LEGITIMATE COMPETITION.

Ante Lucem Gives Young Salesmen a Friendly Tip.

Competition, Webster defines, as a rivalry. The word as applied to trade and commerce by a class of salesmen and dealers is vague and meaningless. In other words, it means nothing, unless it be the abuse of a line of goods made or sold by another. Competition proper consists in pushing one's own goods, selling them upon their own merits, getting the best possible prices, and at all times their value, speaking not at all of other lines, or only in the most casual and careless manner, and never in a defamatory way. There are a few salesmen who are always talking about some other line of goods, and upon the slightest pretext begin to make comparisons and at once open up a general discussion of another man's line, and do a large amount of gratuitous advertising for him and his line, thus working an injury to themselves by keeping a rival's goods fresh in the mind of the dealer. During my short time on the road I have often remarked the following course of procedure by the salesman: There is a piece of goods which compares with so and so's, or it is as good as Smith's, or Jones cannot sell you his so and so for the money, and in price it is no higher than Thomas', and its quality is just as good as goods you buy from Peterson. Some, if not all of these assertions, will cause the dealer to reflect upon the matter, ask questions of the salesman which will bring out other casualties, and before the discussion has been diverted into other channels, the salesman has injured, rather than bettered his own cause, and to the extent of his own injury he has helped the rival. A competing line is not one sold for less or more money, but one which possesses merit and worth, and at all times commands it's full value in the coin of the realm.

YOUNG MEN ON THE ROAD are too apt to grasp at first the wrong idea of the proper methods of prosecuting a sale, and until experience has taught them otherwise, go about doing more or less good for other salesmen A salesman should at all times seek to properly advertise his own goods and house, but should avoid advertising some other man or house at the expense of himself or employers. Standard goods as a rule have pretty generally fixed values which vary only as the raw material varies in price, or as the price for labor in manufacturing them is greater or less. With such, competing prices vary only as the larger dealer is enabled to take advantages of quantity, discount or price, the smaller dealer to pay ready cash, and the general advantage offered by larger jobbing houses. Certain lines of goods to bring larger prices in market must have merit and value, and the other line, which undersells it, must be cheapened in some manner; i. e., two equal grades of the same kind of goods must bring the same price, costs of production being equal. The intelligent dealer soon sees that point, and looks on the argument of the price salesman with a large grain of allowance. The older men upon the road, who are today the successful salesmen, as a rule, pursue the course of selling their own line advertising it, letting the other man do likewise and never bringing another line into competition with their own by its mention. ANTE LUCEM.

THE RAMBLER'S REVERY.

Some Things He Has Seen and Heard Within a Week.

At Mankato one may see a huge pile of building sand to be used in the erection of the new hotel building at that place. Also the Messrs. Saulspaw, who will put in money, energy and all that is necessary to carry forward a business enterprise. Judging from a look at the men they are solid, substantial fellows in more ways than one, and if the people of Mankato do their part they will have an hotel building worthy of the town and something more than the wind castles built within the last three or four years by men of means but far less enterprise. The building will be modeled after the West of Minneapolis, will contain 100 rooms, and the whole structure will be fitted up first-class, steam heat, elevators, etc.; nothing shoddy about it, and the Messrs. Saulspaw will have the common horse sense to see that a good hotel man is put in charge after completion. Then if a little reformation could be worked in the way of bus service (i. e. reduction of tariffs) a new impetus will be given to hotel life at Mankato.

How would it do to give the street car lines a benefit?

H. H. Sabin, who represents Lyman Eliel Drug company, was seen out at Sleepy eye trying a hand at a new game of solitaire as a relief after booking a large order for catnip and sich.

At Springfield the drug man reported a boom in trade, and should it keep up he would at least want one box of pills thirty days hence.

R. E. Burbridge, of George R. Newell & Co., was drinking in the rich ozone peculiar to Sleepy Eye, at the same time doing something in the way of business. He was headed for Morgan and Redwood Falls. Besides this, R E. has a clear head, always fitted for business, and one of the most angelic temperaments.

At Brookings we saw John Lunn. There is only one of him. Since Adam's time there has never been another, and probably never will be. John can give you, paragogically speaking, all the exigencies compatible with the constant evolutions, etc., etc., of the various questions of the day, if it don't rain—but words fail me. John was a dear friend of John A. Lovely during his trials as a congressional candidate. He sells boots and shoes for a Chicago house, and is known by the multitude in localities he visits. As a boot and shoe salesman he is a large success.

There are one or two railroads in this great and free country that without advertising have earned wide reputations. One is the New York & New Haven, which suspended traffic for six weeks because some tramp had left a tomato can on the track, and they were waiting for the April winds to blow it away. Another is the Minneapolis & St. Louis which abandoned its passenger train a few miles west of Redwood Falls, where it has remained for the last six or seven weeks almost buried in snow. A few days since this enterprising road sent out two or three hand cars, and a half dozen shovelers to clear the track and release the stalled trains; with the assistance of old Sol traffic will probably be resumed in June or July. The former road should be accredited with a little the most enterprise as it expended in one week during the Eastern blizzard $4.75 for shovels and Italians. We would be the envy of all the world if our entire network of railroads all possessed the same energetic spirit and indomitable will of letting the elements have full sway.

Frank Dennis was making tracks for Mankato, (i. e. the Northwestern was doing the track business), and Frank was entertaining his traveling companions with tales of life as a drummer, how he fared during the blockade, exploding all the old chestnuts, and last, but by no means least, expatiating upon the values of Kennedy's crackers. When it comes to that, just pass the bakery over to Frank. No cake in his.

The new hotel building at Watertown looms up with goodly proportions. It is to be hoped the day of its completion, and occupancy by a man who knows how to keep a hotel is not far off.

THE RAMBLER.

THE BRECKINRIDGE LINE.

"Bob" Has Run Across the Usual Number of C. T.'s and Sizes Them Up in His Entertaining Way.

E. B. Carr was chinning the hardware trade at Dassel. E. B. has a good trade in his line.

J. S. Proctor is a hard worker, and perhaps sells as much heavy hardware as any man leaving the Twin Cities. Nicols & Dean are well represented on the line. John is supporting a luxuriant pair of whiskers. They are a warm color. I saw a white horse pass near by where he stood.

C. E. Burch spent Sunday at the Merchants at Willmar. He represents the Powers Dry Goods company, and displays a fine line of spring goods and is having a good trade. Charlie is a hustler.

N. E. Whaley was at Graceville with the rest of the boys.

Ed Walters was at Graceville Monday working the Fargo Southern.

James Ingram, one of the D. M. Osborne & Co. men, was seen at Graceville.

F. D. Mullen, who represents the Walter A. Woods Machine company, was along the Connamarra Central and headed for Brown's Valley.

H. E. Brandt was showing up his line at Graceville.

J. T. Shaw, representing Gregory & Co., Winona, was at Fairmount showing up his assets—teas and tumblers.

J. N. Button, of Minneapolis, was on the line at Graceith.

W. P. Nesbit, representing the Detroit stores, went out on the Brown's Valley branch.

J. R. Barse was seen at Morris rustling for a caboose headed for Brown's Valley. J. R. sells the Acorn stoves, and has a large trade.

Brown's Valley branch has been closed sixty-one days. The people along that line call that road Jim Hill's two streaks of rust summer road—open for season April 4.

H. R. Burnell was seen at Willmar talking D. M. Osborne & Co. machines to an attentive listener. H. R. is a lively piece of machinery and knows how to talk D. M. O. & Co.'s make.

M. D. Elgin, a new man on the line, was out with C. W. Moore's grip for A. K. & Co. The boys are sorry to hear C. W. is still under the weather.

E. Basch, who checks his trunks from A. L. Singer & Co., clothing, Chicago, was at Benson and along the line showing up his goods. He was taken quite sick at Morris with fever.

F. D. Edwards was his name, and he carried samples of Belding Bros.' silks. He was working the line in a lively shape, and was at Herman on Tuesday.

"Scrap Iron Bill" was "whooping up" the temperance cause at Willmar Monday night to a very large and appreciative audience. Bill dropped his grip last January, and is now delivering lectures all over the state. May success attend your efforts, William. You have Bob's sympathy and prayers.

Pete Anderson, who for many years was the representative of Sells, Schwab & Co., Chicago, has changed his base, and was out on the line in the interest of a Minneapolis brewery buying barley and selling the juice by the keg or case.

W. Johns was out in full force with many trunks well filled with spring goods, which he was showing up in great shape along the line. Walter is a hard worker, and sends his orders to Finch, Van Slyke & Co.

T. Allen is a new C. T. representing the new hat and cap house of Tomlinson & Son, Minneapolis. He was seen at Morris. He says it is a little up hill business, but he will get there if the harness doesn't break.

W. S. Lycan, of St. Paul, is the way he placed it upon the Metropolitan hotel register at Morris.

A. N. Carter, who hails from Howard Lake, but represents Grinnell & Co., Minneapolis, was selling oranges, lemons, etc., at Graceville.

Sam Rankin was working his trade at Wahpeton.

W. L. Nesbit, representing the Detroit Stove works, went out on the Brown's Valley branch.

Aug Johnson was seen at Wahpeton, headed east for home.

W. H. Blake put in an appearance at Wahpeton and did the town.

Zack Stuvman is the way he signs his name at Head Quarters hotel.

Sig Eisendrath, he who sells stacks of clothing, was at Wahpeton this week.

L. E. Stone, representing the Strong-Hacket Hardware company, was along the line.

John Winer, an old St. Paul man, was seen at Wahpeton.

Zene Bohrer was among the Brown's Valley passengers on the caboose.

"BOB."

PASCAL TICKNOR.

Pascal Ticknor, one of the latest additions to the army of commercial tourists, is well and favorably known in this city owing to his connection for the past three years with Ewings' drug store under the Ryan hotel.

It was thirty-five years ago when he first saw the light in New York, and in 1869 he removed to Michigan, and for the past twenty years he has a practical knowledge of the drug business.

When Neil Emmerick severed his connection with the Ryan Drug company, the middle of last month, his position was tendered to Mr. Ticknor, and he was assigned Northwestern territory, embracing Wisconsin, St. Paul and Duluth, and has made two very profitable trips for his house up to date.

Pascal is a bachelor, weighing 195 pounds, is about five feet eight inches in stature, and his kindly gray eyes divide the honors of his features with a heavy brown mustache which he has industriously cultivated for years.

A FEW SAMPLES.

James Rush, of Chicago, after a profitable trip through the business houses of St. Paul and Duluth, has returned to Chicago with a view to spending Sunday in exercising his famous team of trotters on the boulevard.

F. A. Schmidt, otherwise Emperor William, on account of his white mustache and whiskers, who is ubiquitous in sounding the praises of Mumm's extra dry, is in the city working up this brand of champagne.

Jeremiah C. Palmer, or as the boys call him, "Aromatic Jerry," because of his connection with the wholesale coffee house of Jewett, Sherman & Co., of Chicago, was an active visitor in the wholesale district yesterday.

P. H. Schoonmaker, of the Concord Harness company, from the Granite State, never tires repeating the motto of his firm "not how cheap but how good."

One of the most energetic tourists from the Saintly city is J. H. Gervais, who looks after the interests of Gordon & Ferguson, manufacturing hatters and furriers.

"Tintinnabulation is my battle cry," remarked George W. Turney, representing W. H. Sills, the Chicago tinware manufacturer, and soon after there was a mysterious clicking heard in the Ryan rotunda.

HE'S BUILT THAT WAY.

Ante Lucem Takes a Twist at Proprietors of Mediocer Hotels.

I heard a pretty good story a few days since, which illustrates the make-up of some people, and in one or two respects is generally applicable to all traveling men. As the story goes, five or six traveling men were intending to stop off at a small inland town in Ohio. Besides being pretty well acquainted with each other, they also knew the landlord, Mr. Smith, and that he kept a pretty good hotel, and bent all his energies in waiting upon the boys, serving a good square meal and furnishing a clean bed for those who remained over night. Knowing all this, and that Smith was one of the best tempered fellows in the world, one of the boys proposed that they have a little fun by kicking at everything in the house. No sooner were they seated in the 'bus than they espied a well known Eastern drummer, a Mr. Isaac Lowenstien. Fearing that their plans would be spoiled by him if he were not let into the game, they acquainted him with the scheme. Mr. Lowenstein, with a peculiar wave of his hand, said, "Gentlemans, I just told you how it vas, you can depend on me ebery time. I alvays kick."

Now, I am built that way to a greater or less extent, and find it ts a prevalent disorder which affects every traveling man who is obliged to stop at such hotels as are kept at Andover, Bristol and a few other towns all over the country. There are others of our numbers who have the very best of reasons to kick at the railroads; I refer to those who are compelled to pay two prices for excess baggage. Let it not be understood by the above that traveling men are kickers generally or indiscriminate in their fault finding. It is a fact that owing to their surroundings, and the way in which they are obliged to live, they are daily imposed upon by a certain class who look upon them as their legitimate prey—I mean a goodly number who are keeping $2-a-day houses, and do not know how to keep a hotel. In other words, there are a great many jays in the country who manage to get into the only building in a town suitable for hotel purpose and, with the air of a Turk, and a great deal more cussedness, size up every traveling man by a give-nothing air and gather in his coin at a $2 per day rate. The fellow who furnishes the poorest meals, the dirtiest and most uncomfortable beds, provides an office, so called, reeking with the vilest odors, where every lazy lout in the town gathers, monopolizing all the seats, and is the one who takes your cash with the least compunction. Sitting in the office of the house at Andover, a friend said: "If this house is worth 50 cents a meal, what is the Commercial, of Sioux Falls, worth?" I said: "One dollar and fifty cents." "Yes," said he, I would rather pay $3 for the one than 50 cents for the other."

Billie Blake, who travels out of St. Paul, is one of the boys who knows how to handle such fellows. He and two other C. T.'s were snow-bound for several days at the little town of Villard. The hotel has a high sounding name, the Tennessee house, probably because the landlord is from Tennessee. The fare was poor, as were all the other accommodations. The boys were two in a bed, except Blake, who to keep from freezing slept at his customer's store. When departure and settlement day came, the $2 stipend was exacted. Blake recounted his ills and the lack of comforts, and counting up the number of meals and one lodging, proposed a settlement at the rate of $1.50 per day, and informing Mr. Tennessee that it would be an awful cold day and he would be dreadfully tired before he got more, left town. We want a few more Blakes in our ranks—men with nerve to back up their rights. Not only do the class of landlords referred to take advantage of our circumstances and skin us, but they skin the good hotel man also. Will not some one start a system of lunch basket service; invent a suitable lunch basket that could be passed back and forth from the good hotels on either side of the poor ones. Or, let us play a game of freeze out with the poor ones. No hotel man who is keeping a good house need feel aggrieved at these remarks, for he at all times has a good word from the traveling man, and we all wish there were more like him in the smaller towns.

Our friend Scottie seems to have been lost in the shuffle. Perhaps a new deal will turn him up as a trump card. I would like to hear again from Ynot. Possibly he is too hard at work on his air ship to amuse the boys by relating incidents of travel. There was a lively skirmish along the line of the Hastings & Dakota Friday last, all being anxious to get home to the Twin Cities and fearing a blockade. Deacon Halfhill was serene under the circumstances, and as cool as an icicle. ANTE LUCEM.

MAC'S LETTER.

Some of the C. T.'s Who Sunday at the Sherman, at Aberdeen.

The Sherman, at Aberdeen, is a good Sunday hotel, and is well patronized by the boys. The landlord is a good, genial fellow, backed up by Gavin, the head clerk, who has a smile for every one.

William C. March, who sells boots and shoes, and is one of the old-timers on the road, was seen at Aberdeen on Sunday.

W. A. Startsman, the man who sells trousers, and R. G. White, the hardware man, were seen at the Sherman Sunday. Both love to play whist, especially when they lose.

P. Feely, the hat and cap man, is one of the boys who loves to spend Sunday at Aberdeen.

Charles Jacquar, with the Ryan Drug company, was seen taking orders at Aberdeen. He speaks well of his house.

C. L. De Lailtre, with George R. Newell & Co., was seen at the Sherman Sunday. He is one of the oldest men on the road. He has been with his house sixteen years, making headquarters at Sioux Falls.

Charles Harris, the Milwaukee hardware man, is a good hustler, and has more trade than he can attend to, so he says. He has a peculiar way of writing his name so people can't read it, but they get it just the same.

S. W. Fisk, the insurance man from Huron, was seen in the Pierre country this week. He is a hustler.

Tabor, who sells safes for a Minneapolis house, has been doing the towns in South Dakota this week. He reports trade good.

J. Murphy, who sells the Mosler, Bahman & Co. safe, is one of the good-natured fellows that don't get mad. He sells a safe to every man that wants one. MAC.

He's a Benedict Now.

The secret is out, and Mike might as well own up and pay for the picnic which his friends will demand. The genial and enterprising salesman, M. O. Ryan, took a trip to La Crosse, Wis., on March 22. His mission was a commendable one. There he met Miss Kate Louise Boardman, daughter of C. L. Boardman, of the Griggs house, Grand Forks, Dak. She was on a visit to her sister, Mrs. Walter Bissell, of La Crosse. Mr. Ryan and Miss Boardman sought out Rev. W. D. Thomas, pastor of the First Presbyterian church of that city, and for a consideration were made one. Now, Mike, acknowledge the corn and set 'em up for the boys.

The Creamery Rage.

Special to the Globe.

NEW ROCKFORD, Dak., April 6.—At a public meeting here to-day farmers and business men subscribed $3,100 in stock for a creamery to be built inside of 100 days, after the Davis & Rankin, Chicago, pattern. The company ask $4,000 for the structure when completed and in running order, and the following gentlemen were appointed to contract with the company and see that the building is commenced at once: L. G. Willis, J. M. Patch, H. S. Dunham.

Canadian Free List.

OTTAWA, Ont., April 6.—The following is a complete list of the articles placed on the Canadian free list by a proclamation in the next Official Gazette: Green fruits, viz: Bananas, olives, pine apples, plantains, tamarinds, apples, blackberries, gooseberries, raspberries, strawberries, cherries, cranberries, peaches, plums, quinces, apricots, lichi fruit, mangoes and melons. Seeds, viz: Aniz, star, canary, caraway, coriander (crude), cardamon (crude), cinnamon (crude), fenugreek (crude), fennel (crude), jute, mustard (brown and white), sugar beet, seeds of fruit trees and sesame. Plants, trees and shrubs, viz: Apple, peach, pear, plum, cherry, quince and all other fruit trees; gooseberry, raspberry, blackberry, currant and rose bushes; grape vines, shade, lawn and ornamental trees, shrubs and plants.

STILLWATER NEWS.

The Republican league of Stillwater met at the B. and L. hall last evening.

"Zozo" drew a good house lat evening at their second performance in this city.

The French Catholic church people will give an oyster supper at Music hall this evening. Amusements of various kinds will be introduced.

The ladies of the Swedish Lutheran church will give a supper this evening in the Hersey and Staples block, next door to the Lumberman's bank.

Private W. E. Cooke of Company K has been appointed inspector of rifle practice of the Third regiment, M. N. G., with the rank of first lieutenant.

Seventy invitations were out for the initial entertainment of the Young Germania club at Opera house hall, which proved the society event of the season for the members of that organization.

The members of Ascension church have elected the following officers: Wardens, W. G. Bronson and R. Slaughter; vestrymen, J. McKusick, W. M. McCluer, W. S. Conrad, David Breman, J. D. McComb, George F. Sabin and H. E. Smith.

A CHICAGO ROMANCE.

Romantic Story of a Chicago Governess Who Wants to Die.

CHICAGO, April 6.—The attempt of a young and beautiful girl to commit suicide brought to the knowledge of the police last evening a romantic story of love and disappointment. Early in the evening a woman ran breathlessly into the Canalport avenue station and asked for help in preventing her sister from taking poison. The girl was sitting at a table with her face buried in her arms. She was impatient to the officer, and was only prevailed upon to tell her story by her sister's recital of it to Lieut. Rheim. Agnes had been a governess in the aristocratic home of a wealthy and well-known manufacturer living on West Monroe street. The name of the family was given to Lieut. Rheim, but the latter refuses to reveal it for publication. The eldest son and the pride of the family fell deeply in love with the pretty governess, and she reciprocated his affection. Fearing to tell his parents the boy proposed a runaway marriage, but Agnes objected to this, and urged that no further delay should be made in confiding the story of their love and engagement to their parents. The father was first approached and with him it was easy to carry their point. But the aristocratic mother violently opposed the match when she was told of it, and taking the governess upstairs she rudely ordered her to leave the house. For a couple of months she kept up her courage, the young man making daily visits to her, but a month ago the visits suddenly ceased. Only recently she learned that the son had been sent to Europe at the request of his mother to see if absence would not cure the infatuation. The deserted girl has pined away, her health failing daily, becoming all the while more morose and abstracted in her manner. The sister found Agnes in her room last night about to take the poison, and snatched it away from her lips just in time. She declares her intention of making away with her forsaken and miserable life at the first opportunity.

A WOMAN'S PLEA.

An Extract From Mrs. Slaughter's Speech on Dakota Women.

Special to the Globe.

WASHINGTON, April 6.—Mrs. Linda W. Slaughter, in her speech on "Dakota Women," at the national suffrage convention, said: "Dakota, comprising 150,932 square miles, and boasting of a population of 60,000, with 3,900 public schools and 360 newspapers, is great in all that constitutes a state, and that congress persists in keeping us in territorial vassalage, can be only explained on the supposition that the representatives of older states are actuated by the same motive that impels the older daughters of a family to keep in the background their younger and fairer sisters until their own market is made. The society veteran knows that her own matrimonial prospects would be seriously impaired by bringing out fresh young beauties, and it may be that the political fossils of older states are fearful that their antiquated ideas of statesmanship will be relegated to obscurity should this blooming daughter of the prairies be admitted to the councils of the Union."

Dakota Live Stock.

Special to the Globe.

JAMESTOWN, April 6.—When Dr. Alloway, territorial veterinarian, was in the city a few days ago, he met a number of the leading stock growers of the James river valley and completed arrangements for holding a large combination sale of live stock at Grand Forks, commencing June 20 and continuing three days. The catalogue will contain selections from the best herds in the territory, and the sale will undoubtedly be one of the largest ever held in the territory.

EVERY NIGHT I SCRATCHED

Until the skin was raw, Body covered with scales like spots of mortar, Cured by the Cuticura Remedies.

I am going to tell you of the extraordinary change your CUTICURA REMEDIES performed on me. About the 1st of April last I noticed some red pimples like coming out all over my body, but thought nothing of it until some time later on, when it began to look like spots of mortar spotted on, and which came off in layers, accompanied with itching. I would scratch every night until I was raw, then the next night the scales, being formed meanwhile, were scratched off again. In vain did I consult all the doctors in the country, but without aid. After giving up all hopes of recovery, I happened to see an advertisement in the newspaper about your CUTICURA REMEDIES, and purchased them from my druggist, and obtained almost immediate relief. I began to notice that the scaly eruptions gradually dropped off and disappeared one by one, and have been fully cured. I had the disease thirteen months before before I began taking the CUTICURA REMEDIES, and in four or five weeks was entirely cured. My disease was eczema and psoriasis. I recommended the CUTICURA REMEDIES to all in my vicinity, and know of a great many who have taken them, and thanked me for the knowledge of them; especially mothers who have babes with scaly eruptions on their heads and bodies. I cannot express in words the thanks to you for what the CUTICURA REMEDIES have been to me. My body was covered with scales, and I was an awful spectacle to behold. Now my skin is as nice and clear as a baby's. GEO. COTEY, Merrill, Wis.

Sept. 21, 1887.

Feb. 7, 1888.—Not a trace whatsoever of the disease from which I suffered has shown itself since my cure. GEO. COTEY.

We cannot do justice to the esteem in which CUTICURA, the great Skin Cure, and CUTICURA SOAP, an exquisite Skin Beautifier, prepared from it, and CUTICURA RESOLVENT, the new Blood Purifier, are held by thousands whose lives have been made happy by the cure of agonizing, itching, scaly and pimply diseases of the skin, scalp, and blood, with loss of hair.

Sold everywhere. Price: CUTICURA, 50 cents; SOAP, 25 cents; RESOLVENT, $1.00. Prepared by the POTTER DRUG AND CHEMICAL CO., Boston, Mass.

☞ Send for "How to Cure Skin Diseases." 64 pages, 50 illustrations and 100 testimonials.

PIMPLES, blackheads, red, rough, chapped and oily skin prevented by CUTICURA SOAP.

I CAN'T BREATHE.

Chest Pains, Soreness, Weakness, Hacking Cough, Asthma, Pleurisy and Inflammation relieved in one minute by the Cuticura Anti-Pain Plaster. Nothing like it for weak lungs.

COMPARISON IS SOLICITED!

HAVE YOUR EYES OPEN!

Examine Goods at Our Doors With Plain Figures, and Notice Our Window Display!

Then come inside, see our goods, try them on, and if after the closest inspection you find them right in quality, fit and price, buy them. We would be pleased to suit you all around. We make all alterations in order to make the best of fit possible, free of charge. We do not allow a Suit to leave our store unless it is a perfect fit. We are strictly one-price to everybody, and guarantee that we are not undersold by any house in the trade. If you find we are, bring back the goods, and your money will be as cheerfully refunded as it was taken. Hence you can rest assured that all are treated alike, and no distinction shown to merchant, banker, millionaire or workingman. All are alike to us, and all receive the same courteous treatment. Therefore, if you wish to deal with an honest, reliable house, visit

THE GREAT

Manhattan

One-Price Clothing Company,

161 TO 167 EAST SEVENTH STREET, COR. JACKSON.

Mail orders solicited. Our Spring Catalogue will be sent free to any address.

HATS! HATS!

Lincoln, Bennett & Co's Imported Hats

—AND—

DUNLAP & CO.'S

CELEBRATED HATS.

R. A. LANPHER & CO.,

AGENTS,

Four Doors Above Merchants Hotel, St. Paul, Minn.

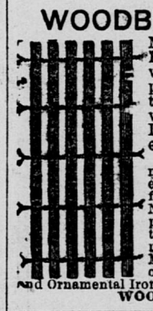
KINGSFORD'S OSWEGO STARCH!

"Pure," Silver Gloss AND Corn Starch,

FOR THE LAUNDRY. FOR THE TABLE.

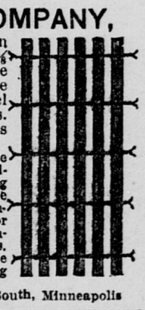
THE VERY PERFECTION OF QUALITY.

WOODBURN FARM FENCE COMPANY,



Manufacturers of Wood and Steel Combination FENCE. It is composed of wooden pickets 1⅝ wide and ⅝ inches thick, length four feet. The pickets are firmly woven with five double twisted strands of galvanized annealed steel wire; distance between pickets three inches. It comes from the factory in rolls of 6½ rods each and weighs about 25 pounds per rod.

It is the strongest, cheapest and most durable fence made; will turn stock and cannot blow down. Dealers will find it the most profitable and best selling fence in the market. We are the only firm in the Northwest that use machines operated by steam-power and give you a stronger and better fence for the same money. Agents wanted in Wisconsin, Minnesota and Dakota. Send for descriptive circulars. Mention this paper. We also manufacture a full line of ornamental wood and iron Fences, Roof Cresting and Ornamental Iron Work, for which we have a special Catalogue.



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CONTRACT WORK.

Paving Laurel Avenue.

OFFICE BOARD OF PUBLIC WORKS, CITY OF ST. PAUL, Minn., April 3, 1888.

Sealed bids will be received by the Board of Public Works in and for the corporation of the city of St. Paul, Minnesota, at their office in said city, until 12 m. on the 16th day of April, A. D. 1888, for paving Laurel avenue, from Nina avenue to Dale street, in said city, with pine blocks and curbing with granite, including the necessary sewer connections, according to plans and specifications on file in the office of said Board.

A bond with at least two (2) sureties in a sum of at least twenty (20) per cent of the gross amount bid must accompany each bid.

The said Board reserves the right to reject any or all bids.

R. L. GORMAN, President.
Official: W. F. ERWIN,
95-105 Clerk Board of Public Works.

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CONTRACT WORK.

Paving Locust and Other Streets.

OFFICE BOARD OF PUBLIC WORKS, CITY OF ST. PAUL, Minn., April 6, 1888.

Sealed bids will be received by the Board of Public Works in and for the corporation of the city of St. Paul, Minnesota, at their office in said city, until 12 m. on the 17th day of April, A. D. 1888, for paving Locust street, from Seventh (7th) street to Tenth (10th) street; Tenth (10th) street, from Locust street to north line of Grove street, at intersection of Lafayette avenue; Lafayette avenue, from north line of Grove street to Collins street, and Collins street, from Lafayette avenue to Bedford street (except between the rails of the street car tracks and between the tracks, and for one foot on each side of the outside rail of said tracks, where street car company is supposed to pave with granite), in said city, with cedar blocks and curbing with granite, including in the contract for said paving the necessary sewer connections to the property lines, according to plans and specifications on file in the office of said Board.

A bond with at least two (2) sureties in a sum of at least twenty (20) per cent of the gross amount bid must accompany each bid.

The said Board reserves the right to reject any or all bids.

R. L. GORMAN, President.
Official: W. F. ERWIN,
98-108 Clerk Board Public Works.

CONTRACT WORK.

Sewer on Kent Street.

OFFICE BOARD OF PUBLIC WORKS, CITY OF ST. PAUL, Minn., April 6, 1888.

Sealed bids will be received by the Board of Public Works in and for the corporation of the city of St. Paul, Minnesota, at their office in said city, until 12 m., on the 17th day of April, A. D. 1888, for constructing a sewer on Kent street, from Ashland avenue to Summit avenue, in said city, together with the necessary catch-basins and manholes, according to plans and specifications on file in the office of said Board.

A bond with at least two (2) sureties in a sum of at least twenty (20) per cent of the gross amount bid must accompany each bid.

The said Board reserves the right to reject any or all bids.

R. L. GORMAN, President.
Official: W. F. ERWIN,
98-108 Clerk Board of Public Works.

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The Dining Car line to Fargo, Helena, Butte and the Pacific Northwest.

Dining Cars on Pacific Express Trains.	Leave St. Paul Daily.	Arrive St. Paul Daily.
Portland Express (Limited) for Fargo, Bismarck, Miles City, Helena, Butte, Tacoma, Portland, etc.	4:00 p. m.	5:15 p. m.
Montana Express for Sauk Centre, Morris, Fargo, Miles City, Helena, etc.	8:00 a. m.	2:30 p. m.
Dakota Express for Fargo, Grand Forks, Grafton, Pembina, Fergus Falls, Wahpeton, Jamestown and Minnewaukon, etc.	*8:00 p.m.	7:10 a. m.

☞ IMPORTANT—Limited Pacific Coast Express stops at principal points only. MONTANA EXPRESS makes all stops. DAKOTA EXPRESS makes all stops. *Saturday to Fargo and Sunday from Fargo only. SECOND CLASS SLEEPERS only on train leaving St. Paul at 8:00 a. m. Through Pullman Sleepers daily between St. Paul and Grand Forks, Fergus Falls and Wahpeton. Three (3) Express Trains daily each way between St. Paul and Moorhead. Fargo and Jamestown. C. E. STONE City Ticket Agent, 173 East Third Street, St. Paul. B. N. AUSTIN, City Ticket Agent, 19 Nicollet House, Minneapolis.

CONTRACT WORK.

Sewer on Leech Street.

OFFICE BOARD OF PUBLIC WORKS, CITY OF ST. PAUL, Minn., Mar. 27, 1888.

Sealed bids will be received by the Board of Public Works in and for the corporation of the city of St. Paul, Minnesota, at their office in said city, until 12 m. on the 9th day of April, A. D. 1888, for constructing a sewer on Leech street, between McBoal street and Smith street, in said city, according to plans and specifications on file in the office of said Board.

A bond with at least two (2) sureties in a sum of at least twenty (20) per cent of the gross amount bid must accompany each bid.

The said Board reserves the right to reject any or all bids.

R. L. GORMAN, President.
Official: W. F. ERWIN,
88-98 Clerk Board of Public Works.

CONTRACT WORK.

Grading Arkwright Street and Lookout Place.

OFFICE BOARD OF PUBLIC WORKS, CITY OF ST. PAUL, Minn., Mar. 27, 1888.

Sealed bids will be received by the Board of Public Works in and for the corporation of the city of St. Paul, Minnesota, at their office in said city, until 12 m. on the 9th day of April, A. D. 1888, for grading Arkwright street, from Whitall street to Case street, and Lookout Place, from its easterly terminus to Terrace street, in said city, according to plans and specifications on file in the office of said Board.

A bond with at least two (2) sureties in a sum of at least twenty (20) per cent of the gross amount bid must accompany each bid.

The said Board reserves the right to reject any or all bids.

R. L. GORMAN, President.
Official: W. F. ERWIN,
88-98 Clerk Board of Public Works.

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Returning, leave Chicago daily, 4:50 p. m. St. Louis, 8:30 a. m. Arrive St. Paul, 6:50 a. m.; Minneapolis, 7:25 a. m.

Local from La Crosse, Winona and River Points, daily, Sunday excepted, arrives St. Paul 1:00 p. m.; Minneapolis, 1:40 p. m. Departing, leaves Minneapolis, 4:15 p. m. St. Paul, 5:00 p. m.

Suburban Trains

Leave Union Depot, St. Paul, for Dayton's Bluff, Oakland, Highwood, Newport and St. Paul Park at †6:30, *7:55 and *10:30 a. m.; *2:00, *5:10 and †6:40 p. m. Returning, arrive †7:45, *8:55 a. m.; *12:50, *4:30, *6:30 and †7:50 p. m. *Daily. †Except Sunday. Single fare, 10c; 10 rides, 80c; 25 rides, $1.50.

Connections are made in Union Depots: At Chicago, corner Canal and Adams streets, St. Paul, foot Sibley street; Minneapolis, Bridge Square.

Ticket Offices: Chicago, corner Clark and Adams streets; St. Paul, corner Third and Robert streets; Minneapolis, 5 Nicollet house.

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St. Cloud, Fargo and Grand Forks	a8:20 a m	a6:45 p m
Osseo and St. Cloud	a2:30 p m	a11:55 a m
Excelsior and Hutchinson	a4:30 p m	a12:55 p m
Anoka, St. Cloud and Wilmar	a3:45 p m	a11:10 a m