the year.

JEROME C. MAYNARD.

Cut-Price Sale in the Country.

Stroller in Grocery World.

There are some men in the grocery business who know a thing or two. There are some who don't, but I am not going to talk about that class this week. Going by a grocery store out near Wilkes-Barre, Pa., last week, I noticed in the window a placard telling of a "cut-price sale." The sale was on a hundred wash tubs, which the proprietor claimed to have bought at a great sacrifice. The poster said they were a "new style of goods that would be brought out this spring." They were priced at about 60 per cent. of the regular wash-tub price.

He had a pile of these tubs in the window, and I went close and looked at them. Instantly my mind went back twenty years to the time when I was on the road for a certain New York woodenware house. I remember in the '70's this firm got up a new wash tub. It

was a clumsy looking thing, with a little wringer fast to it, and they thought it was going to make a great run.

It fell flat from the start. I had the hardest trouble to get rid of any of them. Grocers didn't like the looks of them and they wouldn't buy them. Finally, the New York firm had to withdraw them.

Well, there in that window was a pile of those self-same, clumsy old tubs, with the little wringer attachment and all, advertised "as this spring's goods." I actually laughed to myself and concluded at once that there was a pretty smart grocer in that grocery.

I made up my mind at once to tackle him, so in I went. I dote on freaks, especially those with brains.

The proprietor came front and I went for him.

"I see you've got a lot of Brown & Jones' washtubs," I said, carelessly.

The old fellow looked at me a moment and then he indignantly spit.

"Whose?" he said.

"Brown & Jones, I repeated.

I saw at once that he was prepared to bluff me.

"You must be mistaken," he said; "those tubs are a new kind that we bought from So and So in Philadelphia, just a few days ago. They're sold low to introduce them." He looked me square in the eye as he said it, too. Evidently used to it.

"My dear man," I said, "I sold those tubs twenty years ago. They were a failure from the start and were withdrawn from the market. I worked for the firm that made 'em."

Then he weakened. I had him.

"Who the deuce are you, anyhow? What do you want?" he grumbled, crossly, but I stuck to him, for I thought I might get some valuable information out of him.

"Is this cut-price scheme of yours working?" I said. The old grocer saw he couldn't bluff me, so he gave it up.

"Yes, it is," he said, "first class. I've sold a lot of tubs through it. I'm losing money, but still it's better than keeping the old stuff for twenty years more."

"This is one of a lot of cut-price sales," he went on. "I have one every week most."

"Spring old stock on 'em every time?" I said.

"Pretty often," he said. "I've got lots of it, and it's as good as new. It's a bargain at the price I sell it."

"Don't any of them ever see through it?" I asked.

"Never have yet," was the reply.

"Anyhow, what's the difference? The stuff is good, and they get it cheap."

I offer this for what it's worth.

Shyster Lawyer Beaten at His Own Game.

A short time ago a large printing house in Buffalo had occasion to collect a debt of a shyster lawyer in Minneapolis. The amount was less than \$50, and the fellow made up his mind that if he stood out about it he would escape payment. So when the bill came in he returned it with the contemptuous remark that he wasn't prepared to pay it and the firm might sue if they wanted to. Of course, at that distance, there was no thought of bringing suit, for it would cost several times the amount of the original bill. The house procured a list of the Minneapolis banks and began to draw on the lawyer through them. Of course, the drafts came back unpaid every time, but this had been expected, and the business went on. There are twenty-two business banks in Minneapolis. When the list had been exhausted, Dun's and Bradstreet's were added, and preparations were made to go through the list again. The lawyer appears to have had some credit at home, and he did not care to jeopardize it, so when he found that the round was to be repeated he offered to pay half of the debt, but was told that it was all or nothing, and the demands went on. After the drawings had gone about half way through the bank list a second time, a check came for the full amount. One over-smart lawyer had been beaten at his own game.

Gas Meter vs. Ledger.

"This bill," protested the grocer at the gas-office window, "calls for \$2.64 for gas burned in June, and there wasn't anybody in the house during the entire month to my certain knowledge."

"The meter tells a different story, sir," replied the cashier at the gas company's office, "and we have to go by the meter; \$2.64 is right."

"Well, I'll pay it," said the grocer, taking out his pocketbook with great apparent reluctance. "Your name, I think, is Ruggles. Here is your grocery bill for last month amounting to \$2.06. We have called your attention to it several times but you have always refused to pay it on the ground that you did not know any groceries were furnished you by us during that month. It wasn't our fault if you didn't know it. The books show that the groceries were ordered, and we have to go by our books. The difference is 32 cents, and if you will just hand over the amount—"

It is generally the man who has the least to complain about that does the most kicking.

WANTS COLUMN.

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

BUSINESS CHANCES.

WANTED—STOCK OF GENERAL MERCHANDISE or dry goods, groceries, hardware, or boots and shoes, in exchange for city property or desirable farm. G. H. Kirtland, 1151 South Division St., Grand Rapids. 990

FOR SALE—A GOOD LIVELY AND FEED barn and a small live stock and a good dry line in one of the best towns of Northern Michigan cheap for cash; or will exchange for stock of goods. Address No. 2, care Michigan Tradesman. 2

PARTNER WANTED—TO TAKE ONE-HALF interest in paying hardware business. Good town in good farming country. No competition. This is an opportunity seldom found. Address for particulars. Hardware, care Michigan Tradesman. 1

FOR RENT—STORE BUILDING AND BARN in good trading point in center prosperous farming community. Only two merchants—room for more—especially druggist. Building large enough for hotel purposes. Will exchange property for a farm. J. L. Thomas, Cannonsburg, Mich. 5

COAL KILNS—THE LARGE AMOUNT OF suitable timber in this vicinity offers extra inducements for the location of coal kilns. Correspondence solicited. Address Box 53, Alanson, Mich. 993

FOR SALE—IN A LIVE BUSINESS TOWN of Northern Michigan of 1,500 inhabitants, a clothing business, established for over fourteen years. Will sell cheap for cash. Stock inventories \$1,800. 992

LEADING DRY GOODS BUSINESS OF TUS-cola County offered at a great sacrifice. If taken quick; \$8,000 stock in first-class condition; best town in the Thumb of Michigan; business established seventeen years and always conducted on cash basis. Address E. O. Spaulding, Caro, Mich. 994

WHO WANTS THIS? AN INTEREST IN A well-established wholesale grocery house for sale to the right man that will take an active interest. Address Business, care Michigan Tradesman. 996

FOR SALE—THREE PAIRS COUNTER scales, one coffee mill, two show cases, four tea chests, one spice cabinet, one dried beef cutter, one self-measuring oil pump and siphon, two oil tanks. Will sell cheap for cash. Address W, care Michigan Tradesman. 997

TO EXCHANGE—A DOUBLE STORE AND stock of general merchandise for a good improved farm. Store and stock will invoice \$7,000. This is a rare chance to get a good paying business. Address No. 984, care Michigan Tradesman. 994

FOR SALE—ONE IRON FIREPROOF SAFE, 36x42 in. in dimensions, 4 ft. 6 in. in height, with enclosed burglar proof steel chest; two sets double doors and one of heavy steel; double combination locks; weight, 7,500 pounds. Address, for a bargain, D. M. Gardner, St. Louis, Mich. 983

FOR SALE—GOOD CLEAN STOCK OF clothing and furnishings in live Central Michigan town. Address B. W. Hewitt, Maple Rapids, Mich. 982

Weatherly & Pulte,

99 Pearl St.,
GRAND RAPIDS.

Plumbing and Steam Heating; Gas and Electric Fixtures; Galvanized Iron Cornice and Slate Roofing. Every kind of Sheet Metal Work.

Pumps and Well Supplies.
Hot Air Furnaces.

Best equipped and largest concern in the State.

WANTED—TO EXCHANGE GOOD GRAND Rapids estate for stocks of merchandise. Address No. 969, care Michigan Tradesman. 969

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