

MICHIGAN TRADESMAN

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Volume XV.

GRAND RAPIDS, WEDNESDAY, MARCH 2, 1898.

Number 754

Four Kinds of Coupon Books

are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application.

TRADESMAN COMPANY, Grand Rapids.

"Tis not in nature to command success, but we'll do more. Sempronius, we'll deserve it."

MUSTARD versus SAUCE.

BAYLE'S HORSERADISH MUSTARD

Is the ORIGINAL and GENUINE Horseradish Mustard.

FOR centuries the English have been known as great mustard-eaters—the greatest in the world. They differ from the Southern races, such as the French, Spanish, Italian, etc., in that they rank condiments higher than sauces. True, they manufacture and export sauces, but they prefer for their own use condiments, and the greatest of all condiments is mustard. The average Englishman delights in having his mustard prepared for him fresh every day.

There seems to be a reason for this. Sauces, although appetizing, are made with drugs and are more or less disguised in their nature and artificial in their effects. Mustard, on the contrary, strengthens the natural tone of the stomach, increases the flow of the gastric juice, and thereby promotes the general bodily health. It is probably on account of this power of giving life to the system and enabling it to throw off unhealthy products that the English in former years used mustard as a medium of purifying the blood in skin diseases and similar ailments. For some time past we have made quite a study of mustard, its proper preparation and the preservation of its qualities. Our line of mustards is quite complete, and each and all will be found to be so put up and packed as to last for years in perfect condition.

For Sale by
Wholesale and Retail Grocers
Throughout the United States.

SOLE MAKER...

GEO. A. BAYLE,
ST. LOUIS, U. S. A.

STANDARD OIL CO.

DEALERS IN

ILLUMINATING AND LUBRICATING

OILS

NAPHTHA AND GASOLINES

Office and Works, BUTTERWORTH AVE.,

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Bulk works at Grand Rapids, Muskegon, Manistee, Cadillac, Big Rapids, Grand Haven, Traverse City, Ludington, Allegan, Howard City, Petoskey, Reed City, Fremont, Hart, Whitehall, Holland and Fennville

Highest Price Paid for Empty Carbon and Gasoline Barrels.

Schoolhouse Heating

This class of work, involving special attention in ventilation and circulation, is a distinctive feature in the heating business. We have attained special distinction in such construction. We invite enquiry from school boards.

WEATHERLY & PULTE
GRAND RAPIDS, MICH.

WHY NOT TRY THEM NOW?

S.C.W.

50 CIGARS

SOLD BY ALL JOBBERS.

G. J. JOHNSON CIGAR CO., Mfrs.,
GRAND RAPIDS, MICH.



Are You In Earnest

about wanting to lay your business propositions before the retail merchants of Michigan and Northern Indiana? If you really are, here is your opportunity. The

Michigan Tradesman

devotes all its time and efforts to catering to the wants of that class. It doesn't go everywhere, because there are not merchants at every crossroads. It has a bona fide paid circulation. Has just what it claims, and claims just what it has. It is a good advertising medium for the general advertiser. We'll make it better right along. Sample and rates on request.

Grand Rapids.

Elgin System of Creameries

It will pay you to investigate our plans and visit our factories, if you are contemplating building a Creamery or Cheese Factory. All supplies furnished at lowest prices. Correspondence solicited.



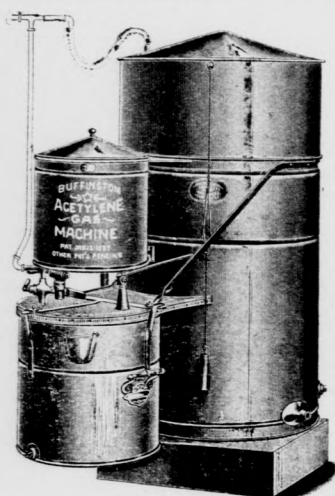
A MODEL CREAMERY OF THE TRUE SYSTEM

True Dairy Supply Company,

303 to 309 Lock Street, Syracuse, New York.

Contractors and Builders of Butter and Cheese Factories, Manufacturers and Dealers in Supplies. Or write

R. E. STURGIS, General Manager of Western Office, Allegan, Mich.



Exclusive Agency

For Kent, Allegan and Ottawa counties of the celebrated

Buffington Acetylene Gas Machine

The best and cheapest light in the world. Estimates furnished and contracts taken. Endorsed by the Board of Underwriters. The most complete and simplest in the market. Satisfaction guaranteed. Write for further information.

Sproul & McGurrin,
184 E. Fulton Street, Grand Rapids, Mich.

LOOMIS & GASSENMEIER...

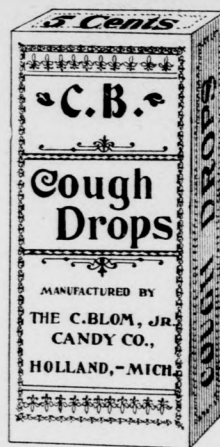
MANUFACTURERS OF

SHOW CASES

For all kinds of goods. Secondhand show cases on hand and exchanged.

612 Michigan Avenue, East

Lansing, Michigan



For Sale by Leading Jobbers.

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.

POOR ECONOMY

It is poor economy to handle cheap flour. It is never reliable. You cannot guarantee it. You do not know whether it will make good bread or not. If it should not make good bread—and poor flour never does—your customer will be displeased and avoid you afterwards. You can guarantee...

"Lily White" Flour

We authorize you to do so. It makes good bread every time. One sack sold to-day will bring customers for two sacks later on. Order some NOW.

Valley City Milling Co.
Grand Rapids, Mich.

Having added a Folding Box and Printing Department to our Regular Box Factory, occupying two floors in addition to our already large establishment, we are prepared to make Folding Boxes, printed or plain, of every description, including tuck end bottle cartons for extracts, toilet articles and family medicines. We also make a specialty of cartons for cereals, dried fruits, mince meats, crackers, bakers' sweet goods, candies, cigar clippings, etc. We make Folding Boxes with tuck ends, lock ends, or square ends, and of all kinds of stock, from plain strawboard to the finest enameled folding box boards in all colors.

Our facilities for box and bottle labels are unexcelled. We make a specialty of gold leaf work, embossing and all kinds of odd-shaped label work. Write us for samples and prices. We will guarantee first-class work, save you excessive freight charges and fill orders in less time than is ordinarily taken by Folding Box Manufacturers in the East. Address

GRAND RAPIDS PAPER BOX CO.,
81, 83 & 85 Campau St., Grand Rapids, Mich.

J. A. MURPHY, General Manager.

FLOWERS, MAY & MOLONEY, Counsel

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THE "EUREKA"



THE "PINGREE"

The "EUREKA" for 1898. With Improved Tube and "Stud" Lock. As the tube is largest at the bottom, perfectly round all the way down, and free from obstructing bolt or rivet heads, it cannot clog, and as the "Stud" Lock relieves all tension on the front jaw, it cannot pick up the seed.

The "EUREKA" is 20 per cent. faster in light or mel-low soil than any Stick Handle Planter made.

The "PINGREE," with "Stud" lock. The handiest best finished and most durable Stick Handle Planter on the market.

The "EUREKA" and the "PINGREE" are the only Hand Potato Planters with Self-Locking jaws or adjustable depth gauge. As the jaws lock automatically the instant the Planter is raised free from the ground, the potato cannot drop through, nor can it force the jaws apart so as to permit the earth to enter between them and thus crowd the seed to the surface as the beak enters the ground.

Every tool warranted to work perfectly.

GREENVILLE PLANTER CO., Sole Mfrs., Greenville, Mich.

For Sale by Jobbers. Liberal Discount to Dealers.

MICHIGAN TRADESMAN

Volume XV.

GRAND RAPIDS, WEDNESDAY, MARCH 2, 1898.

Number 754

PREFERRED BANKERS LIFE ASSURANCE COMPANY OF DETROIT, MICHIGAN.

Commenced Business September 1, 1893.

Insurance in force.....	\$2,716,000.00
Net Increase during 1897.....	104,000.00
Net Assets.....	32,738.49
Losses Adjusted and Unpaid.....	None
Other Liabilities.....	None
Total Death Losses Paid to Date.....	40,061.00
Total Guarantee Deposits Paid to Beneficiaries.....	\$12.00
Death Losses Paid During 1897.....	17,000.00
Death Rate for 1897.....	6.31
Cost per 1,000 at age 30 during 1897.....	8.25

FRANK E. ROBSON, PRES.
TRUMAN B. GOODSPEED, SEC'Y.

If You Hire Help

You should use our

Perfect Time Book and Pay Roll.

Made to hold from 27 to 60 names
and sell for 75 cents to \$2.
Send for sample leaf.

BARLOW BROS.,
GRAND RAPIDS, MICH.

OLDEST, most reliable wholesale clothing manufacturers in Rochester, N. Y., are **KOLB & SON**

Our Spring Line ready—Winter Line still complete. Best \$5.50 all wool Kersey Overcoat, and best \$5.50 Ulster in market. See balance of our Fall Line, and our entire Spring Line. Write our Michigan Agent, WILLIAM CONNOR, Box 346, Marshall, Mich., to call on you.

Mr. Connor will be at Sweet's Hotel, Grand Rapids, from Saturday, March 17st until Wednesday, March 23d.

The Commercial Credit Company, L't'd, of Grand Rapids, Mich.

Collects all kinds of debts from all kinds of debtors for all kinds of people and in all kinds of places in the United States and Canada.

L. J. STEVENSON, Manager and Notary.
R. J. CLELAND, Attorney.

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

Fancy Calendars

The Tradesman Company has a large line of Fancy Calendars for 1898, to which it invites the inspection of the trade. The Company is also equipped to prepare and execute anything in the line of specially designed calendars, either engraved or printed.

OUT OF SEASON.

Epicurean Demands Supplied by Home Enterprise.

If our grandfathers could return to earth, they would see many things that would surprise them, and the surprising things would not by any means be confined to the wonders of invention and development. The patriarchs returned to earth would, doubtless, be amazed at the trolley cars and telephone, and then, going to dinner, would be equally astonished at the possibilities of the modern midwinter menu. It is possible they might look upon the electrical and steam appliances as uncanny—at least, they would not pretend to understand them—but when it came to things to eat, they would expect to be right at home and to find at least a few familiar dishes to partake of. New potatoes, new peas, fresh lettuce, young onions and new radishes in February would probably surprise them even more than the workings of the trolley car. Fresh strawberries and new pie plant in March would be as amazing as the steam locomotive. Broilers and mushrooms would be as strange to them in midwinter as a pond of ice in midsummer. And yet these unseasonable things to eat are well known in this modern age. Some of them are made possible by improved methods of transportation and others by improved methods of growing. The new potatoes, peas, beans and tomatoes come from the Sunny South and are landed in the markets here almost as fresh as when they leave their native soil. The lettuce, radishes and onions are home grown in hot houses and broilers and mushrooms are also products of home enterprise and ingenuity.

Broilers are young chickens, eight to ten weeks from the egg, and when properly cooked are as tender and sweet and juicy as chicken can be. They are delicacies for the invalid and choice morsels for the banquet board, and if waited for to come in the natural course of events, as our grandfathers were compelled to do, they would not be due yet for four or five months. Broilers in March are as much of an artificial product as lettuce or radishes. The only natural thing about them is the original egg. The mother is a machine and the warmth that gives life to the embryo comes from a kerosene lamp. The broilers are all incubator chicks, and they are brought into the world by wholesale. For the first "crop," the eggs are placed early in December, and a "loaded" incubator will hold 100 or more. It takes an egg just as long to hatch in the incubator as the eggs that the old hen sets on, which is three weeks, and the warmth is supplied by a lamp which is constantly kept burning. The eggs are turned from time to time by the attendant and when the time comes for the chicks to come forth, the attendant is on hand to lend any of the infant chicks too feeble to emerge alone such assistance as may be needed. The chicks are kept warm and are fed and cared for as tenderly as any mother hen could or would do, and in eight or

ten weeks they are ready for the market. The wise broiler grower does not put all his eggs to hatch at one time, but tucks them in at intervals so as to have a successive crop, the first coming into market about this time and the later broods at intervals of a week or more until the spring is well advanced, or until the natural grown broilers are ready. The first broilers are now in the market, but it is too early yet for them to have a very warm reception or to command anything like fancy prices. The late-grown chickens of last fall are still tender and fresh, and they can be had so much cheaper than the incubator chicks that they are in demand. Along in April and May, however, the winter-grown broiler will be in demand, and where they command only 11 and 12 cents now, they will then easily bring 25 to 35 cents a pound, live weight. The broiler market is supplied mostly by local growers. There are several incubators in town, the largest one on the West Side, and there are also growers at Allendale, Saranac and Ionia. The product is so large that considerable quantities are shipped to Detroit, Chicago and other points.

Mushrooms, essentially a summer product in this climate, are an all-the-year-around article in the Grand Rapids markets. They are grown in the old plaster quarry on the West Side by Allie Apted, and while the home market consumes only about 10 to 20 pounds a day, he has a product of 30 to 40 pounds a day, shipping the surplus to Detroit and other points. In the fall wagonloads of barnyard refuse and rich black earth are drawn into the quarry and the soil is properly worked into beds and left to heat and "ripen." When the conditions are right small bits of spore are pushed down into the soil, and then all that has to be done is to wait for developments. The beds are placed far within the quarry, and in winter and summer the temperature is practically the same. It is intensely dark and the mushroom gardener has no weeds to pull or cultivating to do. He just waits. In the course of time, some morning when he enters the quarry he will find the beds dotted over in patches with white spots, and these spots quickly develop into mushrooms. The local demand has greatly increased in recent years. Four or five years ago ten or twenty pounds would have answered all the purposes of this market for a week, while that quantity is now consumed in a single day. The quarry-grown mushrooms are good until the outdoor article is found in the fields and barnyards, and the natural-grown fungi drives the quarry-grown out of market by reason of its cheapness. Mushrooms have been grown in dark corners of hot-houses, but their cultivation has never been sufficiently successful to encourage the business. In other cities where plaster quarries do not exist regular cellars are built for mushroom cultivation and in Paris the old catacombs, the home of the long-since dead, are utilized. The spore, used as "seed" for planting the mushroom beds, comes in the form of bricks and is imported from France and England, although some of it is produced in this country.

An Unlucky British Trust.

From the London Economist.

At a time like the present, when the attention of investors is being so persistently invited to combinations and amalgamations intended practically, if not admittedly, to create industrial monopolies, the dividend announcement of the Salt Union appears opportunely as a note of warning to those who are being misled into the belief that enterprises of the kind have real prospects of becoming permanently successful. When the Salt Union was formed we ventured to warn the public against subscribing to it; but the combination was introduced under what were described as highly favorable auspices, and it made such a brave start with a 10 per cent. dividend for 1889 that the ordinary shares went to a substantial premium. In the following year, however, the dividend was reduced to 7 per cent.; then for two years in succession 5 per cent. was paid; for 1893 the distribution was 3 per cent.; for the next year 2 per cent.; for the next 2 per cent., and for 1896 1 per cent. was paid. And now, not only is the ordinary dividend "passed," but only 1¼ per cent. is proposed to be paid on the 7 per cent. preference shares; so that the descent has of late years been very steep.

The unsatisfactory result is attributed in the market to the unfortunate trading with the United States and with India; and it is reported that the directors are conferring with the large shareholders in the hope that a scheme may be arranged for getting the undertaking out of the mess. The task is not an enviable one, for the Salt Union is enormously capitalized, and the product in which it deals is, happily, found in most quarters of the globe.

It is sincerely to be hoped that the history of the Salt Union may act as a deterrent to investors who may feel tempted to join in one or other of the combinations that are being so freely talked about, for the process is as inimical to the interests of the country as a whole as it is usually sooner or later unprofitable to those whose capital is embarked in it. One of the essentials of all these attempted monopolies is to raise prices, but it generally happens that the advance is confined to the home markets, so that, with the larger profits exacted from consumers in Great Britain, the combinations may be the better able to undersell their competitors abroad. While so much is being said about the necessity of obtaining fresh markets for our products, it is certainly a matter for careful consideration whether it is really an advantage to the country generally that the establishment of these new markets should be effected at the expense of the consumers at home. Meanwhile, the example of the Salt Union is not calculated to encourage imitators in other lines of business.

The discoverer of Mount Bischoff, the greatest tin mine in the world, which has paid \$7,500,000 in dividends, died a short time ago practically penniless. "Philosopher" Smith, as he was called, had a pension of \$1,000 per annum from the New South Wales government, but it did not enable him to make provision for his wife. The New South Wales parliament was accordingly asked to continue half the pension in her favor, which it did by a large majority. When Mount Bischoff was made into a stock company Smith took a large number of shares, but, losing confidence in his own discovery, sold them for a song.

Dry Goods

The Dry Goods Market.

Staple Cottons—The heads of departments in the jobbing houses express themselves as feeling positive that unless there is a decided change in the market conditions in the near future, they will have to pay at least $\frac{1}{8}$ ¢ advance on two or three of the leading tickets; in fact certain lines that are short have already been advanced a trifle.

Prints and Gingham—The market for prints and gingham has continued steady, without any particular feature. In the jobbing houses the best business was in wash goods, and gingham, zephyrs, etc., have been in large demand; in fact, a fair business has been done from the very cheapest gingham to the highest priced domestic and imported fabrics. Fancy printed fabrics in the primary market are firm as a rule, and in lines of organdies and other sheer goods, running from $7\frac{1}{2}$ ¢ to 15¢ per yard, there is a steady, unabated demand, and it is fair to assume that several tickets are securing a slight advance.

Silks—The sales of dress silks have been very good during the winter, but from the preparations that are being made for the coming spring and summer, dealers are having every reason to expect a much better season of business. Plain goods are going to be much more popular than stripes and plaids, as the latter patterns have become somewhat passe. Changeable silks are not likely to take quite so well as they have done for a year or two back, as the styles of goods are changing; in changeables this year, there is to be noticed a difference, in the formation of both the warp and woof of the silk, from what has been usually seen, in that they are of a light and a somewhat darker shade of the same color, thereby giving a shaded effect, instead of being of contrasts, as have been used so much. The designs shown in this season's goods are very tasty, neat and well chosen, and there are very few very gaudy things that will be used. Prices are considerably higher than they were a little while ago, the reason being on account of the rapid rise in the price of raw silk. These advances in values affect the amount of buying being done but very little, for if a person wants a thing he generally purchases it, regardless of whether it costs a little bit more or not.

Carpets and Rugs—Reds and greens appear, from all indications up to the present time, to be the shades which will be the most popular in carpets during this season. All the dealers are looking forward to a rather satisfactory trade in the carpet and rug lines, and for that reason have, in a way, prepared accordingly, taking in a few more goods, perhaps, than they ordinarily would, if money did not appear to be circulating somewhat better than it has been doing. Prices, as a rule, are not so very much higher than they have been for some little while back. The tendency among purchasers is for no especial patterns, the flowery, empire and common or ordinary patterns all selling about as well as each other, but the colors that are being chosen usually, in the general run of cases, border on the red or green shades. Rugs are selling about as well as they always do, although almost all the call is for domestic goods, as it is in the carpet trade. Every one nearly in the carpet business anticipated the

great advance there would be in the duty on all kinds of imported straw mattings, and so brought in a good deal of these goods before the bill went in force, so that now for a while one is able to secure this special article at a much more reasonable price than he would have been able to do if dealers had not done this.

Linings—Linings of all kinds, but cotton goods and satines, principally, are in a very quiet condition, and business in general is pretty poor. There is hardly any demand to speak of; what there is is of but very little consequence. Silesias and satines are about the only things that are selling. Speaking of prices, it can be said that they are lower than they have been, because of the large supply of these goods already manufactured, and of the recent drop in the price of cotton. In this business, as in a good many others, everything looks rather blue, because of the stopping of what is usually a very good demand for all kinds of goods from the different New England cotton manufacturing towns, for when such a number of operatives are thrown out of work as has been done by these strikes, none of the local dealers care to have much extra stock on hand which would not be very likely to be sold.

Furs—The past fall and winter season has been a satisfactory, but by no means very flourishing, one in the ladies' fur garment trade. In the early part a large number of collarettes and shoulder capes were worn, on account of the unusually mild weather, and this of necessity caused a demand for all kinds of muffs, but the best seller was the small, plain, 24-inch muff, although the decorated ones sold pretty well. Heads, but tails, principally, of the various small animals have been used very largely in trimming up the garments this season, and they will also be used a good deal next fall and winter. However, lately the call has been for heavier wraps, instead of the light ones, and seal coats and jackets have sold about the best in this way, for now the prices on seal skins are about as low as they will be for some time, owing to the stopping of their being brought into this country. The electric seal has been a fair seller, owing to its cheapness, and some people are just now trying to get cheaper priced goods, no matter if it does not wear half as well as one real, good, higher priced one would. Some marten and the blue fox have been used quite largely for all purposes, but in speaking of the lighter fur, there has been quite a good deal of alpaca used in making shoulder capes and some collarettes, too. For evening wear, during the chilly summer evening, there will be very likely quite a number of these light fur garments used.

Trunks—Dealers in trunks and bags are pretty confident of a rather good season of business in those lines during this coming spring and summer, partly because of the poor trade of last season, which held back the demand for a number of these goods which were needed at that time, and because, from the present general appearances, there seems to be a little more in circulation than there was a year ago. There are a great many novelties in trunks being shown, such as those with fancy trimmings, and those with a number of leather straps on them, but the most of them are of canvas rather than leather. Dress suit cases of all sizes are very likely to be in excellent demand, as they always are, and hand bags, too, of the most improved and regular patterns are sure to sell pretty well.

Dealers don't keep our goods; they SELL them.

Carpets



All grades cut at wholesale.

You Carry Only Samples

We carry the stock. When you make a sale, send us the pattern number, size of room or quantity wanted and we will ship your order the same day as received—sewed if desired.

OVER 3,000 DEALERS are now handling our carpets profitably. Let us start you to success.

For One Dollar

We will send you a book of Carpet Samples containing about 50 patterns—size 9x18 inches. These samples are cut from the roll, so you can guarantee every carpet as represented—in style, color and quality. No picture scheme or Misrepresentation. Every sample is finished, numbered and quality specified on ticket, so you can make no mistake when ordering. We also make up books as above, 18x18 in., which we will furnish

For Three Dollars

This size is very popular, as the patterns show up beautifully. If you prefer large samples we will cut them any length desired at the price of the goods per yard. We have the best-selling goods on earth. Don't wait, order samples at once; it will be to your interest and we want you to represent us.

HENRY NOEE & CO.,
SOUTHEAST CORNER MARKET & MONROE STS., CHICAGO.

Complete price list and telegraph code will be sent with samples.



Pretty Neckwear

- Always adds to the appearance of a show window.
- Our Spring Styles are now here and we can honestly say that they are beauties.
- Everybody says so.

Voigt, Herpolsheimer & Co.,

IMPORTERS AND JOBBERS,

Grand Rapids, Mich.

Overshirts...

At \$2.25, \$2.50, \$3.00, \$3.50, \$4.00, \$4.50, in printed Cheviot, Madras and Twills

Laundried shirts with or without collars; soft front or laundried plaids and stripes, \$1.50, \$6.00, \$7.50, \$10.50. We have a job of about 10 dozen \$4.50 grade to close at \$3.50 regular.

Large line of Men's Hats, Children's Caps and Boys' goods in Felt, Flannels and Straw from 45¢ to \$12.00 per doz.

P. Steketee & Sons, Grand Rapids, Mich.

Woman's World

Transparent Falsehoods Dear to the Hearts of Women

With most women Lent may be described as a kind of spiritual spring cleaning, when they overhaul their conscience, as they do their wardrobes, to see what needs repair, and with pretty much the same general results. After a season of balls and parties and pink teas and crushes, the stoutest virtue is apt to show signs of wear and tear about the edges; good qualities that we flattered ourselves were all wool and a yard wide have shrunk to infinitesimal proportions, and the best temper is reduced to a thing of shreds and patches.

Now, women have been told they were angels so long we have come to believe it, and it is always with genuine and unexpected surprise that we find we really have faults after all. Of course, in church we say that we have done the things we should not have done and have left undone the things we should have done, but that's a general statement. In private we are even willing to go a step farther. We admit we are not as spiritual minded as we should be and that our hankering after the higher life is not very intense or real, so long as things are going our way in this, but as for the plain, everyday sins we have committed, we are free to confess we should never have believed it of ourselves.

Now, there's the matter of lying, for instance. Only, when we speak of the thing in regard to women, we don't use that horrid word. We would be furious if any one accused us of such a thing.

Still a fib is a fib, after all, and the number it takes to get one through a season is legion. Looking back, it seems like it was all a tissue of falsehood, and you wonder if it was worth while. Don't you remember, one day, when you were in a saturnine mood, and you stood aside at a tea and listened to the voice of society as it went by, and interrupted it as it talked. "Dear Mrs. Jones, so glad to see you." (Might have known that horrid, pushing thing would be here; wonder how she got invited, anyway.) "Ah, you here, Mrs. Brown! So pleased to see you!" (Wouldn't care if I never saw her again as long as I live.) "Such a charming frock!" (She's worn that to everything she's been to this winter.) "Is that Mr. De Smithe singing? What a fine voice!" (For calling pigs.) "Oh, Miss Blank, I hear you are going to favor us with one of your delicious recitations; is it true?" (If that demon reciter is going to perform, I'll go.) "Dear Mrs. Hostess, so sorry, but I really must tear myself away. Everything has been so charming, and your tea is quite the most beautiful one I have seen this winter." (Thank heaven, that's over. Never saw so many stupid people together in my life. Wonder where she got 'em.)

And poor Mrs. Hostess, whose very knees are giving away under her through sheer weariness, heroically forces another sickly smile to her face and entertains you to stay, and you know just as well as if you were a mind reader and could see her thoughts that she is inwardly thanking heaven that another person is gone and that she will soon have compromised her indebtedness to society at 40 cents on the dollar.

Of course, we say, and we devoutly hope that the excuse will go with the recording angel, that it can't be

helped; that society would become a howling wilderness if everybody went about saying what they thought, and that civilization would be shocked out of existence by the mere presence of the unadorned truth. I, for one, don't believe it. We have gotten in the way of telling a lot of transparent falsehoods that no one believes and that we don't expect any one to believe, and it is more than likely that most people would be glad to return to a simple and direct way of speaking if only they had the courage to do it.

Suppose such an innovation could be introduced and telling the truth could be made fashionable. White lies would become as passe as puffed sleeves, and even the useful and ubiquitous taradiddle would be discarded with other out-of-date personal belongings. Just think how it would simplify things and what a lot of trouble it would save us!

First and foremost, we should revel in the luxury of telling the truth about our pocketbooks. No need for any more beating about the bush and making excuses why we do this and don't do that. We should simply say we can't afford it, and that on a calico dress and boiled mutton income we can't wear mirror velvet and eat champagne dinners. Now we dodge, and bluff, and prevaricate, and pretend our economies are the result of choice and not necessity. Our doctor has positively forbidden turtle soup, don't you know, and we make our own frocks because we can't find a dressmaker who seems to understand our peculiar style.

Whoever heard of a woman who went to a \$3 a week summer resort in the woods because of its being cheaper? Nobody! She always goes for the quiet, and she is careful to tell us so. We have all met the sister whose diamonds are forever locked from human eyes in her husband's safe, and laughed in our sleeves at the one who was always talking about her butler and her maid, when we knew well enough she kept only one girl and helped herself with the cooking. Most pitiful of all is the woman who is ashamed of her work, who takes boarders for company, and sells embroidery at the Woman's Exchange because she is so fond of fancy work, and these things accumulate so, you know, keeping up to the end the pathetic fiction of wealth she never had, or that has long since vanished. If anyone were deceived by these absurd falsehoods there might be some slight justification in them, but they are a dead waste of raw material. Nobody is so unsophisticated and so silly as to believe them. People work because they are poor and need the money, they do without luxuries because they have to, and no amount of flim-flam excuses is ever going to convince a suspicious world to the contrary.

It is an appalling thought that many a woman spends her entire life in weaving a tissue of deceit and falsehood and that from the cradle to the grave there is not a single place where she can stay the soles of her feet on truth and be at peace and rest. She spends her days trying to hoodwink the world and make it believe she is richer and more fashionable than she is. She starves the children to give a pink tea like her rich neighbor; she wears a silk frock over a ragged petticoat; she grows old and haggard and sick and nervous in trying to keep up appearances. She reads the society columns in the papers and talks glibly about the Bullions' tea

and the Croesus' dance. She affects familiarity with the rich and swell. If she has ever known, by chance, any distinguished person, she drags his name into the conversation by the heels or the head, anyway, so it gets there, and she can refer to what Governor So-and-So "said to me," or "the time Senator Something-or-other and I were on the same train." Such pretences would be infinitely amusing if they were not also infinitely pitiful. How one longs to say to such a woman: "My dear madam, come down into your own class and be comfortable and happy. Don't fib any more about the people you don't know or the invitation you did not get. Tell the truth—that you have not the money to entertain and live like the ultra fashionable and that you don't belong to that set. Everyone knows, anyhow."

The untruth that takes the shape of a compliment and merely indicates the teller's desire to make herself agreeable is, perhaps, a fault that leans to virtue's side, but it must strike every observing person that even that amiable weakness is altogether overdone. It is the fashion to be superlative. Every one is apparently, so far as words go, overcome with rapture every time you meet them. If you paint they do not hesitate to tell you that you are a second Rubens; if you sing, Patti is not to be compared with you; if you write, you are a George Eliot or an Elizabeth Barrett Browning. Of course, no one but the idiotic take these things seriously. They are a mere facon de parler, which you promptly discount at about 90 per cent., but the result is that it has taken all the sweetness out of the word of praise you are really hungering to hear. You know well enough that a casual ac-

quaintance can't possibly pine for your society, but you would like to know whether she would like to see you again. You know well enough you are not a genius, but you would like to know if your work seems good at all to another. But you never will. The exaggerators have left the sincere nothing to say.

There is, too, a darker side to this subject. For the most part women's falsehoods are the graceful little fibbing that deceives no one and is comparatively harmless. Few women are so cruel and so heartless as to tell a falsehood outright that will injure another, yet they do not hesitate to embroider a story with a suspicion and pass it on as a fact until, at last, its deadly work is done and a character is blasted. Women are much more reckless in this regard than men. They know they are seldom called on to account for what they say, or vouch for a story, and they elaborate it unintentionally and unmeaningly. I know we all do it. There isn't a day of our lives we don't tell things that would scare us out of our wits, if we were called on in court to swear to them. I heard a good story the other day about something like this: In a party of men and women each one was called on, in turn, to tell what they esteemed the most important attribute in forming character, and to give the name of the person who they thought best illustrated it. One gave sterling integrity and illustrated it by Lincoln. Another tact and Madame De Maintenon as an example, another loyalty, with Washington as an example. At last it came to a very plain spoken woman, who gave truth, and added, "and I don't know of any example, living or dead."

The pursuit of truth would be a pleasing and novel Lenten diversion. Let's all try it, and see how the plain, unadorned truth fits into modern life.

DOROTHY DIX.

PURITY AND STRENGTH!

Fleischmann & Co.'s Compressed Yeast



As placed on the market in tin foil and under our yellow label and signature

ABSOLUTELY PURE

Of greater strength than any other yeast, and convenient for handling. Neatly wrapped in tin foil. Give our silverware premium list to your patrons and increase your trade. Particular attention paid to shipping trade. Address,

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"It is used throughout the city hall and is the most satisfactory inkstand I have ever seen." FRANK D. WARREN, Grand Rapids, Mich. City Clerk.

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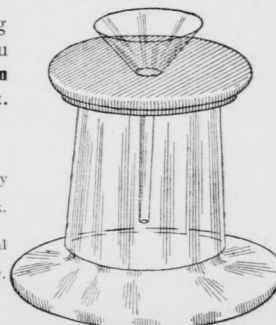
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WILL M. HINE, ARCADE BOOK STORE

EXCLUSIVE AGENT.

GRAND RAPIDS, MICH.

DEALER IN BLANK BOOKS AND ALL OFFICE SUPPLIES.



Around the State

Movements of Merchants.

Stanton—J. Hansen, of Gowen, is soon to engage in general trade here.

Elsie—Preston & Blunt succeed Miss Hattie Kester in the millinery business.

St. Johns—Mrs. H. W. Holton has purchased the millinery stock of Miss Hattie Hicks.

Dundee—John F. Beeken has bought E. T. Hardy's interest in the grocery stock of Hardy & Porter.

Sonoma—John Rolfe has purchased the store and stock of C. N. Woolcutt, general dealer and druggist.

Otsego—E. F. Hinkson will open a grocery store in the building recently occupied by G. D. Woodgate.

Caseville—Fred Gonder, the grocer, will soon be ready for business at the old stand. Fire can't down him.

Ionia—W. E. Knapman, of Detroit, has engaged in the merchant tailoring business, locating in the Tower block.

Houghton—Robert Hill succeeds John McKeand as local representative for the Cudahy Packing Co., of Milwaukee.

Lapeer—The Lapeer Mercantile Co. has filed a chattel mortgage for \$7,500 in favor of the First National Bank of Lapeer.

Casnovia—Miss Mattie A. Booth has charge of the branch shoe store recently opened here by the Booths of Cedar Springs.

Saginaw—The firm of Borden & Niederstadt, wholesale produce dealers, has been dissolved, Mr. Niederstadt retiring.

Durand—A. E. Dutcher and L. L. Conn, of St. Johns, have opened up a shoe store. The latter will manage the business.

Detroit—Walter E. Burlage, grocer at 358 Fort street east, has given to Lee & Cady a \$1,000 chattel mortgage on his stock.

Sturgis—Rehm & Smith, of Muncie, Indiana, have purchased Mrs. H. R. Snyder's shoe stock and will continue at the same location.

Fremont—Miss Alice Walker succeeds the Misses Madlin & Holt in the millinery business. Miss Madlin leaves soon for California.

Union City—Willie Barrett, of Sherwood, will shortly move his hardware stock to this place and go into partnership with his father.

Caro—This place boasts of a new shoe firm, the members of which are Chas. Husted and H. Smith. The name will be Husted & Co.

Adrian—Chas. Boyd, who has disposed of his meat market at Delaware, Ohio, is soon to engage in the wholesale meat business at this place.

Alma—A. J. Smith, of Detroit, has opened a tailor shop in the Cohoon building. He has with him A. Waters, who was his assistant in Detroit.

Springport—J. A. Stansell has purchased the interest of S. J. Hammond in the grocery firm of Hammond & West. The new firm will be known as West & Stansell.

Belding—Porter & Forbes, of the Model Market, have dissolved partnership and T. H. Porter is now sole proprietor. Mr. Forbes has returned to his former home at Fremont.

Petoskey—Miss Edna Van Slyke, of Belding, is to move her millinery stock here, where she will engage in business again with Mrs. W. L. Jackson. The change will take place about March 1.

Byron—A. W. Hoisington has purchased a stock of crockery and glassware and will occupy the Orr store in the near future. He will continue the drug business in his new quarters.

Edmore—Max Preys has severed his connection with Heath's drug store and gone on the road for a Detroit drug firm. Chas. Vandenberg, of St. Louis, has taken his place behind the prescription case.

Orangeville—Geo. W. Kern, formerly engaged in the drug business at Prairieville, has purchased a business lot at this place and will erect a new store building, in which he will install a new drug stock.

Elkton—A. J. Aldrich has moved his store building here from Grassmere, a distance of almost ten miles. The building was loaded on sleighs. Grassmere, which was once a thriving lumbering town, is now nearly deserted.

Traverse City—W. D. C. Germaine and H. S. Hull have sold 10,000 bushels of potatoes to Salmon Brown, of Kilburn, Wis. The price paid was 55 cents per bushel. The potatoes are being loaded on cars for immediate shipment.

Portland—R. D. Stewart has purchased the stock of wall paper and fancy goods owned by the late George Smith and has moved them to the Dixon building on Kent street. The jewelry stock has not yet been disposed of.

Kalamazoo—The Sperry & Hutchinson trading stamp crowd have abandoned this field, the store here having been closed and the remnants of the stock clandestinely shipped out of the city, leaving numerous holders of stamps to deplore their losses.

Cadillac—E. Gust Johnson, who has been employed for the past eleven years with J. Cornwell & Sons and their predecessors, LaBar & Cornwell, has purchased Wm. Hoag's interest in the grocery firm of Snider & Hoag. The new firm will be known as Snider & Johnson.

Belding—Melvin Sprague, of Ionia, has purchased the bakery business of Frank Howk, and will add a line of confectionery, tobacco and cigars and shelf goods. Mr. Sprague comes well recommended. Mr. Howk goes to Seattle in a few weeks, and has sinister designs on the Klondike regions.

Hancock—Friends of Henry Stark, who lately made an assignment for the benefit of himself, have become interested in the affair and offered to settle with the creditors on the basis of 50 cents on the dollar. The goods are still in the Kauth block at Hancock, under the custody of Assignee Tamblin, and the creditors would certainly secure more by the above offer than can be realized on the sale of the assets, as the expense of teamsters, lawyers, appraisers, rent and officers amounts to a heavy sum.

Muskegon—The Sperry & Hutchinson trading stamp exchange has evaporated, so far as Muskegon is concerned, the goods in the local store having been clandestinely moved out of the city under cover of darkness. The stock of the stamp store has recently been dwindling perceptibly, and finally a number of merchants entered protests, stating that if the display was not better kept up they would withdraw from the Association. A week ago last Saturday A. P. Conner & Co., one of the heaviest purchasers of stamps among the local firms, decided to pull out of the scheme, which announcement probably decided the fate of the stamp store.

Eaton Rapids—S. C. Olmstead and Wm. Olmstead have purchased Amos McKinney's grocery stock. The business will be conducted under the firm name of S. C. Olmstead & Son.

Otsego—The Geo. H. Fisher grocery stock was recently seized by W. C. Edsell & Co. and Sherwood Bros. by virtue of chattel mortgages aggregating \$1,350. The stock was subsequently sold to Olds & Stout, of Plainwell, who will continue the business here under the personal supervision of J. A. Stout.

Fennville—George J. Stephenson is packing up his drug and grocery stock, preparatory to moving it to Bangor, where he has purchased from B. J. Robertson the stock which Mr. Stephenson sold out about six years ago. The store building vacated by Mr. Stephenson will at once be occupied by Clarence N. Menold, who will move his drug stock here from Bloomingdale.

Manufacturing Matters.

Marquette—The large works of the Michigan Polygonal Turning Co., after being closed nearly five years, will soon be re-opened by Chicago and Oshkosh parties.

Adrian—The Wolf Creek butter and cheese company has leased its factory for the coming season to L. W. Baker. The factory will begin operations April 1.

Montague—A. L. Dickinson has purchased his partner's half interest in the Montague Roller Mills, so that he is now sole owner. Mr. Calkin, the miller, will remain in Mr. Dickinson's employ.

Maple Rapids—Orin D. Casterline and Edwin Burt have rented the grist mill of S. D. Adams, and are repairing and thoroughly renovating the same. Mr. Fred Casterline has been placed in charge.

Benton Harbor—Ora Chapman has purchased of A. F. Schoeltz a half interest in the Benton Harbor Bicycle Works. The plant is to be enlarged and the business increased during the coming season.

Holly—The Michigan Manufacturing & Lumber Co. intends to do an extensive business in shingles this year. It has contracted for the output of two mills in the northern part of the State and is negotiating for other cuts.

Traverse City—Greilick Bros., of Greilickville, have purchased the steam barge Haywood of the Howell estate in Chicago. The vessel will be fitted out with new machinery and will be used for transporting lumber for the firm.

Ontonagon—A new sawmill is being erected on the Flint Steel River by W. B. Miller, of Tustin. It is expected it will be in readiness to operate by April 1, and will at once begin cutting a large bill of timber for the Government breakwater.

Saginaw—The Saginaw Leather Manufacturing Co. has been organized with a capital stock of \$5,000 to manufacture belts, pocket-books and other novelties made from leather. Wm. Barie is President of the corporation and Louis Mautner will act as Secretary and Treasurer.

Sights—The lumber plant of Kelley & Covell and the business connected therewith, consisting of sawmill, shingle mill, general store, etc., have recently come into possession of the trustees of the estate of John C. Lewis, who was formerly President of the First National Bank of Traverse City. John Gillis has been engaged to manage the business for the trustees.

Schoolcraft—The plant and machinery of the defunct Schoolcraft Table Co. has been sold to local parties, who propose to manufacture refrigerators.

Crisp—The stockholders of the Crisp Creamery Co. have purchased the equipment of the Union cheese factory, of New Holland, from the proprietor, Jacob Van Dyke, who has become one of the stockholders and will have a position in the creamery after March 1.

Chassell—The Sturgeon River Lumber Co. will put in 1,000,000 feet more of hemlock logs than last year, giving the company a total of 2,500,000 feet this year. The mill will start May 1 and will run day and night after May 15 through the season. The intended cut this year is 20,000,000 feet.

Adrian—The Gibford Manufacturing Co., Ltd., has been incorporated, with \$5,000 capital stock. The incorporators are R. A. Watts, Seth Bear, H. C. Smith, Jessie Gibford, Robert L. Gilliland, Chas. B. Smith and E. B. Gibford. Bicycle chain-cleaners and other specialties will be manufactured.

Holland—The Bay View Furniture Co. has purchased the so-called bending works plant and will operate it as a table factory. The capital stock is \$18,000 and the stockholders are: Henry Pelgrim, Peter De Spelder, C. Cook, H. H. Karsten, of Zeeland, Herman Van Ark, J. G. Van Putten and John Van der Veen.

Escanaba—The Business Men's Association will look up a number of desirable sites for manufacturing institutions, so that quick action may be taken when an applicant for a location in the city is found, instead of having to fool around so long in finding a site that some other city will have time to step in and secure the plum.

Why She Felt Acquainted.

A Boston lady of the most reserved and exclusive type was waiting for her change at the glove counter in one of the large stores when she was approached by a very large, gaudily dressed and loud looking woman, who held out a pudgy hand in a green kid glove, and said:

"Why, how do you do, Mrs. Blank?" Mrs. Blank ignored the proffered hand, and, drawing herself up stiffly, said frigidly:

"I do not think that I know you, madam."

"No, I s'pose not," replied the woman, in nowise embarrassed by the coldness of her reception, "but I've known you by sight for a long time, and now I've got a hired girl who worked at your house once, a year or two ago, and she's told me so much about you that I feel real well acquainted with you. Pleasant day, ain't it? Well, if she ain't polite to sail off without so much as a word! Shows her raisin', anyhow!"

The citizens of Philadelphia seem to be already reaping the advantages of the transference of the gas works from municipal control to a private company. In less than two months the candle power of the gas has been notably improved, and further improvement is promised just as soon as the new machinery gets into working order. There has been no increase in the price of the gas, neither has there been any decrease.

There are some things to be said in behalf of French courts after all—for instance, they don't allow attorneys to talk ad libitum and ad infinitum and other such gibberish outside or inside the record.

The cheapest thing a politician can be is to be a jingo. It requires no brain and no money; nothing but wind whistled through long ears into silly heads.

Grand Rapids Gossip

The Grocery Market.

Sugar—The market is strong, with every indication of a higher range of values.

Tea—There is no further advance to note and there probably will be none until the demand improves. There ought to be a good demand for tea all over the country at present, but for some reason or other it fails to materialize. The method of holding the New York auctions of tea has been changed. Instead of being held weekly, they will hereafter occur on the first Wednesday in every month and buyers will have to take whole lines instead of small portions thereof.

Coffee—Brazilian grades are easy, although there is no change in quotations. In the milder grades the market is more firm for desirable lines. It is reported the Mexican crop will be about 25 per cent. short of last year, and the Guatemala about 40 per cent. under a year ago. In fact, it is claimed by most of the trade that all the Central American crops will be short as compared with a year ago. Although it is generally believed the Maracaibo crop is a full one, receipts have not been large.

Canned Goods—Tomatoes are quiet and but little is doing. Prices are unchanged, but the market is unquestionably easier. The demand for corn is rather limited and some orders have been taken at shaded prices. The market, however, nominally rules at the old basis. Peas are in very small demand, and the Baltimore market is slightly easier. A few California peaches are being sold, together with a few seconds, all at unchanged prices.

Dried Fruits—There is an upward tendency in prunes. California loose raisins are quiet and prices are unsettled, varying according to holder and quality. Off-grade stock will only be taken at inducingly low prices, but the demand does not seem to be heavy. Standard grades are reported to be somewhat scarce, both here and in California. The demand for currants is light, and the market remains unchanged, with a steady feeling. Prunes are moving along very well. A strong feeling prevails in the apricot market. Peaches of good quality are reported to be in light supply. The demand for these is also light. Medium and low grades are in fair supply and prices are well maintained.

Starch (N. Y. Commercial)—Owing to higher prices of raw material—corn, potatoes and wheat—manufacturers and importers of starch and dextrine have more elevated views concerning values and an upward tendency is very distinct. As noted several days ago, there was an advance in cornstarch and imported and domestic dextrine. In regard to starch, it may be said that sellers are advising their clients that it would be better for them to buy right away, in order to forestall an advance, which, they say, will come in the near future. Some of the manufacturers have already sold ahead of their output of powdered and pearl cornstarch several weeks. Considering the season of the year, there is a good movement of this article, buyers, as usual, hastening to secure supplies in an advancing market. Cable advices from abroad would warrant, it is said, at least $\frac{1}{4}$ c on imported dextrine, but values are held on

an even keel by spot supplies purchased before the advance.

Fish—With the exception of mackerel, there is a strong Lenten demand for everything in the fish line. Cod is in good demand at unchanged prices. Values are well maintained. Lake fish is also in good demand at unchanged prices. Salmon is selling well at steady prices, and no fluctuation is expected soon. Sardines are still held at the advance.

The Produce Market.

Apples—Home grown Northern Spys are about the only thing in the market, commanding \$3.75@4.50 per bbl. They range from choice to fancy, but run mostly to choice.

Bananas—Receipts are regular at present, and the fact that desirable shipping stock can be depended upon is increasing the movement from outside. A big trade on this line is looked for this spring and steady prices can probably be depended upon.

Beets—25c per bu.

Butter—Factory creamery is steady at 19@20c. Dairy is still scarce and high, commanding 15c for fancy, 14c for choice, and 12@13c for ordinary.

Cabbage—The country appears to be full of stock, in consequence of which there is no particular shipping demand from any direction. The price ranges from \$2@3 per 100, according to size and quality.

Carrots—30c per bu.

Celery—Choice stock is held at 20c per bunch.

Eggs—Supplies are coming in freely and, in spite of the strong demand, quotations have declined to 12c, with indications of still lower prices in the near future.

Green Onions—15c per doz.

Grape Fruit—Values are unchanged. There is a fair movement, with ample supply. Stock from Florida and California is in market.

Honey—Dark ranges from 9@10c. Light stock is higher, commanding 12c.

Lemons—The movement, while not large, is fully up to expectations for the season of year. Bulk of supplies in sight are California stock, and run very fancy in quality. Values are unchanged, although concessions are made on large-sized orders.

Lettuce—Grand Rapids Forcing is held at 15c per lb.

Onions—Quotations have advanced, prime stock commanding 85@90c per bu.

Oranges—Arrivals of Coast fruit continue liberal, so that the market is well supplied on stock from the different districts and on sizes. The reasonable prices that developed before values settled to a steady basis have largely increased the movement, and one of the biggest years on record is looked for for this market. Mexicans are in fair supply, but short on some sizes, and latitude should be allowed when ordering goods from that district. No change in prices is reported from last week.

Potatoes—The market continues strong and the demand good. Local buyers pay 48@55c, but as high as 60c is being paid at some of the buying points where competition is strong.

Sweet Potatoes—Illinois Jerseys command \$3.75 per bbl.

Has No Sympathy for the Victimized Jobbers.

Corning, Feb. 26—I am glad you have the sand to give it to those jobbers who help cut the throats of honest retail dealers who pay 100 cents on the dollar for their goods.

I wish that more would make them squirm. Paul Finch and the Wayland Mercantile and Manufacturing Co. did an enormous amount of damage to the legitimate retail trade of this section and every wholesaler who sold either concern goods deserves to go in sackcloth and ashes for feeding fuel to the flames.

ELI RUNNELS.

Gillie's New York teas. All kinds, grades and prices. Phone Visner, 1589.

Excellent Record Made by the Local Banks.

The condition of the city banks, as shown by the official statements of February 18, is not radically different from the condition revealed by the statements of December 15, and with only two months elapsing between them it could hardly be expected that there would be much difference. There have been some changes, however, and these changes are for the better. As compared with the statements of December 15, the five National banks in the city have an increase of \$424,223.43 in their loans and discounts, a decrease of \$246,922.14 in their cash resources and an increase of \$277,868.33 in their deposits. The four savings banks have an increase of \$69,274.28 in their loans and discounts, an increase of \$109,964.84 in their bonds and mortgages, a decrease of \$27,201.80 in their cash resources and an increase of \$171,749.92 in their deposits. A consolidated statement of all the banks will show an increase of \$603,462.55 in loans, discounts, bonds and mortgages, a decrease of \$274,127.94 in cash resources and an increase of \$429,618.25 in deposits.

A further examination of the statements will show that the National banks have increased their interest bearing certificates \$24,394.15, and that the commercial deposits subject to check have increased \$76,063.04. The commercial deposits in the savings banks have decreased \$28,351.63 and the savings deposits have increased \$200,101.55.

In addition to their deposits, the National banks have deposits from other State and National banks to the amount of \$1,407,331.09, as compared with \$1,222,736.05, an increase of \$184,595.04.

The statement is certainly very encouraging. In two months the loans and discounts alone have increased \$493,497.71, which means that just so much more money is being used in active business operations now than in December. This increased demand for money is also shown by the reduction of idle and reserve funds carried by the banks. The increase in the savings deposits has been notable, and a large proportion of this increase has been in the savings accounts carried by the savings banks and not in certificates. This means, if it means anything, that the laboring classes are putting away money from their earnings for future use. The large increase in the deposits from out-of-town banks would indicate a surplus of funds in the surrounding towns.

Hides, Furs, Pelts and Wool.

The hide market is strong, without change of price. Scarcity rules; many tanners are seeking stock in new places from where former purchases were made, and are at a loss where to supply their wants. An old dodge seems to be worked by Ohio dealers on a more extensive and far-reaching scale than formerly, by buying in the Northwest and selling for Ohio take off, which bring a higher price as a rule.

Tallow is firm in price and in good demand, without any material advance. There were larger sales for Liverpool the past week, which shows foreign interest in stock at our prices.

Furs are normal and without excitement, awaiting the outcome of sales this month in London. The extreme weather of late has curtailed the catch.

Pelts are lower and more in conformity with wool, yet still higher than wool market indicates. Some large holdings have let go at less price per piece

than asked a month ago and a month's later take off.

There has been little or no trading in wool the past week East or West. Half blood was an exception if any, as some sales were made of this grade at an advance. Manufacturers are not in market to any extent, but are using up present supplies to fill orders on hand. Speculators are making quite an effort to obtain supplies at old prices, but as holdings are firmly held above their ideas little is moved. There appears to be a bear in the market when the manufacturer comes, and he is looking for something cheaper, which is hard to find. Holders feel strong in their position, as stocks are light as compared to amount being ground up, and an advance is but 6@7c above the low point touched under free trade, while the duties are 11c and wool higher abroad.

WM. T. HESS.

The Grain Market.

A weak wheat market prevailed during the past week until a decline of fully 4c per bushel had been recorded and it looked Saturday after the close that prices would sag still further, as all news seemed to be of a bearish nature. Argentine shipments were quite large. In India and other localities where harvesting is in progress, reports show that the yield is in excess of what was expected. While European stocks are at a very low ebb, their markets were also depressed. However, when the market opened on Monday everything seemed to change for the better and prices were up 1c from Saturday's closing market. Cables came in stronger. The visible showed a large decrease of 1,345,000 bushels, which was double the amount expected. The receipts in the Northwest are falling off. Large exports advanced prices, so that what was lost last week was made up again, notwithstanding there was only one bull in the market and that was the much-talked-of Leiter. This only corroborates what has been said in previous articles that he can put wheat to \$1.50 per bushel if he is so inclined. May options are neglected and the trade has been switched to July options. To say the least, wheat prices are very irregular and this makes it extremely hard for the manufacturer of flour.

Notwithstanding the increase in both corn and oats was of good size, these cereals showed remarkable strength and prices were well maintained.

The receipts by cars during the last week were very liberal, having been 69 cars of wheat, 13 cars of corn and 8 cars of oats.

Millers are again paying 92c, or 3c above last Saturday's price.

C. G. A. VOIGT.

A Handsome Metal Paper Cutter

And book mark combined sent free of postage under sealed cover on receipt of ten cents in silver or stamps. The latest, best and most serviceable adjunct of every library and office. Address Geo. H. Heafford, 410 Old Colony Building, Chicago, Ill.

Acetylene Gas, the New Light.

Furniture City Electric Co., Agents, Michigan Trust Building, Grand Rapids. Telephones, electric light plants, everything electrical.

Arthur Lane, book-keeper for Philip Graham, will shortly open a grocery at the corner of Eighth avenue and South Division street.

B. C. Mansfield & Co. have opened a meat market at 135 South Division street.

VENGEANCE OF IRONWOOD.

Episode of a Reform Wave in the Gogebic Region.

In the spring of 1893 a wave of reform swept over the town of Ironwood. It was time. Filled up with the mining population which had collected and coagulated there ever since the first prospector in the Gogebic country gazed at the sparkling black lump of mineral he had picked up, and with the prophetic eye of science discovered the millions of dollars under his feet, the town had grown darker of reputation as it had grown larger. But at a certain point in its growth the social and religious instinct began to be felt. That was the beginning of the end of lawlessness, the last outbreak of which is the subject of this bit of incidental history.

Ironwood, in its regenerated character, had its antithesis in Hurley, just across the Montreal River, which at that point is on the boundary line between Michigan and Wisconsin. Hurley was, during the eighties, the toughest town in the United States. Its dance halls were the vilest, its gambling dens the crookedest, its traffic of vice the most glaring, and its bad characters the most dangerous in the West. It was Hurley that fostered the stockades, where kidnapped women were fenced within a large inclosure and guarded with rifles and bloodhounds against chance of escape by the masters who made an infamous living from their slavery. A crusade started in Chicago tore down the stockades, liberated the women, and forever put an end to the foulest blot on the history of the developing Northwest, perhaps the foulest in all American history. It was not done without bloodshed. The men who conducted that unholy business, desperate characters all, were not driven from the country. They became the divekeepers and blacklegs of Hurley and Ironwood.

As the two towns grew, the baser element collected more and more in Hurley. Even there it was held in subjection. Men were not shot in the streets, nor was open crime countenanced; but vice in its various forms flourished unrestricted. Painted women plied their calling in the variety halls, and there was not a square gambling place running. Partly because of its better character, partly because there were bigger mining interests on its side of the river, Ironwood outstripped its neighbor, and when in the spring of 1893 it elected the Captain of the Norrie Mine Mayor it was the bigger place by several thousands, and the better place by a still larger majority, its citizens boasted. In fact, "over the river" was an expression of none too fair repute in Ironwood.

W. B. Winthrop had achieved the unenviable reputation of spending too much of his time over the river. In the case of another man, greater offense might have been less remarked. But Winthrop was, in a sense, a public character, a superintendent of the company which furnished Ironwood with water from its reservoir, a short distance up the river, on the Hurley side. It was whispered that his dissipations were interfering with his attention to business. On such a point Ironwood, in its new consciousness of virtue, was touchy. Winthrop was criticised; but he had many friends who stood up stoutly for him. He was a big, bluff, bearty, easy-going sort of man; the kind that makes friends easily. Moreover, there was no specific allegation against his professional capacity.

The water works company of which he was superintendent was a private corporation, but Ironwood regarded the plant with complacent civic pride. Hurley had no water works worthy of the name. By the contract with the city the intake was to be up the river well beyond a point opposite the mine locations, as the settlements around the locations drained their sewage in open gutters into the river. Winthrop had mapped out the pumping station, the reservoir and the intake. He declared that when spring came Ironwood should

have as good water as any place could boast. Spring came late that year. When the break-up came, in the last of March, Ironwood, built on a marsh, was one huge swamp. With the coming of April there was a great deal of malaria and some cases of typhoid. The doctors said it was due to the swampy nature of the ground. The people sniffed cautiously at their drinking water and wondered if the doctors were sure.

One man, a hardware merchant named Prentice, filtered the water. He found the residuum inhabited by small reptiles of uncouth design, and characterized by a faint but undesirable odor. What he had discovered he mentioned abroad. Some said that it was worth consideration. Others said that the doctors knew what they were talking about. Merchant Prentice found himself achieving undesirable notoriety as a "kicker," and said no more, but his household from that time drank no water that was not boiled and filtered. It may be appropriately stated here that all the Prentice family were alive at last accounts. Other persons began to talk about the appearance and bad taste of the water. Some of the doctors gave way a little and admitted that the water might not be quite up to standard, but after the snow melted off it would be better. Anyway, there was no more sickness than there had been every year. On the whole, however, it would be just as well to boil all water before drinking at present. That advice received such attention as all half-hearted counsel receives; that is, none at all worth mentioning.

On the morning of April 10 "Rome" Baker, supply clerk for the Aurora mine, was in his office when he saw eight sturdy Swedish miners come up from under ground, where they should have been working.

"What's the matter with you, men?" he asked, going over to them.

"Av tank I not vork to-day," said a big fellow. "Ai tank I got pretty bad back."

All the others complained of pains in the back and head. Their faces were flushed and their eyes bright. Baker learned that they had been in town and had drunk the water there three days before. Previously their drinking water had been from the pure springs in the mine. By night all eight were in the company hospital. Before morning they were raging in delirium. In a week three were dead, and two more followed them in the next week. Meantime the other hospitals were filling up. Men were stricken in the mines, on the streets, and in their places of business, and were helpless in the space of a few hours. By the middle of April Ironwood was in the throes of a true epidemic of typhoid of the most malignant type. It struck almost as swiftly as cholera. Its victims succumbed, in cases, within five or six days, while those who overcame the poison lay abed for weeks and arose with shattered constitutions.

Ill enough could Ironwood face such a visitation. Its hospitals were crude; its doctors few. There were no nurses, and in typhoid the nurse is more than the doctor. What physicians there were were worn out with the constant and increasing demands upon them. The big barracks of company hospitals soon filled up. The town authorities threw the armory open. Three days sufficed to crowd it. Two vacant buildings were hastily fitted up. In four days the doctors in charge were forced to deny applications for admittance. There was a lack of cots and bedclothing. Men sent their own mattresses and bedclothes to the hospital, and slept in chairs or on the floor. Women volunteered as nurses. Aid was sent from neighboring places, but the plague grew and spread. At last Ironwood recognized the fact that its powers were too weak. The Mayor telegraphed to Chicago for assistance, and in reply there came, as swift as steam could bring them, twelve young doctors from the hospitals and twenty-five trained nurses to the aid of the stricken city.

For those doctors and nurses it was

the experience of a lifetime. Of the population which was outside the hospital they found half sternly, bravely but almost hopelessly fighting the epidemic, and the other half terrorized, brutalized, drowning their fears in drink and debauchery. Women ran in the streets shrieking and wailing for their dead. Men wallowed in the gutters or raged through the town in the delirium of drunkenness. When two persons met they asked each other:

"How do I look? Do you see any sign?"

And still the epidemic claimed new victims. No sooner had a cot been emptied and a coffin filled than another patient took the vacant place. Soon there were no coffins to be had. The dead were buried in pine boxes, and buried as quickly as might be. There was almost a continuous procession to and from the cemetery. Over in Hurley, too, typhoid was making itself felt, but to a slight extent compared with the terrible conditions in Ironwood. It was a city of fear and trembling and weeping, and the cry, "How long, O Lord?" went up from thousands of hearts.

What human beings could do the relief corps from Chicago did, and nobly. Not only among the sick did they labor, but they went out into the city and heartened the people; told them how to live and what to avoid; had the howling drunkards locked up and the hysterical women suppressed, for there is no ally to death like fear. And always

and everywhere they commanded and entreated people to drink no water without first boiling it, for they knew at once that it was in the water that the poison lay. Nearly all the local doctors had come around to that view, also, for there was unimpeachable proof of it. A typical one was that of five of the Aurora's miners who came into town; three, being thirsty, drank from a hydrant, disregarding the protests of the other two. Two days later they were down with the fever. Their two wiser companions were not taken. Scores of similar cases could be cited. One man refused to be convinced—Superintendent W. B. Winthrop.

"The water's as good as it ever was," he declared. "These Chicago doctors are meddling fools. If there's

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and will have it.

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Grand Rapids, Mich.

any taste in the water it's from the tamarack swamps up above. It's living here in this swamphole that brings the fever."

While he was blustering in this way one day, and a crowd of his adherents were applauding him, one of the doctors approached him.

"You are the superintendent of the water works, I believe," he said.

"Yes; that's me."

"Are you going to take any steps to discover how your water is polluted?"

"Any man that says it's polluted is a liar," cried Winthrop. He had been drinking, and was flushed and excited. "I'll see you all in hell before I'll tear up my plant to suit a pack of fools that don't know enough to stay at home."

"Then, I'll tell you what I believe," said the physician, looking the superintendent in the eye. "I believe you know what is wrong, and as sure as there is a just God you'll pay with your life for the lives you've destroyed."

Winthrop turned white.

"I haven't got the fever," he cried. "I haven't touched the water—not a drop of it." Then, seeing how he had betrayed himself, he rushed at the other, but bystanders interfered and he was led away to get drunk.

The young doctor's words were prophetic, and that very night the prophecy began to work itself out, but in a far different way from what he meant. There was a meeting of citizens in the open lot by the railroad station. Several well-known men addressed the meeting, warning the men against the water.

"Winthrop says it ain't the water," cried a voice.

"Then let us find out," said a clergyman. "Prof. Vaughan, of the University of Michigan, who is a college acquaintance of mine, is an eminent authority upon such matters. I will write him about it. After he has analyzed the water he will report upon it for us."

The meeting adjourned. Prof. Vaughan replied to the communication asking that the reservoir be drained and some of the sediment at the bottom sent to him. To this the water-works people interposed objections—a very foolish and useless proceeding considering the state of public feeling. The reservoir was drained on a warm, sunny day, and as the exhalations arose from the slime at the bottom the men on the banks turned and fled. Two jars of the slime were secured. One was sent to Prof. Vaughan, the other was kept for a very private experiment. Some of the contents of the jar spread upon bread was fed to two white mice. The sturdier of the mice lived three hours. In the course of time Prof. Vaughan's report was received. It was brief, and the pith of it was this:

"The man who permitted the reservoir to get in such a condition is guilty of criminal negligence."

It was read before a sub committee of five, and received in silence to the end. Then said the Chairman:

"Gentlemen, this must be kept quiet for the present. You know as well as I how much Winthrop's life would be worth if it were known."

But it was known, nevertheless. Rumor carried it swiftly. By the following afternoon it was all over the town. Meantime a small party had visited the spot where the intake for the pumping house should have been. They failed to locate it; but some rods below, just opposite the two largest drains from the locations on the hill, they found the mouth of the pipe. All those weeks it had been sucking in death from the sewers and distributing it among the people. The investigators went back to town and found a meeting in the lot by the station. Nobody had called it; it had simply collected to demand the report of Prof. Vaughan. It would have been madness on the committee's part to refuse to give the report. It was read. There was an uneasy murmur through the crowd. A man climbed upon the fence and told of the discoveries at the intake. The murmur became a growing muttering. One of the ministers raised his voice hurriedly:

"Remember, men," he cried, "this is no time for lawless procedure. With

the shadow of death still hanging over us—"

He stopped as a writhing serpentine object shot up into the air over the heads of the mob and coiled down again. It was a rope. The mob interpreted it.

"String Winthrop up!"

Two men pushed through the crowd and ran down the street. They were constables. The ministers and a few other influential citizens called out to the men, imploring them to disperse peaceably. The appeal was addressed to dull ears. There were gathered in that place cowards who for weeks had lived in the deadly fear of death that breeds murder; there were calmly murderous Swedes from the mines, whose comrades had dropped beside them; there were desperate men fierce with the pain of recent bitter losses; there were the vagabond loafers who, in a mass, kill with the animal instinct of cruelty; and in one and all there was the knowledge that in this case lawlessness stood for swift and simple justice. Against such a body of men what could the efforts of the few upholders of the law gain? Nothing but time. Time for the two constables to reach Winthrop's house, and cuff him, still blustering, but struck to the earth with terror, and run him out of the back door, through the yard, around twistings and turnings, then five miles up the river to the ford, across that and down to Hurley.

The mob found him not at home. Where was he, then? The question went from mouth to mouth, and it soon found an answer.

"With Illinois Annie! With the woman he left his wife and kids for and spent his time with while our folks were dying!" shouted a man. "He's gone over the river."

"For the last time," rejoined another, and there was a fierce laugh.

"To Hurley!" was the word. But it was now dark. The crowd separated to get lanterns and weapons. They met in an hour. The two constables, arrived at Hurley with their prisoner, intending to lodge him in the jail, heard the tramp of marching feet on the Hurley bridge; saw the flicker of many lanterns swinging in a long line.

"God help me!" cried Winthrop, breaking down. "They're coming for me. Give me a chance for my life." The constables consulted hurriedly. Then they took the handcuffs from his wrists and bade him make for the depths of the woods as he valued his life. With the hour of death close at hand, Winthrop ran straight to the house where his paramour, known as Illinois Annie, lived. Straight to that house went a deputation from the seekers in silence, found Winthrop there, and told him he had not fifteen minutes to live. Had he anything to say? Then came a pitiable spectacle, for he who had been so assured in speech, so blatant, could now find no word. He opened his mouth and the jaw hung loose, as if it were broken. There was a dry clicking in his throat. That was all. His knees weakened and his captors supported him, unresisting, out the door, while the terrified women ran from the place shrieking.

Back of that house which stands on the outskirts of Hurley is a hill covered with scrub pine, and in a clearing on the top grows a lone tree. Around this tree the mob had gathered to await the coming of the deputation with the prisoner. All was done in order. Winthrop, asked if he had anything to say, stared wild-eyed, in the bright moonlight, around the circle of faces, but spoke nothing. It is doubtful if he was then sufficiently master of his understanding to know the meaning of it all. The rope was thrown over a limb and fixed, and as the body rose with a rush the thunder of many hoofs was heard from Hurley bridge.

A rescue party of the law-and-order element had been organized, and were coming on horseback. They rode straight for the hill, jumped from their horses, and ran up into the clearing. There was nothing that could be called a man in sight; only a few black shadows that melted with a rustle into the

surrounding blackness, and in the center, swinging loose in the soft night breeze, the black substance that had been Winthrop.

Manufacture of Wood Alcohol.

It is not generally known that over 60 per cent. of wood may be converted into liquid. The strongest hydraulic pressure would not squeeze one-half of one per cent. of moisture from dry wood, but by putting the same material into an iron retort and converting it into charcoal by means of heat, the gases and smoke, to the extent of fully 65 per cent. of the weight of the wood, may be condensed into a liquid called pyroligneous acid, and from it are obtained wood alcohol, acetate of lime, and wood tars. A cord of wood weighing 4,000 pounds produces about 2,650 pounds of pyroligneous acid, and 700 pounds of charcoal. The pyroligneous acid from one cord of wood produces nine gallons of 82-per-cent. crude wood alcohol, 200 pounds of acetate of lime, and about twenty-five gallons of tar, besides thirty-five bushels of charcoal.

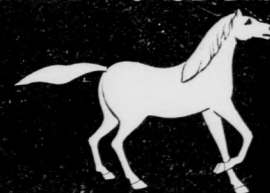
After the pyroligneous acid is neutralized with lime the wood alcohol is distilled off, the lime holding the acetic acid in solution. After the separation of the woodspirit, the remaining liquid is boiled down in open pans to a sugar, which is dried and becomes the acetate of lime of commerce. Acetate of lime is used for making acetic acid. Fully three-fifths of all the wood alcohol and acetate of lime produced in the world is made in the United States. Fully 15,000 acres per year are cleared for this purpose. Wood alcohol affords a perfect substitute for grain alcohol for manufacturing and mechanical purposes, and

at less than one-third the cost. It is used principally as a solvent in the making of shellac varnish; in making celluloid, photographic paper, etc. It makes many beautiful dye-tints. It is antiseptic, and much used for liniments and for skin rubbing in bath-houses.

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E. A. STOWE, EDITOR.

WEDNESDAY, - - - MARCH 2, 1898.

GENERAL TRADE SITUATION.

There has been enough in the succession of sensational reports as to the Spanish situation to give speculators plenty of variety, although the wonder is that in the face of it all declines have been so small. During the reaction in November the decline in both railway and trusts was more in three days than during the last week of most agitation, and that without apparent cause. That the decline was so small and was limited to speculative stocks is an evidence of the general strength of the situation. The only product which showed any decline was wheat, which in its speculative characteristics shares more or less of the vicissitudes of the stock market. The reason why the decline on account of the political situation was so small is that the reports of earnings, especially of railways, are so favorable. These not only show a great increase over those of last year but exceed the earnings of the corresponding periods of 1892, the banner year. When the difference in prices is taken into consideration the enormous increase of traffic will be apparent.

In the face of continued heavy export movement wheat declined three or four cents, owing to speculative causes. Wheat exports since July 1 now exceed 151,300,000 bushels, against 114,200,000 bushels for the corresponding period of last year, and are only exceeded by the record of one year in the past. This is the more notable in view of the fact that the export of corn is beyond all records, even exceeding the unprecedented outgo of last year by 14,000,000 bushels. Thus it is not strange that there was a prompt rally from the decline of last week and that the white cereal is gaining again this week.

The iron situation continues to show great strength in nearly all lines. The price of Bessemer has advanced 15 cents. The demand for manufactured forms continues beyond precedent in everything but rails and nearly all works are pushed to their capacity.

Textile manufacture shows encouraging features in most lines. The price of cotton has scored another advance, which is credited to the improved demand and strength in cloths. On the other hand, there is some disappointment in the outlook for the woolen goods trade; not but that it will be heavy, but some lines have been pushed beyond warrant. The movement of boots and

shoes continues heavy, Eastern shipments for February exceeding those of any corresponding month.

A notable feature of the general situation is the heavy distributive trade, especially in the Middle West. In many localities the season has opened beyond precedent or expectation. An important and significant feature is the demand for agricultural implements. As an example, Kansas City, the most important distributing point in this industry, reports the demand exceeding all records, with sales limited only by the ability to deliver orders.

The ratio of bank clearings continues fully as great as for preceding weeks, although the total was reduced by the holiday. Failures were only 183, against 269 for preceding week.

THE CHINESE LOAN.

After announcing to the world that a foreign loan would be unnecessary, China has finally arranged such a loan with the Hong Kong and Shanghai Bank, in conjunction with a large German bank. The loan has, therefore, been floated under British and German auspices, which means that Russian influence has received a setback.

The Chinese loan is for \$80,000,000, at 3½ per cent., to be secured by unpledged revenues and the customs receipts from certain new ports to be opened to foreign trade. It is, therefore, evident that Great Britain has succeeded in forcing the opening of additional ports to commerce and the acceptance of the policy that Chinese trade must be open to the whole world.

Although the United States entertains only the friendliest sentiments toward Russia, any policy aiming at the dismemberment of China would be antagonistic to our commercial interests; hence the success of the efforts of Great Britain in preventing the absorption of China cannot but be very favorably received in this country.

Grand Rapids was honored last Friday with a visit from a representative of the American Sugar Refining Co., who bore an autograph letter of introduction from President Havemeyer. His mission here was to investigate the charge, voiced through the columns of the Tradesman of Feb. 16, that the American Sugar Refining Co. had been putting up sugar short weight. Investigation disclosed the fact that the charge was sustained, inasmuch as an average shortage of two pounds per barrel was established in the case of recent shipments of sugar. It is claimed that present shipments are put up full weight and that no further criticism can be made on this score.

During the past week Sperry & Hutchinson have abandoned their trading stamp stores at Muskegon and Kalamazoo, and report has it that they will shortly pull out of the State altogether, owing to the lessened interest in the trading stamp system. Reports from other states are to the same effect, from which the Tradesman concludes that Lincoln's observation to the effect that all of the people cannot be fooled all the time is probably true.

In a recent return made to Congress by Postmaster General Gary he states that it costs this country \$48,080,282.01 to transport the mails and \$44,047,530.39 to handle them. The aggregate number of pounds handled he places at 582,727,661.

ARE WE GETTING THE BEST?

The visit of the Spanish warship Vizcaya to New York harbor enabled the public to obtain some useful information as to the character and cost of naval construction abroad and to make some comparisons not altogether to our credit.

The Vizcaya is an armored cruiser, as we call our New York or Brooklyn, or as the Maine was sometimes called. She cost about 3,000,000, has a speed of 21 knots, carries two 11-inch guns and ten 5.5-inch guns. She has a low freeboard, presenting the minimum of target for that kind of vessel, and an armor belt of 12 inches of steel. She was built by the Spaniards who are not supposed to equal us in shipbuilding skill. In addition to all this she has a draught between her coal bunkers and magazines for protection, which our ships have not, and can carry coal to last her for 10,000 miles at two-thirds speed.

The New York cost as much as the Vizcaya, has no greater speed, has but a 5-inch armor belt, a lighter battery and is higher and more vulnerable. The Maine was lighter armored, had an inferior battery, had nothing like the coal capacity and was four knots slower than the Vizcaya. Yet the Maine and the Texas were called second-class battleships and cost as much as the Vizcaya. Experts do not hesitate to say that Spain in this ship got far better results for the money than we have obtained for any ship that cost about the same amount.

And yet our constructors have had the benefit of the experience of foreign nations in everything pertaining to naval building. They brag that we have "the up-to-date" navy, but actual comparisons, in speed, armament and cost, with some of the latest foreign types do not bear out our bureau's claims. A matter that neither the public, nor Congress, has given sufficient weight to is the fact that many of our types were strongly opposed by the old-line officers who had seen the navies of foreign powers. But bureaucracy rules in the Navy Department and the bureau's theorists were listened to while many of the rear admirals were given no hearing. The fact is, we rarely, anywhere, in Government service or elsewhere, get as much for our money and our pretensions in this country as they do abroad. But we have the fortunate and happy faculty of imagining always that we have the best of everything!

Every day last week the receipts of the Government exceeded its expenditures. The total excess was \$2,257,922. For the month up to Saturday the receipts from customs amounted to \$14,436,715, a gain over the same period last year of a little more than \$3,250,000. The receipts from internal revenue were \$10,948,535, a gain of about \$564,000. It is expected by the Treasury officials that the receipts from customs for March will be larger than usual, and, as there will be small interest payments due, the month will yield a surplus of \$5,000,000. The excess of expenditures over receipts for the first year of the present administration, exclusive of Pacific railroad payments, will be about \$24,000,000, as compared with a deficit of about \$47,000,000 for the first year of the last administration.

Unless money can be obtained by some extraordinary means, the schools of Minneapolis will be closed for the year on April 29. The appropriation was scanty and no more can be obtained until the next budget. Forced to econ-

omize, the Board of Education has managed to provide for two months more of school than was thought possible, but its resources are exhausted, and there is likelihood that the children will lose two months of schooling. A remedial scheme, suggested by a local clergyman, is under consideration. This is to raise the necessary funds by popular subscription to a loan fund. In return for the money advanced the trustees would issue certificates bearing a nominal interest and so worded as to be payable only when the city shall make good the amount by taxation or bond issues in due legal form at some future time. As there would be no legal security for such a loan, citizens will probably hesitate to subscribe; but the local papers are appealing to public pride to save the honor of the city and to do justice to the children and to the teachers.

While officials at Washington give out calming assurances that there is nothing out of the usual in movements at points of defense and army stores, incidents like this tell their own story: The British steamship Strathgairn anchored in the lower bay of New York, Friday, while its skipper, Captain McKenzie, went shoreward in a rowboat to telegraph to the agents of the ship from Sandy Hook station and receive orders. He had often done the same thing before. As he drew near the Government dock he heard the warning call of a sentry. Captain McKenzie asked why he could not land. The sentry said the skipper would have to get a written pass from Colonel Ludlow of the United States Army to get access to Sandy Hook in these times.

It has remained for a Poughkeepsie drummer to take a firm and aggressive stand toward the ravages of the baggage smasher. On one of his late trips he noticed that individual using his sample trunks rather severely, more so than was absolutely necessary. This raised the ire of the plucky knight of the grip and he shoved a pistol under the nose of the smasher, calling a halt. But the other fellow also had a gun and for a while the passengers were afraid of a scene. The last thing heard in connection with the case was that the drummer had caused the baggage-man's arrest and was suing the railroad for damages.

A bill has been introduced in the Massachusetts Legislature providing that "no person shall place or maintain within 500 feet of a state highway or of a parkway or boulevard an advertising sign or a picture or a poster intended to serve as an advertisement, if the superficial area of the said advertisement, either by itself or in connection with others within 20 feet of it, exceeds 10 feet square." It is further provided that any person violating the provisions of this act shall be fined not to exceed \$100 for each week during which the violation continues.

A foreign paper says that the Emperor of Germany has directed that two officials of the Department of Foreign Affairs and a certain hussar hold themselves in readiness to depart for Friedrichshagen the moment a dispatch is received announcing the death of Prince Bismarck, the ex-Chancellor. The mission of these functionaries is to place the seal of the empire on all the Prince's papers before any have been removed. This is hardly a mark of confidence. His Majesty appears to fear certain revelations.

THE CARE OF GREAT CITIES.

The government of cities presents the greatest difficulties with which statesmanship and philanthropy have to contend.

The people of the rural districts are nearly always dissatisfied. They see and hear of the vast wealth and the luxurious living enjoyed by a few people in the cities and they imagine that such living is the rule in cities and that this wealth has been got by fair means or foul, but chiefly by foul means, from the country people and their products.

That sort of notion, which prevails to a large extent in the country districts of the entire Union, has caused a bitter and widespread prejudice against cities and city people. Therefore it is that country people, contrasting their lot with that of the wealthy classes of cities, become, to a large extent, dissatisfied; but if they knew that in the cities there is the greatest amount of human misery and vice and that the wealthy class, which they envy, make up but a small part of the population of cities, there would be taken in the country a more intelligent view of the actual situation.

The first great question of statesmanship is how to make the people of a nation self-supporting. In the rural districts, and in countries where the towns and cities are small, the solution of the problem is very simple. The people, by even simple systems of agriculture, can dig their living out of the ground, and, unless it be in a time of unusual drought, or when other conditions occur which cause a failure of the crops, the country people need never suffer a day for the necessities of life.

In the cities the situation is vastly different. Nine-tenths of the people live by their labor, employed by corporations or individuals in the numerous industries and other complicated processes of city life, and if, for any reason, great factories and mills should stop work, or extensive employers of labor should become bankrupt or financially embarrassed, thousands, and sometimes hundreds of thousands, of the inhabitants of cities are liable to be thrown out of work, with no resource for the support of their families.

It is the care of the cities that demands the wisest statesmanship and the purest philanthropy. The country people can always take care of themselves. It is the enormous growth of cities in the past few decades in the United States that has created the difficult political problems that to-day trouble and perplex the patriotic and thinking citizens of this great republic. In the early part of the present century, when Thomas Jefferson was President, the United States had only six cities of over 8,000 souls. To-day there are nearly three hundred. At the beginning of the Nineteenth Century only four Americans out of each hundred lived in cities. In 1890 twenty-seven out of every hundred were city people. At the present rate of increase, more than one-half the population will be in cities within fifty years.

It has been well said that the growth of cities in size and numbers has been outstripped by their growth in influence. To-day, as never before, they are the controlling social and moral and economical centers of the world. London sets the keynote for England and her colonies; St. Petersburg for Russia; Paris for France; Berlin for Germany; Vienna for Austria. What is said and done in the great cities is repeated around the world. The causes

of their dominant influence are obvious. The power of co-operation, which makes a hundred men working together able to effect more than a thousand separate men; the power of the press, which daily recites the doings of the town in the ears of the world; the power of wealth, which attracts attention like a gilt sign, and may be used to advertise anything, good or bad; the power of fashion, which makes men and women go with the crowd—all these powers have made the cities mighty, and will make them mightier, for good and for evil.

If these statements are true of European countries, so much the more are they true of the people of the United States. In a vast country like this, with an already great and rapidly-growing population exercising universal suffrage, with the will of a bare majority empowered to control and govern, to make or unmake laws, and to enforce or ignore them, the influence of cities exercises peculiarly powerful influence upon the nation, and the great aggregations of wealth in the cities more and more incline the people to worship wealth and to covet the power it gives. Add to all this the enormous amounts of money spent by city governments in the mere acts of administration, and the consequent opportunities for and temptations to official corruption, and the difficulties of governing the cities will be apparent.

Take the city of New York in its present condition. It is said that, some 275 years ago, Manhattan Island, on which a large part of the city stands, was bought from the Indians for \$24. The population has increased from 33,000 to 3,300,000 in little more than a century. Think of the tremendous massing of wealth there, where the daily business transactions amount to nearly \$100,000,000 every day; the capital in manufactures alone is equal to \$1,000,000,000, and the annual wages to \$400,000,000. Think of the gigantic political power which centers in a city with an annual expenditure of \$70,000,000 a year for city government and administration—more than it costs to maintain state, city, town and county governments in twenty of the Southern and Western States and territories—maintaining an army of 30,000 municipal employes, larger than the entire standing army of the United States.

What tremendous problems are involved in providing a government for such a city; indeed, for any large city. How carefully ought it all to be guarded from the control of rapacious, unprincipled and irresponsible politicians and demagogues. Is it possible to surround the administration of such power with too many restraints? Every patriotic and thoughtful citizen will say that everything possible ought to be done to protect the people from those beasts and birds of prey.

Leaders of the recent uprising in the Philippine Islands, who have arrived at Hong Kong, say that the Spaniards put down the rebellion in a way similar to that they have tried in Cuba—by bribery. Besides giving the rebel leaders safe conduct out of the country, they paid them \$600,000. It is said the money will be used to purchase improved weapons and plenty of ammunition, when what is expected to be a successful revolution will begin.

Although poverty may bring sorrow, riches create inquietude.

"DON'T GIVE UP THE SHIP."

Lawrence's immortal words should be the motto of the American Government and people in regard to the Maine. Don't give up the ship! It must be removed from the harbor of Havana. Let it be raised, repaired and restored to the navy. Why not? It lies in only six fathoms of water, in a harbor protected from rough seas, close to shoal water, a floating dock convenient for us to fit the hulk temporarily to be floated to the New York navy yard, where every pattern by which the ship was built is at hand for immediate duplication of parts. By raising the ship everybody can see for himself whether plates bulge inward or outward. There can then be no dispute over divers' statements. This of itself is desirable.

Economy, patriotic sentiment, the need of as early a return of the vessel to service as practicable, urge to this course. The Maine equipped for service represented an outlay of \$5,000,000. To replace it with a new ship of like character would cost nearly as much in money and at least three years of time. (Nine years elapsed between the authorization and completion of the Maine.) The forward part of the warship is blown to pieces, but from forward of amidship to the rudder nothing is injured. The costliest parts are intact. To reconstruct the stern parts would be a simple matter. Constructor Hichborn is quoted as saying: "The ship is not materially injured abaft the boiler spaces, and if every ounce of metal forward of its engine compartment is worthless, for less than \$1,000,000 he will undertake to have the ship brought to New York and sent to sea more formidable and powerful than ever within six months, as the maximum time limit."

Can the ship be raised? Let Congress authorize the Secretary of the Navy to put that question to the wrecking companies, and contract for the work. Modern engineering, and American ingenuity and pluck, will do the rest. If it costs two millions, or three, to recover and rehabilitate the Maine the navy will have regained a formidable ship for less than a new one can be built, and in much less time. Besides, the Maine is endeared to the American people by its terrible experience in their service. They favor its resurrection and restoration to the active list of the navy.

"Don't give up the ship!"

IMPROVING THE DEFENSES.

If the present war scare has done damage to business interests by unsettling confidence in Wall Street, and giving speculators a chance to depress prices, it has at least afforded the advocates of improved National defenses an opportunity of successfully impressing their views upon Congress. It appears that the average Congressman can only be impressed with the importance of making preparations for war when brought face to face with a good chance of a fight while unprepared. Such being the case, provident and far-seeing people cannot be blamed if they make the most of the fears of Congressmen to secure grants for defense purposes which could not be hoped for under any other circumstances.

A month ago there did not appear to be the least chance that the Senate would pass the bill providing for an increase of the army by the addition of two regiments of artillery; but since the disaster to the Maine, the bill has been passed, with but little, if any, debate, and promises to be got through

the House as easily. Efforts are also being made to secure the passage of an improved National militia law, to take the place of the existing obsolete statute, which has remained practically unchanged since the beginning of the Government. All who have given the question of National defense a single thought have realized that the defense of the country must depend mainly upon the militia. It is, therefore, necessary that there should be some law providing for the prompt mobilization of the militia force in time of trouble.

The war scare will also be useful in enabling the naval authorities to get through Congress certain measures calculated to greatly strengthen the naval service. The first of these measures in point of importance is the authorization of several large dry docks. The fact that the country does not possess a single dock in which our large battleships could be received is a great source of uneasiness at the present time. Another source of uneasiness is the lack of proper provision for re-enforcing the personnel of the navy. At the present time the number of officers and men in the naval service is not sufficient to properly man the ships in commission, all of which are undermanned. Were it necessary to commission the ships now laid up or repairing, or were the auxiliary cruisers from the merchant marine called into service, the Navy Department would be seriously embarrassed to provide officers and men to take charge of them.

In order to provide against this contingency, a bill has been introduced to provide the regular naval service with a reserve from which it could promptly draw in time of need. This bill provides for the enrollment of officers and men from the merchant marine of persons belonging to certain callings engaged in coastwise service or fisheries. It also provides for the better equipment of the naval militia and the building of a certain number of torpedo boats to be used by them.

This measure appears to be a practical scheme to increase the strength of the naval defenses of the country at small cost, and it is hoped that Congress will adopt it while in the humor to give the defenses of the country proper consideration.

The bankruptcy bill, which has just been passed by the House, generally follows the lines of the Torrey measure. In the two preceding congresses the House passed a similar bill. It was twice favorably reported in the Senate, but failed to pass. Last April the upper chamber ignored the recommendation of its committee and passed a substitute measure, known as the Nelson bill. This provided only for voluntary bankruptcy. The bill which the House has again passed retains the involuntary clause, that is, provision is made for compelling insolvent debtors to distribute their assets equally among their creditors. Ample safeguards for honest men engaged in business are provided. But when a debtor undertakes to cheat his creditors by putting his property secretly out of his hands or doing some other act of bankruptcy, the creditors may intervene, have him declared a bankrupt and compel a fair distribution of his assets among all his creditors. The House passed the bill as a whole by a vote of 158 to 135, but on a separate vote on the involuntary provision the affirmative majority was only 16. The Senate may again insist on eliminating this provision. If it does, the bill will be hardly worth passing.

SHACK STORES

On the Frontier, and Some of Their Peculiarities.

Written for the TRADESMAN.

I had passed a number of years in the drudgery of clerkship in a retail grocery store in Chicago. In the spring of 1881, I had attained that age when the average young man feels a desire to seek "pastures new"—in other words, the roving spirit had come upon me. This longing to see new territory became so strong that I determined to resign my position and journey into the West.

As I strolled down Clark street on a pleasant afternoon, after settling up with my employer, and receiving a hearty "God speed," my attention was attracted to a group of jolly-appearing fellows, smartly uniformed in Uncle Sam's blue. Floating above their heads was the glorious Stars and Stripes. This was the entrance to a recruiting station, and the idea popped into my head that here was my opportunity to see the country at the expense of the Government.

In the stairway was a large poster, with the attractive legend, "Men Wanted for the United States Army." After a few interrogations of one of the soldiers, who replied promptly and courteously, as a "boy in blue" is always known to do, he conducted me to the office. After some preliminaries, I took the oath of fealty to the military power of the United States, which function, I must confess, was performed in a costume prevalent in the time of Adam, before he secured the fig-leaf trousers. I was then conducted to another room, where were piles upon piles of uniforms and overcoats designed to distinguish the "brave boys" from not only the common herd, but policemen. Proudly I glanced in the mirror at the reflection of myself, and no royal robes of purple ever gave their wearer more satisfaction than did this neat suit of blue give my humble self.

I soon found that I had been assigned to duty in the 2d Cavalry, then stationed in Texas, and was notified that I must leave for the scene of my future exploits in about an hour. This was, indeed, rushing matters, but I managed to obtain sufficient time to bid farewell to my former employer, whose eyes bulged out like saucers when he saw my martial habiliments.

In three days' time, together with other recruits, I was in San Antonio, from which point we marched to Fort Davis, where we were assigned to our respective commands. Having given my occupation as that of grocery clerk, I was delegated for duty as Commissary's Assistant and ordered to report at the commissary store. Vaguely wondering of what such work might consist, I started in search of "the store." No elaborately dressed show windows were in sight, and no sign of "Groceries and Provisions" rewarded my diligent search, so I immediately gave up the problem and began to ask questions. A sentry smiled and silently pointed out to my verdant eyes a large "dobe" building, with windows about eighteen inches square, heavily barred with iron, and resembling far more a prison than a building occupied for peaceful merchandising by Uncle Sam & Co.

I entered the only door to be seen—a heavy oak door, of sufficient width to drive a wagon through—and reached the interior. The floor was of Nature's original handicraft; but the dirt was

compact and smooth from the heavy tread of army boots. The walls were frescoed with whitewash, and absolutely bare.

I soon found the commissary officer, who turned me over to the "clerks" to receive the goods necessary for my command. These "clerks," in a Government store, are nothing more nor less than privates drafted for this duty.

The contrast between this departmental store of Uncle Samuel, where was a stock of goods valued at about \$100,000, and the attractive emporiums of trade to which I had been accustomed was startling. While, to the inexperienced eye, these multitudes of boxes and bales were in inextricable confusion and hopeless disorder, yet, in reality, the strictest order prevailed. A majority of the goods were in hogsheads, barrels and boxes. Cords of bacon—and when I say "cords of bacon" I speak advisedly, for there were at least two hundred tons of this product in sight—were piled about, which the clerks often used as a sidewalk, in their haste to fill orders. This was not a "cake walk," but a veritable "bacon walk."

Coffee, flour, hard-tack, sugar of a very dark complexion, beans, baking powder, salt, pepper, vinegar—all the accompaniments of a soldier's ration—were soon weighed out and piled into a huge army wagon, subject to my order. One of these wagons will carry the complete stock for an ordinary grocery stock, fixtures and all, and then have room to spare. They are drawn by six mules.

Having a few minutes to spare, I extended my explorations in this gigantic store. Here, everything needful for the soldier's physical necessities and comfort is kept. Various brands of cigars and tobaccos, good and bad, may be purchased by officers and men, at far less cost than even large retailers can buy them. These and all other goods are furnished at actual cost, including transportation and insurance, to the Government's soldiers. For instance, pure creamery butter, packed in hermetically sealed 3-pound cans, tasting as fresh as though just out of the churn, sells to the soldier at an average of 10 cents a pound. Sometimes the price goes as low as 8 cents, but it is never more than 15. While butter of this class sold in Chicago at 28 to 35 cents, Uncle Sam supplied his customers with butter made in Massachusetts for about one-third that amount, and that in a country about three thousand miles remote from the great trade centers. Truly, our Uncle Samuel is a close buyer.

It was amusing to see the clerks, instead of decorously reaching up to the shelves for articles, as fitting to all modern ideas of store-keeping, diving headfirst into boxes, now bringing forth a box of toilet soap, then a roll of macaroni, next a bottle of chow chow, or some other article, and hurrying with it to the rapidly increasing pile to which it belonged, in completion of an order.

My search for knowledge was interrupted by a soldier of Irish birth, with the euphonious cognomen of "Speed" Murphy, who remarked:

"Sergeant, yez have no vinegar nor soap at all. We can't live without vinegar for our beans, an' to make our dhrink of, sure; an' ye'll not luke so purty an' white whin yez git to Fort Davis av yez don't git the soap, bedad."

He gave me a knowing wink, and told me, in a lower tone of voice, to get all the plunder the Commissary would give me, as what was left might

The Garden of Success

Edward Atkinson, the famous economist, says that there is one question he always wants to ask in connection with any enterprise. That question is a regular tell-tale; it is like a steam gauge which indicates to every thinking man whether the enterprise is properly going forward or not.

The question is very simple: "WHAT ARE YOU TRYING TO DO?"

Now ask the average grocer this question, and let us see how far his operations correspond with his intentions:

"What are you trying to do?"

GROCER: "Oh, I'm trying to make a living."

"Yes; but just what do you mean by that? What is the exact thing you want? Are you working simply for your board and clothes?"

GROCER: "By no means. I want to lay up some money for a rainy day. I want to get ahead in the world. I want to build up a larger business. I want some day to be wealthy."

"BUT YOU ARE NOT DOING IT. If that is what you are after, you are evidently not getting it! You are not going the right way to work. If you want a bare living, go ahead as you are. But if you want WHAT YOU SAY YOU WANT, then you have not gone the right way to work."

This conversation comes very close to absolute truth. It is true of scores—yes, hundreds of grocers.

And what is the cause of their failure? Nearly always it is the old story of handling poor goods. Instead of keeping standard brands of recognized merit, they are content to go along in the beaten path of failure, ignoring the places on which so many well-meaning merchants have stumbled.

All this by way of prelude to the general statement that we handle goods of recognized merit and that the dealer who handles our specialties need never fear the visits of the sheriff or the red flag of the auctioneer.

Clark-Jewell-Wells Co.
Grand Rapids.

be "exchanged for whisky, bedad, whin we do be gitting to the Fort."

We left this point, and after nineteen days of hard riding, reached Fort Davis, where we expected to remain. Here we unpacked our belongings, and found ourselves possessed of numerous provisions, saved on the trip, which we were entitled to dispose of for our own benefit.

The post trader, a typical Southern frontiersman, with an enormous quid of natural leaf tobacco stowed away in the cavernous recesses of his mouth, immediately appeared upon the scene, asking us what we had for sale. This merchant is always on hand, ready to purchase any articles the soldiers may have to sell, which he puts into his stock, and in turn retails to the teamsters, settlers and Indians who compose his clientele. I showed him what we had, and he complimented me as showing excellent foresight for a greenhorn, in having so much left over, and agreed to take the lot, paying in trade or cash. The "goods" offered in exchange were stale beer and extremely bad surreptitious whisky.

Bacon, which cost at San Antonio 6 cents per pound, we sold to him for 30 cents; coffee brought 80 cents, and other articles in proportion. The merchants of Michigan can imagine what these prices meant to his customers when the trader's profit was added.

Contrary to our expectations, the next day we were again on the march, headed for Arizona, to assist in the capture of the famous Geronimo, now in exile in the everglades of Florida. Our first halting place was at Lordsburg, New Mexico, which then consisted of one general store—in a tent—and the canvas dwellings of railroad men, gamblers, etc. The signs on this general store were unique. The first one which attracted my attention was "groceries and Provisions," scrawled with charcoal. Another one, very prominent and terse, said "Likker." In this country, in those days, water was shipped in in tank cars, and was an article of merchandise. A sign reading, "good Water sold here, Sinco Centavis a can teen," would perhaps puzzle some. "Good water" was understandable, but it was some time before I learned that "sinco centavis" was Spanish frontier vernacular for just a common dime.

We had but little time in Lordsburg, which is now a town of some commercial importance, and were soon in the saddle again, bound for Clifton, Arizona, over the famous Longfellow trail, which road is still known as such.

At the Gila River, we came upon the first "dugout," or "shack" store, saloon and gambling-house combination, that I had ever seen. This was a staging station, and there was not another inhabitant except the store-keeper within a radius of ten miles. Yet he did a lucrative business, owing to the number of pig copper trains which stopped there to camp, Indians, miners, stage passengers, etc.

This emporium of trade was simply a large cave dug in the hillside, roofed over first with brush and then with sod placed on the poles, with the earth for a floor. The only fixtures in the place were a bar made of rough pine boards, covered with dirty, ragged and faded calico, over which "likker" was dispensed, and a few old smoke-begrimed candle lanterns. Outside of the liquor, this "shack" merchant's stock consisted of a few ancient cans of fruit, sardines, a mouldy cheese or two, and some

lemon sugar, which I was informed was used to make lemonade for the "tenderfeet." I need not say that "likker" was the commodity most frequently called for. Writing paper cost 5 cents a sheet and envelopes were also a nickel each. Three-cent postage stamps had, at that time, reached a premium of "two bits," a quarter of a dollar, and the merchant did not care to sell them at even that enormous advance. A little old rusty can of sardines cost 45 cents, coffee \$1 per pound, canned tomatoes 75 cents a can, and so on. All these goods were dusty, travel-stained and weary with the weight of years; but the dealer did a rushing trade, and without advertising. On one side of the store were four long rough tables, covered with greasy black oilcloth, constantly occupied by the gamblers.

The garniture of the walls was startling to the uninitiated. Winchester rifles, old and new cartridge belts, revolvers and huge and murderous-looking knives hobbobbed sociably with a few old dirty copies of the Police News, and several Indians' scalps, one of which my irrepressible friend, "Speed" Murphy, carefully purloined, in order that he might say he had "raised hair," whether he ever saw a redskin or not. This was "taking time by the forelock" with a vengeance.

Government 45-calibre cafrtridges were here used as coin of the realm, being valued at "two bits." Of course, Uncle Sam did not know of this substitution for his legal tender, and the soldier caught in such exchange was in danger of a court martial, which might mean death.

The sight of three immense ore trains, carrying copper from the mines, each wagon drawn by from sixteen to thirty mules, and led, instead of driven, by two greasers, which we met on our forward march, was one I shall never forget. Lack of space forbids a description of it.

On our arrival at Clifton we established a permanent camp for the protection of the miners and stage ranch. Clifton was then only a small settlement, and here was another store, which we promptly christened the "Two Bits Store." Like the store on the Gila River this was a "dugout," with an adobe front. Here was located the postoffice. Along each side were boards laid on stakes driven in the wall for shelves. The inevitable piles of canned goods, of all kinds and ages and begrimed with smoke from the lamps, met the gaze of the customer with unflinching calm. This store had been in operation ten years, and I can affirm that many of the goods were of the first invoice. A few pairs of brogans with huge hobnails were on the lower shelf, together with some overalls, Mexican sombreros and hickory shirts. Two pairs of high-beeled boots, considered very stylish and affected by the "upper ten" class of gamblers, worth in Chicago about \$2, sold for the modest sum of \$9.50.

Every article sold in the grocery department cost "two bits," either by the pound or package. "Speed" Murphy asked the store-keeper "how much would he be alther axin' fer a look at the cheese?" "Two bits," was the reply, without a change of countenance.

We found that postage stamps cost 25 cents each here; but our cartridges had actually doubled in value and were worth 50 cents. They were used to pay bets, buy groceries with, and figured as "chips" on the gambling tables.

This merchant of the "shack" did a

rushing trade among the "sojers," miners, teamsters, Indians and others comprising the floating and permanent population of the place, and was the possessor of an ample competence. He may now, for aught I know, be at the head of some of the gigantic department store enterprises of Chicago or New York.

NEMO.

Hotel Rules for the Guidance of Guests.

The motto of the hotel is "Do unto others as they will do you."

There are three departments—upstairs, downstairs and out doors. Out doors is the cheapest.

If the bell in your room is broken wiring the towel.

"God helps those who help themselves," but God help those who get caught helping themselves here.

No alarm clock furnished by the management. Before retiring wind up your bed and hear the ticks.

To prevent guests from carrying fruit from the table we will have no fruit.

Any one wishing to take a drive after lunch can repair to the woodshed and drive nails.

Guests having nightmare will find the harness in the closet.

Thirteen at the dinner table is a bad sign. It is a sign that we will have no supper.

Each room supplied with a handsome chromo card with the following inscription: "Honesty is the Best Policeman."

If the hotel is not on the right side of the street, let it be known at the office and it will promptly be removed to the other side.

No spoons allowed on the table occupied by newly married couples. This is to prevent spooning in public.

Guests are not expected to pay their bills unless they prefer to do so. We have seen a tree "leave its trunk for board."

Association Matters

Michigan Retail Grocers' Association

President, J. WISLER, Mancelona; Secretary, E. A. STOWE, Grand Rapids; Treasurer, J. F. TATMAN, Clare.

Michigan Hardware Association

President, CHAS. F. ROCK, Battle Creek; Vice President, H. W. WEBER, West Bay City; Treasurer, HENRY C. MINNIE, Eaton Rapids.

Detroit Retail Grocers' Association

President, JOSEPH KNIGHT; Secretary, E. MARKS, 221 Greenwood ave; Treasurer, C. H. FRINK.

Grand Rapids Retail Grocers' Association

President, FRANK J. DYK; Secretary, HOMER KLAFF; Treasurer, J. GEO. LEHMAN.

Saginaw Mercantile Association

President, P. F. TREANOR; Vice-President, JOHN McBRATNIE; Secretary, W. H. LEWIS; Treasurer, LOUIE SCHWEMER.

Jackson Retail Grocers' Association

President, GEO. E. LEWIS; Secretary, W. H. PORTER; Treasurer, L. PELTON.

Lansing Retail Grocers' Association

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

Adrian Retail Grocers' Association

President, A. C. CLARK; Secretary, E. F. CLEVELAND; Treasurer, WM. C. KOHN.

Traverse City Business Men's Association

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

Owosso Business Men's Association

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

Alpena Business Men's Association

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

Grand Rapids Retail Meat Dealers' Association

President, L. J. KATZ; Secretary, PHILIP HILBER; Treasurer, S. J. HUFFORD.

St. Johns Business Men's Association

President, THOS. BROMLEY; Secretary, FRANK A. PERCY; Treasurer, CLARK A. PUTT.

"Evidence"

A constantly increasing list of
Tradesman readers is using our
method of advertising successfully.
We consider this good evidence
that our system is satisfactory.
Catalogue for the asking.

Stebbins
Manufacturing
Co.

Lakeview, Mich.

Mention Tradesman.

Shoes and Leather

New Things in Leather Are Now Put Together.

New things in leather form some of the novelties of the season and the manufacturers of leather goods are making great exertions to obtain the skins of animals heretofore not utilized for that purpose. Some of the most striking articles in the coming market are made from the skins of the African elephant and rhinoceros. The rough, thick skins of these animals make excellent leather, and when stretched over steel frames they make the strongest sort of dress suit cases, traveling bags and trunks. The vast number of elephants killed in Africa for their ivory tusks has made elephant leather comparatively cheap.

Since the rapid decrease in the number of alligators in Florida began a few years ago, the price of alligator hide or leather has advanced sharply; but now there is to be a revival of the industry. Mexican alligators are plentiful and their skins are being brought into the country in great quantities. The Mexican variety of alligator has a hide scored more deeply than that of the Florida saurian and just at present it is more popular. The attempt to raise alligators in the South may result in the re-establishment of an industry that was very profitable a few years ago.

Kangaroo leather is more popular than ever and manufacturers can obtain some striking effects with this hide that nothing else can equal. There are some 6,000 kangaroo skins received in Newark, N. J., every week, and they are all tanned and made up into shoes, trunks, bags, valises or pocket-books. These hides came direct from Australia and New Zealand, where the hunters are so active that the animals are threatened with extinction. Kangaroo steaks and roasts are important articles of diet in Australia; but the hides of the animals are all shipped to this country. A peculiarity about the kangaroo trade is that Americans control it almost entirely and London and Paris shoe manufacturers buy their stock of kangaroo leather directly from Newark. Prominent buyers from Germany, Greece, Spain and Australia have to do the same.

The reason for this is that an American first established the industry of tanning the hides for leather and he has so monopolized the market that no rival concern has attempted to compete with him. The hunters bring the skins of the kangaroos to the coast and the agents of the Newark concern buy them at once, outbidding all others. The hunters receive about 70c a pound for the skins and some of them make \$4,000 or \$5,000 a year. The skins of all of the twenty varieties of kangaroo are imported here and tanned for the market.

The gradual decrease in the number of wild animals suitable for the leather merchant's purpose has had the effect of establishing several experiment farms for raising the most desirable creatures for their skins. In the last two years cat skins have been utilized by the manufacturers of leather goods. The skins of these animals are tanned, and then glued to wooden boxes, trunks and other articles of use. The effect is decidedly novel and attractive. This has increased the demand for cat skins and several farms have been established where cats are raised at a good profit.

The same is true of dogs. The wild mongrel of the streets is no longer a

useless and worthless animal. His skin, when properly tanned, will make just as good leather as the high born pedigree poodle. Two or three dog farms are reported in different sections of the country, where all worthless curs are made welcome until slaughtering time. It does not cost much to keep these animals on a farm, for they are fed on the carcasses of their dead mates. Dog meat cooked to a nice brown is relished by the canines.

The demand for novelties in leather for book binding, card cases and purses and for ornamenting the edges of bibles and prayer books has induced leather manufacturers to ransack the corners of the earth for animals they have never before figured on for trade. For instance, monkeys have been sacrificed ruthlessly to furnish skins for the leather trade and some of the rare species have skins that are marked in a most peculiar and striking manner. A very novel attempt has recently been made to tan and use the skin of certain fishes. It was thought that the scales of some of the inhabitants of the water would produce a novel effect in pocket-books and bibles; and so they do. The skin is very hard to separate from the body; but when taken off and cured it is very valuable. The skin of eels can be peeled off easily, and this, when cured, makes very good leather for certain purposes. The skin of the bluefish and salmon has been successfully cured, so that the scales adhere to it when manufactured into articles of use and ornament. But the common brook trout furnishes probably the finest effect. The beautiful coloring and marking of the scales are retained in the leather and they produce effects that are very desirable.

The skins of birds would hardly be supposed suitable for tanning into leather; but the manufacturers have been experimenting with them, and with some success. Ostrich leather is quite a new thing in the market and quite attractive. The skins have been taken from the birds that have died, or have been killed for one reason or another and, when cured and tanned, they are found to be as tough as catskins.

Reptiles of all kinds come in for their share of attention and belts, purses and bags are made of the Florida diamond-back rattlesnake skin and of the moccasin. The blacksnake, garter snake and all of our common species are used in the same way. All of the brightly colored lizards, the common iguana, the chameleon, the horned toad, the skink and similar creeping and crawling creatures are offered up as sacrifices at the altar of fashion and the leather manufacturers ingeniously convert their hides into articles of great beauty. In fact, it would be difficult to find an animal that is not utilized to some extent in the manufacture of leather goods. Thus a woman may possess relics of a whole menagerie in her simple articles of use and ornament—a snake-skin belt, a kangaroo satchel, an alligator bag, an elephant-skin trunk, a pocket-book made of catskin, a prayer-book edged with sheepskin, a Bible covered with the scales of a salmon or brook trout and shoes of rhinoceros hide.

Beginning Early.

Miss Edith Gofford, of Tipton, Ind., is actively engaged in the butcher trade. She has slaughtered fifty hogs and a large number of cattle in the last few months. She also manages a store of her own, although she is only 19 years of age.

Rindge, Kalmbach, Logie & Co.

Successors to

Rindge, Kalmbach & Co.,

Manufacturers

And Jobbers of

BOOTS AND SHOES

Our Spring Lines are Complete.
Your Business Solicited.

12, 14 and 16 PEARL ST., GRAND RAPIDS, MICH.

CHILDREN'S SHOES

FOR

SPRING...

We have the most complete line.

Novelties that are Money Makers.

HIRTH, KRAUSE & CO.

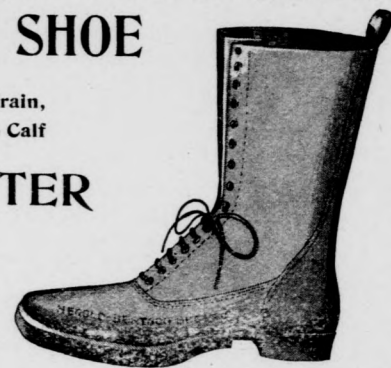
OUR RIVER SHOE

We carry it in Oil Grain,
Bengal or Kangaroo Calf

NONE BETTER

Buy ours and

increase your Business



Herold=Bertsch Shoe Co., 5 and 7 Pearl St.

This is our "Gibraltar" Line

• Solid as a Rock •

Our prices on shoes are lower, with the Quality Better than ever. Please note the following:

- No. 45. Men's plump, first quality, Satin Oil, Coin Toe Tip, Sole Leather Counter, Solid Inner Sole, Solid Out Sole and Slip Sole, Fair Stitch, Bals, 6 wide, \$1.00
- No. 46. Same Shoe, Plain Globe Toe, Bals, \$1.
- No. 47. Same Shoe, Plain Globe Toe, Congress, \$1.

Send by number for a sample case of each of above. You cannot do without them, as they are the best shoe in the country for \$1.00. P. S. We purchased these goods before the advance, and our trade shall have the benefit as long as they hold out.

Michigan Shoe Company, 81-83 Jefferson Ave., Detroit, Michigan

Dan Cupid's Pranks Bring Happy Results.

Written for the TRADESMAN.

Mr. Boggs is a single gentleman about 40 years of age, of irreproachable character. He is book-keeper for a hardware house, with a comfortable salary, and something of a competence besides, saved in years of moral life. It is not Mr. Boggs' fault that he never took to his hearthstone a helpmeet. It has, up to this time, been owing to Mr. Boggs' extreme modesty, which term is used to exemplify the fact that Mr. Boggs was bashful. He adored and revered the wearers of feminine apparel, but at a respectful distance. With the paradoxical nature of the bashful man, to meet a woman was to plunge him into the depths of anguish and at the same moment to raise him to the heights of bliss.

Miss Twittit had, for some years, boarded in the same establishment with Mr. Boggs. Their rooms were on the same floor, and they met twice daily at the same table—at breakfast and at dinner. They had been introduced, of course, but farther than a demure little bow from Miss Twittit, and a shame-faced raising of the hat in recognition, Mr. Boggs and Miss Twittit had never got.

Miss Twittit was—well, out of courtesy to the sex I will not state her exact age; suffice it to say, it was in consonance with the age of Mr. Boggs. So tastily did she dress, however, and with such an enchanting smile and rosy cheeks—natural, mind you—did she greet her acquaintance, that one might readily be pardoned for never thinking of such a horrid thing as Old Father Time in connection with Miss Twittit. And when one watched the delicate, blue-veined hands as she deftly manipulated the keys of the typewriter in Mr. Landon's office, one was tempted to clasp them and give them a tender little squeeze.

I could say a great deal more in eulogy of Miss Twittit's personal qualities, and why she had never married; but, as it is necessary for me to condense this narrative, I will simply say that she was a womanly woman, and a man of sense could do no better in the selection of a partner for life.

I wouldn't dare say this in Mr. Boggs' presence, but it is an actual fact that Miss Twittit wore—corsets! As this article of feminine toilet is subject to a certain strain and wear, Miss Twittit found, one day, that a new corset was important for the peace and dignity of her mind and personal appearance. So, during the noon hour, she stepped into the nearest department store to make the necessary purchase. Passing the gentlemen's furnishing goods counter, Miss Twittit espied Mr. Boggs in the act of careful inspection of a pair of silk suspenders. Not wishing to cause him embarrassment, Miss Twittit avoided him, and proceeded to make her purchase. Having some further shopping to do, Miss Twittit ordered the package sent to her boarding place.

O, happy coincidence! O, Cupid, thy ways are, indeed, wily and full of strange situations. The little god prompted Mr. Boggs to have his new silk suspenders delivered, even as Miss Twittit had done. Some unimaginative people would say it was carelessness; but I insist Cupid took a hand in the game, when the package clerk wrote Miss Twittit's name on the box of suspenders, and Mr. Boggs' name on the box of corsets. Whatever caused the

error, the boxes were very much alike.

I cannot describe the mingled sensations of amazement, consternation and horror which struggled for supremacy in Mr. Boggs' mind when he opened the box and saw the dainty corsets. He actually thought the woman secreted somewhere about his room, and glanced fearfully over his shoulder. As soon as he could control his blushes, Mr. Boggs mustered courage and made a closer inspection. He must find the owner at once. It would never do for his landlady to find such an article in his room—his reputation would be ruined forever! Yes, there was a tiny slip of paper, with, horror of horrors, the name of Miss Twittit!

How could he rectify the mistake? One thing was certain, he must leave that boarding house at once. He could never face Miss Twittit at the dinner table again, with the consciousness that he had desecrated, with his unlawful gaze, this article of feminine gear never exposed except in the sacred precincts of a woman's boudoir.

Mr. Boggs became more composed when satisfied that no one could see him in such proximity to that delicate, lace-trimmed article, and very cautiously relieved it of its tissue wrappings. He gazed with fascination as the article became unrolled before him, and the thought of the charming form it was intended to clasp again brought the rosy hue to his cheeks. Closer view made him still bolder, and he sat down, with the corset still in his hands, and became contemplative. Forty years of his life gone, and this was his nearest approach to the mystery of feminine apparel! He wondered what the rest of woman's clothing was like. If this little article had such charms that he could overcome his bashfulness and actually hold it in his hands, how captivating must be the garmenting of woman. From this, his mind naturally carried him to the owner, and he thought how delightful it would be if he were married to such a dear little woman as Miss Twittit and actually become familiar with feminine belongings about his home. His home! Ah! that was a pleasant thought. A place for his lares and penates, where he would be so happy with a sweet little woman—such as Miss Twittit, for instance—to pet him.

Utterly lost in this entrancing dream, the form-beautifier still in his clasp, Mr. Boggs did not hear a gentle rat-a-tat on his door. He heard the second summons, however, and, forgetting all about the corset, called out an absent-minded "Come in!"

Dainty and self-possessed, Miss Twittit stood before his astonished gaze, with a box in her hand, which Mr. Boggs at once recognized as the container of the silk suspenders that day purchased.

The situation was tragedy and comedy combined. When Mr. Boggs came to earth again, and found Miss Twittit staring at the dainty corset in his hand, he nearly fainted, and could only gasp, like a fish out of water. Miss Twittit came bravely to his rescue, although blushes were chasing themselves over her pretty face, for she was old-fashioned in her ideas of modesty.

"What a ridiculous blunder those people have made, Mr. Boggs. I saw you purchasing these suspenders where I was shopping, and saw at once they were delivered to me by mistake. But, is it possible that they have sent you my—my—"

She could say no more.

"Yes, yes! For Heaven's sake, take 'em away!"

Thrusting the corset into the box, Mr. Boggs put it on a chair near the door, and turned his back to Miss Twittit, that he might not further embarrass her by seeing her pick it up.

Not until Miss Twittit had thanked him and gone down the hall did Mr. Boggs venture to look around. Then he dashed cold water on his burning face, and sat down to recover his composure. What an awful predicament! Actually caught with Miss Twittit's corsets in his hands, and by the lady herself! How could he ever look a woman in the face again, and especially the little typewritress?

Just then Mr. Boggs' bosom friend, Bangs, came in. Here was an inspiration! He would confide his difficulty to Bangs, first swearing him to secrecy, and ask him the best way out of the scrape. Bangs was a married man and would know what to do.

"What shall you do?" reiterated Bangs, when Boggs had gasped out the harrowing details. "Why, man, there's only one thing to do—propose marriage to the lady at once, and then you will have rendered to her the only fitting tribute and apology possible. If you don't do it, and if she's like some women, she'll tell every soul in the boarding-house, and then you'd have to leave town, for, with your extreme modesty, you never could stand such an exposure."

Boggs did it—on paper—and dispatched the note at once, requesting an immediate answer.

It came promptly:

Dear Mr. Boggs:

I am honored in accepting your offer, and beg to assure you that, in so doing, I am happy to be relieved of the necessity for leaving the city, as I never could stand the ridicule—and perhaps scandal—I should otherwise be subjected to, for that miserable little chambermaid saw me leaving your door with that unlucky box in my hand.

K. E. T.

Mr. Boggs will shortly become well accustomed to the phenomena of feminine garments, as the wedding occurs

in May. And he often congratulates himself on the lucky mistake of the package clerk, for, if it had not occurred, he probably would have died a bachelor.

NEMO.

Changes in the Matter of Widths.

A well-known Chicago shoe jobber, in discussing the changes which have taken place in the shoe trade in the last fifteen or twenty years, remarked:

"We are inclined to-day to think it is necessary to carry more stock to conduct a successful business than back in the '70s, but in looking over the ground, we find that at that time it was necessary to carry quite a number of lines of men's and women's shoes to secure the necessary assortment, as, for instance, one Massachusetts manufacturer made a certain line of goods and made them on one width only; another manufacturer made his on a different width, and another manufacturer on just another width, and to secure the assortment which is now represented by widths known as A and E it was necessary to buy the same grade of goods from a half dozen different firms to enable the jobber to meet the demands of his trade for shoes to fit the different widths of feet. And, again, we had in the Serge shoe period some half dozen grades of Serges running 10, 12, 14, 16 and 18 thread, and these in turn were represented by the plain Serge polish, Serge congress and Serge button, also in the same goods kid foxed."

We have . .

A line of Men's and Women's Medium Priced Shoes that are Money Winners. The most of them sold at Bill Price. We are still making the Men's Heavy Shoes in Oil Grain and Satin; also Carry Snedcor & Hathaway's Shoes at Factory Price in Men's, Boys' and Youths'. Lycoming and Keystone Rubbers are the best. See our Salesmen or send mail orders.

GEO. H. REEDER & CO.,

19 S. Ionia St., Grand Rapids, Mich.

DETROIT FLEXIBLE DOOR MATS

STANDARD SIZES

16 x 24 in. 20 x 30 in. 24 x 36 in.

Retail for \$1.00 upwards.

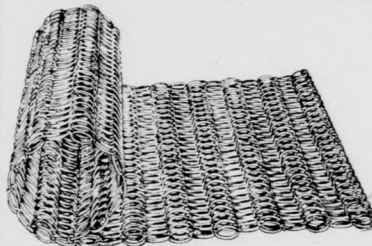
Any dimension to order.

Made of Flat Wire. The Latest and Best.

Supplied by Foster, Stevens & Co. and the mfrs. Write for prices.

THE DETROIT SAFE COMPANY,

67-85 East Fort Street, Detroit, Mich.



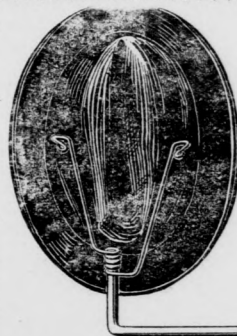
No. 12 represents our

Hat Display Arm

Can be placed in any position on side of window. This fixture is very popular. Is nickel plated.

Price, \$2.00 per doz.

Acme Manufacturing Co., Battle Creek, Mich.



12.

Fruits and Produce.

The Problem of Process Butter.

A subject of which we are daily hearing more, and of which more yet will certainly be heard, is that of this class of butter called ladled, blended, re-packed, process, new process, sterilized and imitation creamery. Although butters known by these various names differ widely in method of preparation and in quality, including the good, the bad, and (largely) the indifferent, they may fairly be placed in one class. The fat which gives them a questionable title to the name of butter has, in all cases, been in an inferior, low-grade condition since leaving the churn, in some cases absolutely bad, and most of it, probably, unmerchantable as butter. The object of the different processes has been renovation and improvement. It comes upon the market in a form actually and commercially better than it ever held before. In this regard it is just the opposite of genuine, fresh creamery butter, which has always been in as good condition and quality as when in market, if not better.

The re-packed or process goods unquestionably constitute a legitimate food product of their kind, and may be justly claimed to be (generally) the fat of milk, purified, rather than pure. But should these goods be called butter without some distinctive and descriptive qualification? They are destitute of the original and most highly valued characteristics of fresh butter, the flavor and the grain or body. The artificial flavor contributed by the process is transient and uncertain. The true grain of butter can never be restored to fat which has been reduced to a limpid oil. For my own use, knowing the history of the principal constituents and the methods of preparation, I much prefer a good article of butterine to the best process butter.

Like oleomargarine and butterine the origin and identity of these renovated butters are known to the wholesalers and jobbers and, generally, so long as they remain in large lots. But when they pass into the hands of retailers and consumers their identity is usually lost, and opportunities are then offered for the practice of deception and fraud. In my opinion, as the case stands to-day, the entire class of process goods constitutes a more immediate and serious menace to the interests of straight, fresh creamery and dairy butter than the compounds subject to the oleo laws.

The pertinent question seems to be: What are the creamerymen, their selling agents and representatives in the trade going to do about this?

Honest men insist that oleomargarine, butterine and all imitations of butter and substitutes therefor shall be made, offered and sold for just what they are. This done, no fair-minded man can ask for more. Should not the same general rule be made to apply to renovated and process butter of all kinds? Are new laws necessary to this end? If so, who shall ask for them, frame them and secure the needed legislation?

HENRY E. ALVORD.

Classification and Grading of Eggs in New York.

The New York Mercantile Exchange has adopted the following rules for the classification and grading of eggs sold under the auspices of that organization:

Fresh Gathered Firsts—When sold "At Mark" shall contain at least 85 per cent. and when sold "Loss Off" at

least 65 per cent. of prime full sweet eggs reasonably clean, and of fair size; the balance of the good eggs may be sweet held stock. The salted, heated, frozen, cracked and very small to be settled for at half price. Eggs containing fifty (50) per cent. of prime, full sweet eggs during the months of November and December shall be considered a good delivery. They must be in good order and in sweet dry packing, and when sold "At Mark," the loss must not exceed 15 eggs to the 36 dozen cases or 12 eggs to the 80 dozen case. But should the loss exceed those amounts not to exceed 50 per cent. the stock shall be a good delivery, but the excess of loss shall be allowed to the purchaser. Fresh gathered firsts when sold "At Mark," to be a good delivery, shall be in new cases and fillers.

Fresh Gathered Seconds—Shall comprise stock containing not less than 50 per cent. of prime full sweet eggs; the balance of the good eggs may be sweet held stock. The frozen, heated, salted and cracked to be settled for at half price. Eggs containing 35 per cent. of prime full sweet eggs during the months of November and December shall be considered a good delivery. They must be in fair order, and the packing in fair condition. Seconds shall also include such eggs as are Firsts in quality, but which fail to pass as Firsts by reason of imperfect or defective packing, or because of being unreasonably dirty.

Held Eggs—May grade as Firsts and Seconds.

Firsts—Shall comprise 25 per cent. of perfectly full sweet eggs, reasonably clean. The balance of the good eggs to be useful, sweet stock that have not been in cold storage. The salted, frozen, heated, cracked and very small to be settled for at half price. Cases and packing to be in good order.

Seconds—Shall be a grade not good enough to pass as Firsts.

Refrigerator Eggs—May grade as Firsts, Seconds and Thirds.

Firsts—Shall comprise sweet storage eggs reasonably full and clean, good useful stock in good order and in sweet dry packing.

Seconds—Shall comprise eggs which are old flavored or slightly tainted or in imperfect or defective packing, but must not be musty.

Thirds—Shall comprise all eggs too poor to pass as Seconds, but which are not rotten.

Limed Firsts—Shall comprise fine limed stock, perfectly sweet, well cleaned, in sweet dry packing and in order, and must not lose to exceed three dozen on 30 dozen cases and three dozen seven eggs on 36 dozen cases.

Limed Seconds—Shall comprise stock that is rusty, weak and shows hot weather defects; but must contain at least 60 per cent. of good eggs of fairly useful quality.

Known Marks—Shall comprise such eggs as are well known to the trade under some particular designation or mark, and must grade as firsts in the season in which they are offered. Known marks to be offered on the "call" must previously have been registered in a book kept by the Superintendent for that purpose.

All former rules governing the sale of eggs on the floor of the Exchange are hereby annulled.

How He Would Do It.

"Well," said the great importer, you "want a position as tea-taster, do you? Have you ever had any experience in this business?"

"No," the applicant replied, "but I've boarded around and eaten at restaurants so long that I know I'd be a good one at it. I could tell the genuine tea right off, because it would be so different, you know."

Bent Out of Shape.

Proprietor—What are you taking back, there?

Waiter—Customer sent this steak back; says he couldn't cut it.

Proprietor (examining it)—Take it back to him at once and tell him he'll have to pay for it. We can never use it again; he has bent it all out of shape.

Butter Wanted

Will buy or handle on Commission

HERMANN C. NAUMANN & CO., DETROIT.

Main Office, 33 Woodbridge St. Branch Store, 353 Russell St., op. Eastern Market.



Rumors of War

don't influence our business. Our Northern Spys are not from Spain; they're grown right in Michigan, and are the best Apples offered.

Oranges, Cape Cod Cranberries, Honey, Lemons, Bananas, Sweet Potatoes, Red and Yellow Onions, Spanish Onions.

BUNTING & CO., Jobbers, Grand Rapids, Mich.

BUTTER

of all grades bought at point of shipment.

R. HIRT, Jr.,

Produce Commission Merchant.

Market St., Detroit.

BEANS AND POTATOES

CARLOTS ONLY.

MILLER & TEASDALE CO.,

ST. LOUIS,

MISSOURI.

We are in the market to buy

PEAS, BEANS, POTATOES

Onions and Onion Sets, Clover Seed, Allsyke, Pop Corn, etc.

If any to offer, Telephone, Wire or Write us, stating quantity.

ALFRED J. BROWN SEED CO.,

24 and 26 North Division St.,

GRAND RAPIDS.

To
Butter
and
Egg
Shippers

We solicit your business because we feel that we can do your shipments justice in the full sense of the word. We offer no extraordinary inducements—no one-half cent or more above the market, no top price for goods irrespective of quality—but what we do offer and guarantee every shipper, whether of a single package of butter or eggs, or a carload, is the very best service any strictly responsible, experienced house in this or in any market can give.

If you are satisfied to have your goods sold upon their merits, wish to enjoy the advantages of a large, established trade, and be assured of square, liberal treatment, correspond with us; or, better still, mark us up a few shipments.

Harris & Frutchey,

Commission Merchants,

DETROIT, MICH.

Relation of the Commission Merchant to the Shipper.

The subject assigned me for presentation at this representative gathering of one of the most important branches of industry in our country is one of no inconsiderable importance, and, at the same time, in order that it may receive just treatment at my hands, I find myself in somewhat of a delicate position. I am aware that often—aye, too often—we think the commission merchant is ostracized and subjected to unfair criticism and unjust judgment because sufficiently precautionary measures have not been taken by the shipper and producer.

The commission merchant is a necessary factor in nearly every branch of trade, and it is fair to state that with all the perfected arrangement of the grain and live stock trade of Buffalo, representing in value millions of dollars annually, nine-tenths of the amount passes through the hands of the commission merchant. The real and successful commission merchant must be an expert judge of goods in his line; he must have a large acquaintance with the trade in general, a favorable locality in which to do business and a substantial capital. He must at all times be posted on the tendency of the market, as well as present market values, and also command the respect of the trade.

Of necessity, a commission merchant or middleman is wanted to act between the farmer or shipper and the retail dealer, and the first thought of the producer or shipper is, With whom can I entrust my goods? He consults his bank or some mercantile agency or, possibly some friend who tells him of one or several responsible houses in the market he has in mind whose aim it is to treat all shippers alike and to sell as promptly as expedient with best results the goods entrusted to his care. Let me emphasize the fact that great care should be used in selecting a house which has the ability to dispose of both small and large quantities of produce and one which has had experience in business and is financially responsible for the prompt returns of all sales sent on consignment.

Confidence by the shipper and produce dealer is necessary in the commission merchant. When satisfied that you have selected the right man, that he will do all in his power to obtain for you the best results possible, taking advantage of the market in every instance, consign him your goods. Grave carelessness is too often made in shipping a house before even its record is learned. Because a house floats the country with attractive letter heads and circular price currents, telling how many years it has been in business, and that it is prompt and reliable, with an invitation to look it up, is no guarantee that it is what it represents itself to be. Look it up and satisfy yourself as to its standing before you entrust your business to its care. Neglect to do this has brought many a shipper to grief, with the result that good houses have come in for unjust criticism and the "ban" is placed upon the trade in general. Investigate carefully the standing of a commission merchant before you put your business into his hands and less adverse judgment will result, and less contumely will be heaped upon the entire profession. If your bank says to "not only go light, but go very light," it is time to look further.

It is easy and a very important matter to find the ideal house I have de-

scribed and it is worth the time it will take you to get the information correctly, and then when thoroughly convinced of the truth of the examination, place your confidence in such a commission merchant and house to which to consign your shipments. Do not fail to write him at the time of shipment, giving full details thereof. Do not hesitate to ask such a house for daily or semi-weekly quotations on the goods you are shipping and to keep you fully posted on the market as to receipts, sales and advisements as to prospects for further shipments.

A shipper writes and encloses bill of lading. He has shipped 25 cases of fresh eggs. The commission merchant may tell one of his customers that he can sell him a nice lot of fresh eggs to arrive that day, and he disposes of them as a fancy lot at a fancy price and, on arrival, the stock is examined and it is found that a larger percentage of the eggs are badly settled, with some rots and broken. Then the purchaser says, "Can't use at any price; the stock is too old." The loss in candling is quite heavy and a shaded price must be taken for the best in the shipment. Confidence is broken between the commission merchant and the shipper. A creamery writes, "We ship you this day our entire week's make of butter, which is very fancy," adding, "Enclosed please find gross weight and tare marked on each tub accordingly." The shipment arrives and it is found on examination that the butter shows up salty, flat of taste, loss of flavor and only grades as common. Upon weighing a tub to a customer, to whom much persuasion has been used to purchase, it is found the weight is one pound short. The price obtained is for ordinary make of creamery, quality far from fancy. The shipper upon receiving his returns claims an injustice has been done him and doesn't ship any more; in fact, there has been an error of judgment on the part of the shipper and confidence is broken on the part of the commission merchant and results are not what they should be by far. The best results obtained by both shipper and commission merchant are from those shipments that the shipper sends that are well and carefully packed and put up for market as directed and are in quality as represented. In this enlightened country, where an education is provided for every boy and girl if they improve the opportunity, all can very distinctly understand the terms used in business, so that few misunderstandings can take place. If misrepresentation is used or practiced by both shipper and commission merchant, the results cannot be far from disastrous; but if honest representation by shipper and commission merchant, honest sales, prompt returns, thorough posting of markets, then the best results must be obtained.

Allow me to say that the relation of the commission merchant to the shipper and producer is that of a middleman. The middleman becomes the agent or employe of his shipper. In order that the best results may be brought about, a relation of confidence must mutually be entertained one for the other. The commission merchant, to inspire the confidence of the shipper or producer, must be a man of integrity, ability, experience and financially responsible. On the other hand, that confidence be entertained by the commission merchant in the shipper and producer, the latter must be possessed of integrity and all

representations be honest in every way. By so doing the best results can be realized by both parties interested.

GEO. R. WILLIAMS.

Buffalo, N. Y.

The Folly of Over-Charging.
From Hardware and Metal Merchant.

If a merchant does not make a profit out of the goods he sells it is only a question of time before he will be compelled to go out of business. That is just as certain as it is that a river will run dry if its source is cut off.

But there is a wrong way as well as a right way of securing profit. And to follow the wrong way is almost as bad as to make no profit at all.

One of the ways which some merchants follow in their desire to make profit is by charging one or two cents per pound more for this commodity, or a dollar or two more for that article than the ruling market price warrants.

Aside altogether from the injustice of such a procedure, it is a most foolish one.

Nine out of every ten of the customers thus taken advantage of will discover the fact before a great while, and then nine times out of ten there will be a parting of customer and merchant.

We have no reference to the fact that one merchant often finds himself being

undersold by another who is cutting prices. We merely have reference to the man who makes a practice of persistently charging his customers in excess of the market prices for his wares.

That there are those who are doing it is not supposition. We know it for a fact, and could give names if necessary.

In these days of keen competition it is not the merchant who exacts for his wares more than the ruling market price that obtains success and earns a competency. It is the merchant who is energetic, up-to-date, rich in ideas, and who turns his stock over frequently.

Verily, he that overchargeth his customers is like unto the man who goeth into his cellar and pulleth the plug out of the tap-hole of his wine cask, for when he overchargeth a customer he certainly releaseth the plug of confidence that is so essential to the keeping of trade.

A Paris paper relates that a Belgian manufacturer has taken out a patent on a new kind of mouse-trap in which a small music-box takes the place of cheese or bacon as a bait, it being well known that mice are attracted by music.

A flow of words is no proof of wisdom.

The New Collapsible Crate and Box

For Shipping all kinds of Fruits, Vegetables, Meats, Eggs, Etc

Saves 62½% in freight. Saves two-thirds of your storage room. Saves one-half the car room usually occupied by bushel baskets. Is durable, thoroughly ventilated upon all sides when in transit, and assures better prices for your produce. Its cost saved at once. Illustrated circulars free.

THE COLLAPSABLE CRATE AND BOX CO., 115 Allegan St., E., Lansing, Mich.

POTATOES BEANS SEEDS

We buy DAILY: Potatoes, Beans, Clover Seed; if any to offer, Wire or Write Us. Send Liberal Samples Beans, Seeds.

MOSELEY BROS., 26-28-30-32 OTTAWA ST., GRAND RAPIDS, MICH.
Established 1876. Jobbers of Seeds, Potatoes, Beans, Produce.

ANCHOR BRAND OYSTERS

Will please your customers and make you money. Popular prices prevail. Ask for quotations.

F. J. DETTENTHALER, 117-119 MONROE STREET, GRAND RAPIDS, MICH.



We Want First-Class Grocers

to handle our **PARAFFINED PARCHMENT LINED BUTTER PACKAGES** and are willing to offer liberal inducements. Write us.

Michigan Package Co.,
Owosso, Mich.

GOTHAM GOSSIP.

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

Special Correspondence.

New York, Feb. 26—It has been a week of some anxiety in business circles and this was reflected in the disturbed condition of things in the Stock Exchange. The feverish feeling will crop out once in a while, in spite of all that cooler heads can do.

All of the hotels in the business part of the city are crowded every night just now, and the many buyers who are here are largely responsible. Vacant rooms are scarce, for the demand exceeds the supply. Many of the buyers have to content themselves with the houses farther uptown, so great is the rush. They are a jolly lot, are these buyers, whose time, after business hours, is spent in all kinds of innocent amusement. Not only the jobbers and the hotels, but the amusement managers and many others, profit by their visits.

Jobbers in ladies' skirts and the cheaper grades of dresses for ladies and children are entering a vigorous protest against the out-of-town buyers for patronizing the wholesalers who deal in goods that are manufactured in sweatshops. The articles are sold at such rates that the wholesalers, who pay living prices for the manufacture of their goods, cannot compete with the dealers in sweat-shop products. There is no attempt at denial on the part of the buyers that they are patronizing such dealers. They claim that there is a demand for the cheap goods, not only from the poorer classes, but from the more wealthy people as well. The matter is of grave importance to the jobbers, and is made more so by the fact that there seems to be no way to remedy it. There is even talk of having it brought to the attention of the Merchants' Association.

On every hand there is indisputable evidence of steadily returning business prosperity. Evidences from every department of business are constantly accumulating that new enterprises are being started, money is plenty, trade is increasing, prices are improving, and new life and energy are everywhere apparent. Manufacturing industries are reviving, labor is being employed, idlers are disappearing, the prices of farm products are rising, our foreign trade is increasing, also the business done through the Clearing House of New York as compared with that of London, all furnishing confirmatory proof of increased prosperity in this country.

Coffee remains quiet and practically unchanged. Business is certainly not crowding and buyers are taking only enough to keep them going. Roasters of lesser degree fear that the huge concerns will make further cuts, and so seem to have adopted a policy of taking only what they need from day to day. Rio No. 7 remains at 63c. The amount afloat is 1,172,511 bags, against 718,157 bags at the same time last year. Mild coffees are about steady. The volume of business is of an average character. Good Cucuta, 9@9½c. East India growths are quiet, but prices are firm.

Dealers appear to have a fairly good supply of sugar on hand and orders have not been as numerous as last week. There has been, however, a pretty firm feeling and the quotation of 53c for granulated is still maintained. There is little if any purchasing ahead of present wants. Raws are steady, but the movement is not very active at the moment.

Little is doing in tea, yet there is a better feeling throughout the trade and dealers are seemingly pretty well satisfied with the turn of affairs. Auction sales will be held monthly hereafter, instead of weekly, and this change will be beneficial and will doubtless bring out more buyers. Teas are steadily improving in quality and statistics show that the consumption is also increasing.

Rice is firm, but there has been no great amount of business done. Both foreign and domestic sorts have been well held and concessions have not been the rule.

Spices are quiet, but a firm feeling pervades the market and quotations show no weakness. Orders have come from the country with more freedom than from the city trade.

Grocery grades of New Orleans molasses are firm and sales have been made at full values. Business, while not large in volume, is quite satisfactory and dealers are confident of the future. A cargo from Porto Rico at New Haven is being offered at 20@30c. The market for syrups is firm and within the range of 17@22c for prime to fancy. Home trade is rather quiet, but exporters have been purchasing with rather more freedom and the situation is quite encouraging.

Spot tomatoes are firm, as are also gallon apples, which are higher. Business in futures seems to be going forward on a basis that will allow a very narrow margin of profit to the canner; in fact, it is hard to see where there is anything left whatever after selling tomatoes and corn at 60c per doz. California apricots are scarce, owing, perhaps, to the great demand from the Klondike. The salmon market is quiet, with Columbia River falls from \$1.20@1.35.

There is an improved demand for raisins, peaches and apricots, with slow trade for prunes and currants. Some recent figures are put out, showing the declining use in this country of Spanish valencia raisins. The California product is fast superseding the same and within five years it seems likely will drive them out entirely. We'll get even with Spain in more ways than one.

Trading in beans has been of a somewhat limited nature, but prices are firm. Choice marrows, \$1.40; choice pea, \$1.15.

Butter quotations during the past few days have remained unchanged, with a better trade existing all around. Both home trade and business for export show an improvement over last week. Extra Western creamery, 19½@20c; firsts, 18@19c; seconds, 16½@17½c; State creamery, 18½@19c; State dairy, finest fall makes, 16½@17½c; Western imitation creamery, 16@17c for fancy; 14@15c for firsts; Western factory, extra fresh, 13½@14c; firsts, 13@13½c; seconds, 12½@13c. There is a rather light supply of extra creamery and the immediate outlook is certainly encouraging for well-sustained rates.

The cheese market manifests little worthy of note. Most of the trading has been for small-sized cheese and the quotations on this for full cream range from 8¼@9c for strictly desirable goods, although many sales have been made at less than these figures on stock that is very little below standard. Exporters are doing a little more business, but their wants are chiefly for stock worth 6@7c.

Eggs are in short supply and good demand, and quotations are higher. For Western fresh gathered the quotation of 15c is firmly adhered to. Receipts now average something like 7,000 cases, and are absorbed very readily. Advances of larger supplies on the way have been received and matters may be easier by next week.

Matrimonial Proposition in Nebraska.

From the Gordon Journal.

A woman who can earn \$40 a month teaching or in any other honorable calling shows decided weakness when she swaps the job for a worthless husband.

Fortunes Made Easy.

"Getting rich is nothing; you just manufacture something everybody wants, and there you are."

"Governor, wish I knew the formula for common sense."

The gradual cooling of France is proven by its vegetation. The Italian poplar, common in early French etchings, is now seldom seen in the country, while the lemon has disappeared from Languedoc and the orange from Roussillon, and the northern limit of many plant species has shifted far to the southward.

Mrs. Malaprop Still Abroad in the Land.

Written for the TRADESMAN.

"That Northern Michigan Mrs. Malaprop is not the only one abroad in the land by any means," said a business man's wife who had glanced over the columns of last week's Tradesman.

"I happened to overhear," she continued, "a conversation between some young women clerks in a large dry goods store. It was early one morning during the recent blizzard. The store was deserted of customers and these girls were arranging and dusting the stock in their various departments.

They kept up a running fire of conversation, in a subdued tone of voice. As I came up to the counter I could not help hearing what one of them was saying. Evidently, their talk had turned on religion.

"What do I believe?" said one of their number. "Well, I don't believe much of anything; I guess I'm what you could call an in-fee-dal," with a strong accent on the second syllable.

"I glanced at her curiously; but her eyes were cast on her work, and her face was perfectly sober and might have been whittled out of wood for any expression it bore."

"Your reference," said this same

lady, "to the Mrs. New Rich who could close up the holes in the lid of her new kettle, and so 'keep the Romeo from escaping,' reminds me of the remark my grocer made the other day. He was expatiating at length on the merits of a certain new brand of coffee he had just begun to handle, and among other things said that 'its ammonia was very appetizing!'"

"Another time this same grocer told me he had some nice fresh 'desecrated cocoanut.' And the same man once, in my presence, referred to a dissected map as a 'desiccated map!'"

Speaking of such mistakes reminds me of the lady who was calling on a friend and, noticing a strange flower in the garden, asked the name of it. The owner was not familiar with its name, whereupon the caller said, "Oh, well, never mind; your son John can analyze it in his chemistry."

I am also reminded of the woman who, in speaking of a rising young man, enthusiastically declared that 'his star was in the antecedent!'"

POLLY PEPPER.

Over 400 diamonds are known to have been recovered from the ruins of ancient Babylon. Many of the gems are uncut but most are polished on one or two sides.



FLY BUTTONS A scientifically compounded, non-cathartic poison, killing flies or ants quickly. 6 thick 3½ inch diameter sheets of green paper, with red label, retail at 5 cents.

FOR THE TRADE 30 cents per doz., in fancy counter display boxes of 3 doz., coupon in box, which equals 5 cents per doz. off. It pays to push for coupons.

COUPON PREMIUMS For 2 Coupons, Rubber Dating Stamp, worth 40 cents; prints, "Paid," "Ans'd," "Rec'd," "Acq'd," "Ent'd," and dates to 1903. For 3 Coupons, Patent Pneumatic Ink Bottle worth 60 cents; pressure into funnel top brings up ink from center of bottle; no thick ink with this. For 6 Coupons, ¼ gross Fly Buttons, delivered.

TO START YOUR TRADE We furnish through jobber, free samples for your customers. We are the only firm doing this; it increases sales 500 per cent. Try it. If your jobber don't fill your order, upon receipt of price we ship direct, paying charges.

ORDER FROM JOBBERS.

THE FLY BUTTON CO.,
MAUMEE, OHIO.

Detroit Commission and Mfg. Co.

Manufacturers of
Chicory
Yellow Rolls (imitation of Sellig's), Pink Rolls, Red Rolls. Also Granulated Chicory and Essence of Coffee in bulk or tin foil constantly on hand.

Specialties in
Grocers' Sundries
Produce and Fruit of all kinds, Flour, Feed, Baled Hay and Straw.

Malt Coffee
Cereals
Koffee Aid

Butter and Eggs
a Specialty

27 Farmer Street, Detroit, Mich.
Telephone, New 1312.

Commercial Travelers

Michigan Knights of the Grip.

President, JOHN A. HOFFMAN, Kalamazoo; Secretary, J. C. SAUNDERS, Lansing; Treasurer, CHAS. McNOLTY, Jackson.

Michigan Commercial Travelers' Association.

President, C. C. SNEDEKER, Detroit; Secretary and Treasurer, C. W. ALLEN, Detroit.

United Commercial Travelers of Michigan.

Grand Counselor, F. L. DAY, Jackson; Grand Secretary, G. S. VALMORE, Detroit; Grand Treasurer, GEO. A. REYNOLDS, Saginaw.

Michigan Commercial Travelers' Mutual Accident Association.

President, J. BOYD PANTLIND, Grand Rapids; Secretary and Treasurer, GEO. F. OWEN, Grand Rapids.

Lake Superior Commercial Travelers' Club.

President, W. C. BROWN, Marquette; Secretary and Treasurer, A. F. WIXSON, Marquette.

Gripsack Brigade.

Frank E. Bowen, for several years traveling salesman for Mulkey, Button & Co., has transferred his services to the firm of Moran, Fitzsimons & Co., of Detroit.

Kenneth McRae, a traveling salesman of Hopkinsville, Ky., has filed suit for \$5,000 damages against the Louisville & Nashville Railroad for failure to transmit by telegraph the price of his railroad fare home from Louisville, thereby detaining him in Louisville and causing him to lose a lucrative position that was open to him at the time, and also causing his wife's serious illness.

The Northern Mileage Bureau has declined the proposition of the bureau of the Central Passenger Association to allow the Lake Shore and the Nickel Plate to use the mileage of the latter between Cleveland and Buffalo, and the Lake Shore and the Michigan Central to do the same between Toledo and Detroit. This declination is made, however, subject to a condition, which is that it will not be carried into effect if the Northern Bureau books can be used in the territory of the Central Bureau.

Detroit Boys Know How to Have a Good Time.

Detroit, March 1.—At the regular business meeting of Post C, held on the evening of Feb. 26, Chairman Walsh appointed the following ladies' auxiliary committee:

Mrs. H. Y. Kenyon, Mrs. Geo. Gorman, Mrs. A. M. Watson, Mrs. P. T. Walsh, Mrs. M. Howeran, Miss Van Nostitz, Miss Harris.

The details and full arrangements for the next entertainment are in the hands of the ladies' auxiliary, and we expect a hot time in the old town that night.

After the routine business had been finished, the following pleasant and varied program, arranged by W. H. Baier, was carried out:

Miss Edna Kenyon, recitation, "The Drummer's Wife."

Miss Theresa Van Nostitz, piano solo, "The Chase."

W. H. Baier, comic solo.

Miss Myrtle Anger, recitation, "The Minuet."

Miss Birdie Walker and Mr. W. H. Baier, duet, "Star Spangled Banner."

Miss Hazel Thompson, recitation, "Christmas at the Quarters."

P. T. Walsh, dialect recitations.

Mr. Green, poem.

Miss Todd, recitation, "The Christening."

Mike Howeran, oration, "The V-Cut Party Dress."

R. L. Hall, a five-minutes' talk.

Miss Hazel Thompson, fancy skirt dance.

R. W. Jacklin, "The American Citizen's Duty, in Case of War With Spain."

Miss Hazel Kenyon, recitation, "The Weary Drummer."

The floor was then cleared and a couple of hours was spent dancing, to

the enjoyment of every one present. It was ladies' choice, and a fine of \$5 was imposed on every gentleman found guilty of asking a lady to dance. This is a money raiser and Post E would do well to follow suit whenever its funds run low. It is getting stale with us, however, and the boys are on their guard. The only one who paid a fine was Windy Williams, and he didn't kick either, for he knows a good thing when he sees it—never ducks anything. H. Y. KENYON, Sec'y.

Conflict Between Time Card and Gateman.

Kalamazoo, March 1.—On last Thursday afternoon another traveler and I wanted to make Sparta and then go north on the C. & W. M. train. We did not care to stay there very long, so we called up the ticket agent and asked if we could get off the No. 62 Saginaw train there, figuring that we could make our calls in an hour and catch the C. & W. M. train north. The agent said we could do so by getting off at the junction. My friend was to take the train at union station and I was to join him at Bridge street depot. At this depot, to make sure I examined the time card last issued and noticed in the column for train No. 62 at Sparta, "See note," which I looked up and it reads: "Train No. 62 (Saginaw division) will stop at T. S. & M. station at Sparta to let off passengers for Sparta and West." This seemed to be authoritative, as it was over the names of J. K. V. Agnew and Geo. DeHaven as General Superintendent and General Passenger Agent, and I supposed these boys knew their business, so I felt easy.

When the train pulled up and stopped, the low-salaried individual with the high collar, who graciously grants us the privilege of getting on or off his train (for he owns it), or refuses, as the state of his liver dictates, yelled out, "This train don't stop at Sparta!" and no amount of argument would change the mandate, for he refused to open the gate, even if the train should stop. As I had no liver pills with me, I was compelled to forego the pleasure of riding with him. Just to find if any of the boys knew anything about the business, I called up the General Passenger Agent and asked him about it and, after getting three persons to the 'phone in turn, I was informed by the last one, whose voice was a little more gruff than the others, that they knew nothing about it at all, and that if there was such information on the time card they knew nothing about it, but would investigate.

We, of course, waited for the next train and he stopped over night at Sparta and I skipped the town. Of course, we are both plugging for the road. Nit. E. STARBUCK.

Movements of Lake Superior Travelers

Some charitably inclined Marquette friends took pity on L. B. Young (Michigan Stove Co.) and E. B. Clark (Banner Tobacco Co.) Sunday and invited them out to a square meal. They did the occasion justice.

J. J. Alger has done the Upper Peninsula in the bicycle business.

The following are the late additions to membership of the Lake Superior Commercial Travelers' Club: Oscar Hopperstead, Menominee; J. A. Gonzalez, Grand Rapids; E. A. Strauss, Cincinnati; H. A. Ziem, Oshkosh; L. B. Young, Detroit; C. B. Burt, Chicago; W. J. Sampson, Houghton; H. A. Decker, Chicago; J. B. Tucker, Alma; Will J. Engel, Ishpeming.

Robert F. Fee (Banner Cigar Co.) is with us again.

F. S. McCurdy (Jenness & McCurdy) is doing the Upper Peninsula this week.

We do not see so much of Fred, now that he has part of Ohio tacked to his territory.

L. D. Packer has severed his connection with C. Elliott & Co. We're sorry to loose "Pack."

A. F. WIXSON, Sec'y.

A pen carrying a small electric lamp to prevent shadows when writing has been patented in Germany.

Yonie Yonson Tank Hae Gattang Bace Bal Club.

Travarca Caity, Feb. 28.—Sae, Maistar, aie rote yo lattar so yo gattang mae yob bae R. R. Co. gate. Aie skal tank yo bane bout som lake dos fallar gattang Franchise bae Wastarn Ball lage—gud lang taime gattang rady makang yor maid up. Aie skal tal yo aie yange mae maid; aie skal yump das yob bae R. R. Co. Aie tank aie gattang batar schame; drumar fallar tallang mae Omahaw gattang Bace Bal Club, an Gran Rapid bane laft out on cold. Aie tank bae masalf Anson bane Sweede fallar, an bane gude Bace Bal mans. Aie rote ham lattar an tal ham aie tank aie gattang tame bae Gran Rapid. Hae tal mae bane gude millions in at. Dacon Ellas makang in 2 yar Saxeen Thousand Dolar. Yumpang Yarusalam! aie tank bane gude tang. Aie skal tal yo of yo kan kal matang bae dam fans bae Gran Rapid an gattang Franchise bae mae. Aie skal gattang gude Sweede Mans Club an skin all dam onder fallar. Aie skal gattang all Sweede mans lake Anson, an avry fallar a Colt. Aie skal vant not much halp from Caity. Yust tal dam fallar, of aie bane gattang Bal Park for noting, an Strate Car fallar bane gavang mae Fime Hundrad Dolar, an Hotal mans kape mae Club free, aie skal gattang tame out saight. Aie bat mae Tan Dolar aie tickal dose fans. Aie bane rote lattar to all dam fallar aie skal hav on tame. Aie skal tal yo bout at. Yo skal kape at quiate tall aie gattang Franchise. Aie skal have all Sweede mans, aie say—managar an playars. Aie skal gattang for managar Yon Kalaim, bae Dunham House, Manastee. Yon managed das Manastee tame las yar. Hae bane gude on, aie skal tal yo. Aie gattang for catcher Yorge Dunham, Manastee. Hae bane hard hittar, too. Aie bane gattang Yim Duncan, Manastee. Hae bane wharwand for patchar, aie tal yo. An das allarond playar for 1st Bace, Will Wait, Manastee; an yo bat yo, hae vill vait tall bae gattang gude bal avry taime. Aie tank hae skal vait all sumar af hae kant make Hom Run. Aie gattang bae 2d Bace, Pete Oleson, bae Leroy. Pete bane gude on, aie bat yo. Pete kapang his mussal up al taime shootang Rabbit an fishang whan bae skal not play Bal. Aie skal hav bae short stop das nimbal lattle cus, Rob Yonson, bae Cadilaca. Hae yumpang roun so quick, aie tal yo. 3d Bace bane coverad bae Labe Carpantar, Baldwin; an bae gol! hae don't lat som bals gattang bae ham, aie bat yo. Aie gattang bast feedlars in hole biznass. Aie gattang Norm Slade, bae Saganaw; Will Cortwright, bae Newaygo; Ezra Gilbert, bae Sherman. Aie bat yo, aie skal subprize dos fans. Yontilatv mans an Change Catchar, Byron Davenport, Gran Rapid. Hae ban korkar aie skal tal yo. Aie skal carry tree extra mans—Yarlie Brooks, Yoe Reed an Frank Pierce. Yust tal dam fallars aie skal hav das Y. M. C. A. Yimnasty Rom free for Boys fattang damsalsas. Aie skal no go Sout bae practica das sprang; hae bane so lat. Aie tal yo, Maistar, das tame bane vorld batars, an Gran Rapid fan bane havang gude taime rootang bae das taime. Hole matang, an rote mae lattar. Aie bane on han bae taime Bel rangang. YONIE YONSON.

P. S.—Aie skal tal yo, Yud Rice, bae Sweet Hotal, bane frend bae mae, an aie tank hae go mae bale bon. Y. Y.

P. P. S.—Aie skal do gude tang bae Gran Rapid. Had Bachar, aie tank, vill bane on mae resarva last. Y. Y.

How to Treat Drummers.

The fact that a man is a traveling salesman does not mean that he is entirely devoid of feeling. He must, necessarily, learn to curb his temper and mask his annoyance when treated discourteously, but this does not mean that he does not feel such treatment.

It requires but little time to be courteous to traveling salesman, and this courtesy will, as a general rule, be heartily appreciated and richly repaid. Every salesman has occasional bargains and most are human enough to offer

these first to those who are courteous. Many of the travelers are unusually bright men; in fact, it requires a bright man to be a good salesman; and having, as they do, unusual opportunities for observation on account of the number of stores which they visit, they can frequently offer suggestions of great practical utility as to the conduct of business or the introduction of novelties. Hints thus gained will often more than repay the druggist for the time devoted to the salesman. If it happens that a drummer should come in at an inopportune time, it does not necessarily follow that the druggist should neglect his own customers, but he can nearly always make an appointment for some hour when he is less likely to be occupied, telling the salesman, however, that he is either likely or not likely to purchase as the occasion may be. Politeness is one of the cheapest commodities at our command, and politeness on the part of the buyer is as essential to success as it is on the part of a salesman.

American Butter for China.

Good butter sells in Hong Kong for from 38 to 62 cents per pound in gold. The American Consul at that port insists that there is an opportunity for the sale of American butter and canned milk in that market, which articles are now mainly supplied by Denmark, Australia and France.

HOTEL WHITCOMB

ST. JOSEPH, MICH.

A. VINCENT, Prop.

THE WHITNEY HOUSE

Rates \$1.00 to \$1.25 per day. Complete Sanitary Improvements. Electric Lights. Good Livery in connection. State Line Telephone.

Chas. E. Whitney, Prop., Plainfield, Mich.

Hoskins & Company

COMMISSION BROKERS.

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176 Griswold Street, Detroit, Mich.

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Private wires: New York, Chicago and St. Louis.

SUFFERING HUMANITY, READ!



A REMARKABLE CASE

Having suffered with rheumatism and constipation for over twenty-five years, and my case having been pronounced hopeless last summer by the best medical skill, when I was given up to die, I miraculously had my attention called to Frye's Quickstep, which saved my life, and I am now a well man. I have since recommended this remedy to my friends and so many have ordered it through me that I keep it on hand for humanity's sake. Price, \$1.00 per bottle. Nearly all Michigan people know me. My home address is 5406 Kimbark Ave., Chicago. Grand Rapids people can obtain this remedy from my customer, John Benson, the clothier, 26 Monroe St., upstairs.

Stephen T. Bowen.

I will be in Chicago at the clothing factory of John G. Miller & Co., 276 and 278 Franklin St., from Feb. 20 to April 1, and hope my trade will make that establishment headquarters while in the city.

Drugs==Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

F. W. R. PERRY, Detroit	Term expires Dec. 31, 1898
A. C. SCHUMACHER, Ann Arbor	Dec. 31, 1899
GEO. GUNDRUM, Ionia	Dec. 31, 1900
L. E. REYNOLDS, St. Joseph	Dec. 31, 1901
HENRY HEIM, Saginaw	Dec. 31, 1902

President, F. W. R. PERRY, Detroit.
Secretary, GEO. GUNDRUM, Ionia.
Treasurer, A. C. SCHUMACHER, Ann Arbor.

Examination Sessions.

Grand Rapids—March 1 and 2.
Star Island—June 27 and 28.
Marquette—About Sept. 1.
Lansing—Nov. 1 and 2.

All meetings will begin at 9 o'clock a. m., except the Star Island meeting, which begins at 8 o'clock p. m.

MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

President—A. H. WEBBER, Cadillac.
Secretary—CHAS. MANN, Detroit.
Treasurer—JOHN D. MUIR, Grand Rapids.

Patents in the Pharmacopoeia.

While I desire to see the Pharmacopoeia revised along liberal lines, I do not believe that any patent or special preparation, no matter what its character or from whom it emanates, should be incorporated. The mere fact that a preparation is placed on the market by a firm of prominent manufacturing chemists as a specialty, with its formula patented, and that it is a medicinal agent of great value, is no more an excuse than if it came from some lesser source, as far as the principle goes. If the Pharmacopoeia is to be the authoritative guide both for the pharmacist and the physician, then place no preparations therein for which the working formula is not given, and which, being patented, would prevent the profession from the free use of the same. I fully recognize the medicinal value of some of the patented preparations, but do not think it the business of the Pharmacopoeia to promote the private affairs of any persons, no matter what their prominence. The dispensatories and text-books will deal with these fully enough, and there can be no objection to this, but let us leave them from the Pharmacopoeia until such time as their incorporation will bring with it the freedom to use the processes of manufacture. The subgallate of bismuth, although a chemical of much medicinal value, was rightly omitted from the last revision on account of the process and formula being patented; but this objection can no longer keep it from a place in the Pharmacopoeia, since the patent is now conceded to be worthless, and its preparation can be undertaken by whomsoever may see fit. Among the army of synthetical preparations there are some of great value, medicinally, but they should be kept out of the Pharmacopoeia while their processes of manufacture are protected by patents, else where can we draw the line? FRANK EDEL.

The Drug Market.

Opium—Is very firm at the last advance, with higher prices probable. The report of damage to the growing crop has been confirmed.

Morphine—Is as yet unchanged and an advance is probable within the next few days.

Quinine—Is weak at unchanged prices.

Alcohol—Is very firm and an advance is looked for within the next few days.

Chloral Hydrate—Has declined. The new duty of 55c per pound is not in the Dingley bill and importers are now only paying a duty of 25 per cent.

Glycerine—Is in good demand and steady. The present low range of prices will probably hold during the season.

Essential Oils—Anise is in fair demand at unchanged prices. Bergamot is steadily advancing, on account of higher prices in the primary markets. Cajuput is scarce and high prices are well maintained. Clove is firm and tending upward, under the influence of higher prices for the spice. Sassafras is in large demand and prices are firm.

Buchu Leaves—Are in short supply and price is firm. The Government has assessed a duty of 3c per pound on laurel leaves, claiming that they are under the head of spices. This has advanced the price 3c per pound.

Seeds—German fennel is scarce and higher. Russian hemp is advanced abroad and the price has been marked up here.

Spices—Are very active. Gingers have been advanced. Cloves are still tending higher. Nutmegs have advanced about 10 per cent.

Keep Abreast of the Times.

Read the advertisements of others. Notice what your neighbor says of his goods, and how he says it. Then model your own advertisements a little differently. Make them distinctive of you and your store. If they're not a success solicit the aid of one who knows; it will pay you. Lend your ears to the experience of your fellow men, and don't be a clam yourself. Raze old foggy traditions. Eschew ancient methods whose death-knell has long since been tolled, and wake up to the times.

Read your pharmaceutical journals. Question the drummer before he departs. He's just the one to give you some happy suggestion or a bit of timely news. Ask him what Smith is doing in Brownville, and what Brown is doing in Smithville. Build on the idea of others. Pay your respects to your contemporary on the corner below. Don't just borrow his goods.

Leave the store for an hour to-day, and each day hereafter. The change will do you good. Take a turn about town, go through the shops, peer into the windows, and see what is going on around you. Keep conversant with the progress of the times.—Spatula.

Evidences of High Living.

A member of the police force came across a boy the other day who was wheeling home a load of oyster cans and bottles, and, curious to know what use the lad could put them to, he made a direct enquiry:

"Going to throw them over into our back yard," replied the boy. "I took two loads home yesterday."

"But what do you use them for?"

"It's a trick of the family," grinned the lad.

"How trick?"

"I'd just as lief tell," continued the boy, as he spit on his hands to resume hold on the barrow. "We are going to have some relashuns come in from the country. We may not have much to eat, but if they see these cans and bottles and boxes they'll think we've had isters, champagne, figs, and nuts till we've got tired of 'em, and are living on bread and taters for a healthy change."

The officer scratched his ear like a man who had received a new idea

Cerosie, a new product, extracted from the scum rising on sugar cane juice, is claimed by a French chemist to have the properties of ordinary beeswax, which it resembles in appearance.

According to the latest figures China owes her creditors the sum of \$193,525,000.

What to Avoid in Writing Advertisements.

Written for the TRADESMAN.

I have below put into condensed form a few of the pitfalls into which the inexperienced advertisement writer is liable to fall, explaining why these errors should be avoided. Common sense will teach how to keep from them.

1. Writing an advertisement without thoroughly understanding the subject. No man can write descriptively of Africa without having seen the country with his own eyes. Neither can anyone write a convincing, truthful advertisement of an article he has never seen, or is familiar with through hearsay only. First study the stock to be sold, and then you can write profitably about it and "get the people" to buy it.

2. Using stilted phraseology—high-sounding words. In writing a book, the successful author uses such language as will please the masses he intends to gain as readers. What suits your ideas may not be suitable for your public. Clothe your advertisements in such language as will please and attract the greatest number of readers.

3. Vulgarity and slang. The class of human kind given to the use of either of these blots on the purity of English are not usually a class whose custom is particularly desirable. Besides, an advertisement writer has no right to suppose that any of his readers wish to read such publicity. It is an offered insult, and uncalled for.

4. Joking—except unusually good and new, and then very seldom. A good salesman rarely jokes when talking business. A good advertisement is the best of salesmen, and therefore avoids spoiling its opportunities for talking business by the use of stale pleasantries. If you are inclined to be humorous, buy space in the funny column and keep your witticisms out of your advertisement.

5. Misleading statements. No jockey ever sold a horse, claiming or implying it to be perfectly sound, when, in fact, it had ringbones, but that it was discovered by the purchaser. This statement applies to any class of merchandise, and the discovery of falsity, in the slightest degree, will be at the expense of custom and profit.

6. Fulsomeness. By this, I mean using much verbiage in description of an article, when a few plain, terse statements will serve the purpose much better. This florid style is very well for circuses, but doesn't pay in selling sugar or calico.

7. Vagueness. A stained glass window in a cathedral is an object of delight, but no one can see through it the beauties of the church within. "Pretty talk" does well for young lovers and babies, but it will not sell goods. Make the glass of your advertisement windows so clear that the merits of the articles spoken of will shine through like the noonday sun.

8. Exploiting too many articles at once. Unity—"oneness"—is the great underlying principle of successful advertisement writing. Select the article with care, and then talk about it as though it were the only article in the world and your life depended on your success in telling people of it.

9. Writing sufficient to comfortably fill twenty inches for a ten-inch space. Novels printed in small type, unless they are by noted authors, are avoided by those whose time is valuable or eyesight bad, while even poor writers find sale for their books if they are printed legibly. Make your space fit the advertisement, not the advertisement the space, and make them both come within the bounds of common sense.

10. Advertising standard goods for sale "below cost to make room for spring stock." This old fable is worn utterly threadbare. Not one buyer in five hundred believes that you have paid one dollar in cash for a standard article and are foolish enough to sell it for ninety-seven cents.

11. Dulness. If you cannot write something bright, original, attractive and convincing, allow the space contracted for to remain blank, rather than smirch its purity and your own reputation as a progressive business man by taking refuge in old, worn-out, custom-destroying advertisements. Better say, if a druggist, "Poison sold in quantities to suit all purses," than "Smith & Co., Dealers in Drugs and Medicines, Prescriptions carefully," etc. The first may startle some one. The latter will only put them to sleep. NEMO.

Filling Petrolatum into Small Bottles.

A chemist who handles large quantities of petrolatum writes in Spatula: "After trying nearly every method that I could think of, I have found nothing to equal a water-bath with a faucet leading from the inside vessel. The inner vessel should have a bottom which tapers almost to a point, to which the faucet should be connected. By using a vessel like this it is an easy matter to fill bottles with petrolatum quickly and neatly. There is on the market a filler of this kind, the price of which, I think, is \$1.50, which is less than a tinner would ask for making a single instrument of this kind. This filler is well arranged and of a size suitable to the wants of the retail pharmacist."

A handful of common sense is worth a bushel of learning.

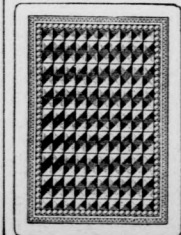
Cutler's Carbolate of Iodine Pocket Inhaler
IS GUARANTEED TO CURE CATARRH
All druggists \$1.
W. H. SMITH & CO., Props.,
Buffalo, N. Y.

PIMPLES blackheads, boils, blotches, freckles, eruptions caused by ingrowing hair, skin that is soft and wrinkly, or rough or swarthy, in fact, all complexion difficulties should be treated with **SCHROUDER'S LOTION**, a scientific preparation for keeping the skin smooth, firm and clear—it produces and preserves a healthy glow to the complexion; perfectly harmless. At drug stores 25c per bottle; by mail 35c. B. Schrouder, Pharmacist, Grand Rapids, Mich.

The Cheapest Enameled Playing Card

ON THE MARKET IS THE

NO. 20 ROVERS



Has a handsome assortment of set designs printed in different colors—Red, Blue, Green and Brown; highly finished, enameled, and is the best card in the market for the money. Each pack in a handsome enameled tuck box. Put up in one dozen assorted designs and colors. A good seller. List price \$20 per gross. We make a full line from cheapest to highest grades, and can meet your wants in every way. If you are handling playing cards for profit get our samples and prices before placing your order. They may help you.

THE AMERICAN PLAYING CARD CO.,
KALAMAZOO, MICH.

WHOLESALE PRICE CURRENT.

Advanced—
Declined—Chloral Hydrate.

Aceticum	60 8	Conium Mac.	35 50	Scilla Co.	50 50	Os Sepia	15 18	Paints	BBL.	LB
Benzoleum, German	70 75	Copaiba	1 10 1 20	Tolutan	50 50	Pepsin Saac, H. & P.	15 18	Red Venetian	1 1/2	2 1/2
Boricum	15 15	Cubeba	90 1 00	Prunus virg.	50 50	D. Co.	1 00	Ochre, yellow Mars	1 1/2	2 1/2
Carbolicum	20 41	Exechthos	1 00 1 10			Pieis Liq. N.N. 1/4 gal.	2 00	Ochre, yellow Ber.	1 1/2	2 1/2
Citricum	40 42	Erigeron	1 00 1 10	Tinctures				Putty, commercial	2 1/2	2 1/2
Hydrochlor	30 5	Gaultheria	1 50 1 60	Aconitum Napellis R	50 50	doz.	2 00	Putty, strictly pure	2 1/2	2 1/2
Nitricum	30 5	Geranium, ounce	50 60	Aconitum Napellis F	50 50	Pieis Liq., quarts	2 00	Vermilion, Prime		
Oxalicum	13 14	Gossypii, Sem. gal.	1 00 1 10	Aloes	50 50	Pieis Liq., pints	2 00	American	130	15
Phosphoricum, dil.	15 15	Hedema	1 00 1 10	Aloes and Myrrh	50 50	Pil Hydrag. po. 80	2 00	Vermilion, English	70	75
Salicylicum	60 65	Juniper	1 00 1 10	Arnica	50 50	Piper Nigra po. 22	2 00	Green, Paris	13 1/2	19
Sulphuricum	1 1/2 5	Lavendula	90 2 00	Assafetida	50 50	Piper Alba po. 35	2 00	Green, Peninsular	130	18
Tannicum	1 25 1 40	Limonis	1 30 1 50	Atrope Belladonna	50 50	Pilix Burgun	2 00	Lead, Red	5 1/2	6
Tartaricum	38 40	Mentha Piper	1 00 1 20	Aurant Cortex	50 50	Plumbi Acet.	10 12	Lead, white	5 1/2	6
Ammonia		Mentha Verid	1 50 1 60	Benzoin	50 50	Pulvis Ipecac et Opi	1 10 1 20	Whiting, white Span	70	70
Aqua, 16 deg.	40 6	Morruha, gal	1 00 1 10	Barosma	50 50	Pyrethrum, boxes H.	60 60	Whiting, gliders	70	70
Aqua, 30 deg.	60 8	Myrcia	4 00 4 50	Cantharides	50 50	& P. D. Co., doz.	1 25	White, Paris Amer.	1 00	
Carbonas	12 14	Pieis Liquida	10 12	Capsicum	50 50	Pyrethrum, pv.	30 33	Whiting, Paris Eng.	1 00	
Chloridum	12 14	Pieis Liquida, gal.	35 35	Cardamom	50 50	Quassia	80 100	Universal Prepared	1 00	1 15
Aniline		Ricin	90 1 10	Cardamom Co.	50 50	Quinia, S. P. & W.	33 38			
Black	2 00 2 25	Rosmarini	1 00 1 10	Castor	50 50	Quinia, S. German	33 38			
Brown	40 1 00	Succini	50 45	Cinchona	50 50	Quinia, N.Y.	33 38			
Red	45 50	Sabina	90 1 00	Cinchona Co.	50 50	Rubia Tinctorum	12 14			
Yellow	2 50 3 00	Santal	2 50 7 00	Cubeba	50 50	Saccharum Lactis pv	18 20			
Bacca		Sassafras	55 60	Cubeba	50 50	Salaicin	3 00 3 10			
Cubeca	13 15	Sinapis, ess. ounce	1 40 1 50	Cubeba	50 50	Sanguis Draconis	40 50			
Juniperus	60 8	Tigili	40 50	Cubeba	50 50	Sapo, W.	12 14			
Xanthoxylum	25 30	Thyme	40 50	Cubeba	50 50	Sapo, M.	10 12			
Balsamum		Thyme, opt.	1 60 1 60	Cubeba	50 50	Sapo, G.	12 14			
Copaiba	55 60	Theobromas	15 20	Cubeba	50 50	Siedlitz Mixture	20 22			
Peru	2 40	Potassium		Cubeba	50 50					
Terabin, Canada	45 50	Bi-Carb.	15 18	Cubeba	50 50					
Tolutan	50 60	Bichromate	13 15	Cubeba	50 50					
Cortex		Bromide	50 55	Cubeba	50 50					
Abies, Canadian	18 18	Carb.	12 15	Cubeba	50 50					
Cassia	12 12	Chlorate, po. 17 19c	13 15	Cubeba	50 50					
Cinchona Flava	18 18	Cyanide	15 18	Cubeba	50 50					
Euonymus atropurp	30 30	Iodide	2 40 2 40	Cubeba	50 50					
Myrica Cerifera, po.	20 20	Potassa, Bitart, pure	2 50 3 00	Cubeba	50 50					
Prunus Virgin	12 12	Potassa, Bitart, com	2 50 3 00	Cubeba	50 50					
Quillaja, gr'd.	14 14	Potass Nitras, opt.	8 10	Cubeba	50 50					
Sassafras	12 12	Potass Nitras	7 9	Cubeba	50 50					
Sassafras, po. 18	12 12	Prussiate	20 25	Cubeba	50 50					
Ulmus, po. 15, gr'd	12 12	Sulphate po	15 18	Cubeba	50 50					
Extractum		Radix		Cubeba	50 50					
Glycyrrhiza Glabra	24 25	Aconitum	20 25	Cubeba	50 50					
Glycyrrhiza, po.	28 30	Althea	22 25	Cubeba	50 50					
Hematox, 15 lb box	11 12	Anchusa	11 12	Cubeba	50 50					
Hematox, 1s	13 14	Arum po.	25 25	Cubeba	50 50					
Hematox, 1/4s	14 15	Calamus	20 40	Cubeba	50 50					
Hematox, 1/8s	16 17	Gentiana, po. 15	12 15	Cubeba	50 50					
Ferru		Glycyrrhiza, pv. 15	16 18	Cubeba	50 50					
Carbonate Precip.	15 15	Hydrastis Canad.	50 55	Cubeba	50 50					
Citrate and Quinia	2 25	Hydrastis Canad.	50 55	Cubeba	50 50					
Citrate Soluble	75 75	Hellobore, Alba, po.	15 20	Cubeba	50 50					
Ferrocyanidum Sol.	40 40	Iris plox, po. 35 38	2 50 2 60	Cubeba	50 50					
Solut. Chloride	15 15	Jalapa, pr.	25 30	Cubeba	50 50					
Sulphate, com'l.	50 50	Maranta, 1/4s	25 30	Cubeba	50 50					
Sulphate, com'l, by	50 50	Podophyllum, po.	22 25	Cubeba	50 50					
Sulphate, pure	7 7	Rhei, cut.	75 1 00	Cubeba	50 50					
Flora		Rhei, pv.	75 1 35	Cubeba	50 50					
Arnica	13 14	Spigelia	35 38	Cubeba	50 50					
Anthemis	18 25	Sanguinaria, po. 15	35 38	Cubeba	50 50					
Matricaria	30 35	Serpentaria	30 35	Cubeba	50 50					
Folia		Senega	40 45	Cubeba	50 50					
Barosma	23 28	Similax, officinalis H	40 45	Cubeba	50 50					
Cassia Acutifol, Tin-	18 25	Smilax, M.	10 12	Cubeba	50 50					
nevelly	18 25	Scilla	10 12	Cubeba	50 50					
Cassia Acutifol, Alx.	25 30	Symplocarpus, Posti-	20 25	Cubeba	50 50					
Salvia officinalis, 1/4s	12 20	dus, po.	20 25	Cubeba	50 50					
and 1/8s	12 20	Valeriana, Eng. po. 30	15 20	Cubeba	50 50					
Ura Ursi	8 10	Zingiber a.	12 16	Cubeba	50 50					
Gummi		Zingiber j.	25 27	Cubeba	50 50					
Acacia, 1st picked	65 65	Semen		Cubeba	50 50					
Acacia, 2d picked	65 65	Anisum, po. 15	13 15	Cubeba	50 50					
Acacia, 3d picked	65 65	Apium (gravelous)	13 15	Cubeba	50 50					
Acacia, sifted sorts	65 65	Bird, 1s	40 6	Cubeba	50 50					
Acacia, po.	60 80	Cardamom, po. 18	10 12	Cubeba	50 50					
Aloe, Barb. po. 18 20	12 14	Cardamom	1 25 1 75	Cubeba	50 50					
Aloe, Cape, po. 15	12 14	Coriandrum	8 10	Cubeba	50 50					
Aloe, Socotri, po. 40	50 60	Cannabis Sativa	40 45	Cubeba	50 50					
Ammoniac	55 60	Cydonium	75 1 00	Cubeba	50 50					
Assafetida	30 30	Chenopodium	10 12	Cubeba	50 50					
Benzofum	50 55	Dipterix Odorata	2 00 2 20	Cubeba	50 50					
Catechu, 1s	13 14	Foeniculum	10 12	Cubeba	50 50					
Catechu, 1/4s	13 14	Foenugreek, po.	7 9	Cubeba	50 50					
Catechu, 1/8s	13 14	Lini, gr'd.	3 4	Cubeba	50 50					
Camphora	40 43	Lobelia	40 45	Cubeba	50 50					
Euphorbium, po. 35	40 43	Pharlaris Canarian	40 45	Cubeba	50 50					
Galbanum	60 70	Rapa	40 45	Cubeba	50 50					
Gamboge po.	65 70	Sinapis Albu	45 50	Cubeba	50 50					
Guaiaicum	30 30	Sinapis Nigra	11 12	Cubeba	50 50					
Kino	30 30	Spiritus		Cubeba	50 50					
Mastic	60 60	Frumentum, W. D. Co.	2 00 2 50	Cubeba	50 50					
Myrrh	40 45	Frumentum, D. F. R.	2 00 2 25	Cubeba	50 50					
Opil, po. 1.10 2.40 3	15 30	Frumentum	1 25 1 50	Cubeba	50 50					
Shellac	25 35	Juniperis Co. O. T.	1 25 1 50	Cubeba	50 50					
Shellac, bleached	40 45	Juniperis Co.	1 25 1 50	Cubeba	50 50					
Tragacanth	50 80	Saacharum N. E.	1 90 2 10	Cubeba	50 50					
Herba		Spt. Vini Galli	1 75 6 50	Cubeba	50 50					
Absinthium, oz. pkg	25 25	Vini Oporto	1 25 2 00	Cubeba	50 50					
Eupatorium, oz. pkg	25 25	Vini Alba	1 25 2 00	Cubeba	50 50					
Lobelia, oz. pkg	25 25	Sponges		Cubeba	50 50					
Majorum, oz. pkg	25 25	Florida sheeps' wool	2 50 2 75	Cubeba	50 50					
Mentha Pip, oz. pkg	25 25	carriage	2 50 2 75	Cubeba	50 50					
Mentha Vir, oz. pkg	25 25	Nassau sheeps' wool	2 50 2 75	Cubeba	50 50					
Rue, oz. pkg	25 25	carriage	2 50 2 75	Cubeba	50 50					
Tanacetum Voz, pkg	25 25	Velvet extra sheeps'	2 50 2 75	Cubeba	50 50					
Thymus, V. oz. pkg	25 25	wool, carriage	2 50 2 75	Cubeba	50 50					
Magnesia		Extra yellow sheeps'	2 50 2 75	Cubeba	50 50					
Calcined, Pat.	55 60	wool, carriage	2 50 2 75	Cubeba	50 50					
Carbonate, Pat.	20 22	Grass sheeps' wool	2 50 2 75	Cubeba	50 50					
Carbonate, K. & M.	20 22	carriage	2 50 2 75	Cubeba	50 50					
Carbonate, Jennings	35 3									

GROCERY PRICE CURRENT.

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

AXLE GREASE.

doz. gross

Aurora.....55 6 00

Castor C.....60 7 00

Diamond.....50 4 00

Prizer's.....75 9 00

IXL Golden tin boxes.....75 9 00

Nica, tin boxes.....75 9 00

Paragon.....55 6 00

BAKING POWDER.

Absolute.

1 lb cans doz.....45

1 lb cans 3 doz.....85

1 lb cans doz.....1 50

Acme.

1 lb cans 3 doz.....45

1 lb cans 1 doz.....1 00

Bulk.....10

El Purity.

1 lb cans per doz.....75

1 lb cans per doz.....1 20

1 lb cans per doz.....2 00

Home.

1 lb cans 4 doz case.....35

1 lb cans 4 doz case.....55

1 lb cans 2 doz case.....90

JAXON

1 lb cans, 4 doz case.....45

1 lb cans, 4 doz case.....85

1 lb cans, 2 doz case.....1 60

Jersey Cream.

1 lb. cans, per doz.....2 00

9 oz. cans, per doz.....1 25

6 oz. cans, per doz.....85

Our Leader.

1 lb cans.....45

1 lb cans.....75

1 lb cans.....1 50

Peerless.

1 lb. cans.....85

BATH BRICK.

American.....70

English.....80

BLUING.

CONDENSED PEARL

BLUING.

1 doz. pasteboard Boxes.....40

3 doz. wooden boxes.....1 20

BROOMS.

No. 1 Carpet.....1 90

No. 2 Carpet.....1 75

No. 3 Carpet.....1 50

No. 4 Carpet.....1 15

Parlor Gem.....2 00

Common Whisk.....80

Fancy Whisk.....80

Warehouse.....2 25

CANDLES.

8s.....7

16s.....8

Paraffine.....8

CANNED GOODS.

Paritowoc Peas.

Lakeside Marrowfat.....95

Lakeside E. J.....1 15

Lakeside, Cham. of Eng.....1 20

Lakeside, Gem. Ex. Sifted.....1 45

Extra Sifted Early June.....1 75

CATSUP.

Columbia.....2 00

Columbia, 1/2 pints.....1 25

CHEESE

Acme.....@ 11 1/2

Amboy.....@ 11 1/2

Bloomington.....@ 11 1/2

Byron.....@ 11 1/2

Elsie.....@ 11 1/2

Gem.....@ 11 1/2

Gold Medal.....@ 11 1/2

Ideal.....@ 11 1/2

Jersey.....@ 11 1/2

Lenawee.....@ 11 1/2

Riverside.....@ 11 1/2

Springdale.....@ 11 1/2

Sparta.....@ 11 1/2

Brick.....@ 11 1/2

Edam.....@ 11 1/2

Leiden.....@ 11 1/2

Limburger.....@ 11 1/2

Pineapple.....@ 43

Sap Sago.....@ 17

Chicory.

Bulk.....7

Red.....7

CHOCOLATE.

Waiter Baker & Co.'s.

German Sweet.....23

Premium.....24

Breakfast Cocos.....45

ONE CENT COUPON

Universal Grade.

50 books, any denom.....1 50

100 books, any denom.....2 50

500 books, any denom.....11 50

1,000 books, any denom.....20 00

Superior Grade.

50 books, any denom.....1 50

100 books, any denom.....2 50

500 books, any denom.....11 50

1,000 books, any denom.....20 00

Coupon Pass Books.

Can be made to represent any denomination from \$10 down.

20 books.....1 00

50 books.....2 00

100 books.....3 00

250 books.....7 25

500 books.....10 00

1,000 books.....17 50

Credit Checks.

500, any one denom'n.....3 00

1,000, any one denom'n.....5 00

2,000, any one denom'n.....8 00

Steel punch.....75

DRIED FRUITS-DOMESTIC

Apples.

Sundried.....@ 5 1/2

Evaporated 50 lb boxes.....@ 8 1/2

California Fruits.

Apricots.....7 1/2 @ 8 1/2

Blackberries.....@ 7 1/2

Nectarines.....8 @ 7 1/2

Peaches.....8 @ 8 1/2

Pears.....8 @ 7 1/2

Pitted Cherries.....@ 7 1/2

Raspberries.....@ 7 1/2

California Prunes.

100-120 25 lb boxes.....@ 3 1/2

90-100 25 lb boxes.....@ 4

80-90 25 lb boxes.....@ 4 1/2

70-80 25 lb boxes.....@ 5

60-70 25 lb boxes.....@ 5 1/2

50-60 25 lb boxes.....@ 7 1/2

40-50 25 lb boxes.....@ 8 1/2

30-40 25 lb boxes.....@ 8 1/2

1/2 cent less in 50 lb cases

London Layers 3 Crown.....1 60

London Layers 4 Crown.....2 00

Dehesias.....3 1/2

Loose Muscatels 2 Crown.....3 1/2

Loose Muscatels 3 Crown.....6

Loose Muscatels 4 Crown.....6

FOREIGN.

Currants.

Patras bbls.....@ 7 1/2

Vostizostas 50 lb cases.....@ 7 1/2

Cleaned, bulk.....@ 8 1/2

Cleaned, packages.....@ 8 1/2

Peel.

Citron American 10 lb bx.....@ 13

Lemon American 10 lb bx.....@ 12

Orange American 10 lb bx.....@ 12

Raisins.

Ondura 28 lb boxes.....8 @ 8 1/2

Sultana 1 Crown.....@ 2

Sultana 2 Crown.....@ 2

Sultana 3 Crown.....9 1/2 @ 10

Sultana 4 Crown.....@ 2

Sultana 5 Crown.....@ 2

Sultana 6 Crown.....@ 14

Sultana package.....@ 14

FARINACEOUS GOODS.

Farina.

24 1 lb. packages.....1 75

Bulk, per 100 lbs.....3 50

Grits.

Walsh-DeRoo Co.'s.....2 15

Bulk in 100 lb. bags.....3 50

Hominy.

Barrels.....2 50

Flake, 50 lb. drums.....1 00

Beans.

Dried Lima.....3

Medium Hand Picked.....1 00

Maccaroni and Vermicelli.....60

Domestic, 25 lb. box.....2 50

Imported, 25 lb. box.....2 50

Pearl Barley.

Common.....1 75

Chester.....2 00

Empire.....2 50

Peas.

Green, bu.....80

Split, per lb.....2

Rolled Oats.

Rolled Avena, bbl.....3 90

Monarch, bbl.....3 75

Monarch, 1/2 bbl.....2 00

Private brands, bbl.....1 50

Private brands, 1/2 bbl.....1 50

Quaker, cases.....3 20

Huron, cases.....1 75

Sago.

German.....3 1/2

East India.....3

Wheat.

Cracked, bulk.....3 1/2

24 2 lb packages.....2 50

TRADESMAN

1

CREDIT COUPON

TRADESMAN

5

CREDIT COUPON

Tradesman Grade.

50 books, any denom.....1 50

100 books, any denom.....2 50

500 books, any denom.....11 50

1,000 books, any denom.....20 00

Economic Grade.

50 books, any denom.....1 50

100 books, any denom.....2 50

500 books, any denom.....11 50

1,000 books, any denom.....20 00

Fish.

Cod.

Georges cured.....@ 5

Georges genuine.....@ 5 1/2

Georges selected.....@ 6

Strips or bricks.....6 @ 9

Hallbut.

Chunks.....9 1/2

Strips.....8 1/2

Herring.

Holland white hoops, bbl.....10 25

Holland white hoop 1/2 bbl.....5 50

Holland white hoop, keg.....75

Holland white hoop mchs.....35

Norwegian.....11 00

Round 100 lbs.....3 25

Round 40 lbs.....1 60

Scaled.....14

Flackerel.

Mess 100 lbs.....16 30

Mess 40 lbs.....6 90

Mess 10 lbs.....1 82

Mess 8 lbs.....1 48

No. 1 100 lbs.....14 50

No. 1 40 lbs.....1 15

No. 1 10 lbs.....1 60

No. 1 8 lbs.....1 30

No. 2 100 lbs.....9 50

No. 2 40 lbs.....4 60

No. 2 10 lbs.....1 07

No. 2 8 lbs.....88

Sardines.

Russian kegs.....55

Trout.

No. 1 100 lbs.....5 50

No. 1 40 lbs.....2 50

No. 1 10 lbs.....70

No. 1 8 lbs.....59

Whitefish.

No. 1.....6 75

No. 2.....5 75

Fam.....2 75

100 lbs.....2 00

40 lbs.....3 00

10 lbs.....83

8 lbs.....69

61.....34

FLAVORING EXTRACTS.

JENNINGS' FLAVORING EXTRACTS

Jennings'.

D. C. Vanilla.....2 oz.....1 20

2 oz.....1 50

3 oz.....1 50

4 oz.....2 00

6 oz.....2 00

No. 8.....4 00

No. 10.....6 00

No. 2 T.1.....2 00

No. 3 T.1.....2 50

No. 4 T.2.....4 50

No. 4 T.1.....50

D. C. Lemon.....2 oz.....75

2 oz.....1 00

3 oz.....1 00

4 oz.....1 40

6 oz.....2 00

No. 8.....2 40

No. 10.....4 00

No. 2 T.1.....2 80

No. 3 T.1.....3 15

No. 4 T.1.....50

Souders'.

Oval bottle, with corkscrow.....Best in the world for the money.

Regular Grade Lemon.....2 oz.....75

4 oz.....1 50

Regular Vanilla.....2 oz.....1 20

4 oz.....2 40

XX Grade Lemon.....2 oz.....1 50

4 oz.....3 00

XX Grade Vanilla.....2 oz.....1 75

4 oz.....3 50

GUNPOWDER.

Rifle-Dupont's.

Kegs.....4 00

Half Kegs.....2 25

Quarter Kegs.....1 25

1 lb. cans.....30

1/2 lb. cans.....18

Choke Bore-Dupont's.

Kegs.....4 25

Half Kegs.....2 40

Quarter Kegs.....1 35

1 lb. cans.....34

Eagle Duck-Dupont's.

Kegs.....8 00

Half Kegs.....4 25

Quarter Kegs.....2 25

1 lb. cans.....45

HERBS.

Sage.....15

Hops.....15

INDIGO.

Madras, 5 lb boxes.....55

S. F., 2, 3 and 5 lb boxes.....50

JELLY.

15 lb pails.....40

30 lb pails.....73

KRAUT.

Barrels.....3 50

Half barrels.....2 00

LVE.

Condensed, 2 doz.....1 20

Condensed, 4 doz.....2 25

LICORICE.

Pure.....30

Calabria.....25

Sicily.....14

Root.....10

MINCE MEAT.

Ideal, 3 doz. in case.....2 25

MATCHES.

Diamond Match Co.'s brands.

No. 9 sulphur.....1 65

Anchor Parlor.....1 70

No. 2 Home.....1 10

Export Parlor.....4 00

MOLASSES.

New Orleans.

Black.....11

Fair.....14

Good.....20

Fancy.....24

Open Kettle.....25 @ 35

Half-barrels 2c extra.

MUSTARD.

Horse Radish, 1 doz.....1 75

Horse Radish, 2 doz.....3 50

Bayle's Celery, 1 doz.....1 75

PIPES.

Clay, No. 216.....1 70

Clay, T. D. full count.....65

Cob, No. 3.....85

POTASH.

48 cans in case.....4 00

Penna Salt Co.'s.....3 00

PICKLES.

Medium.

Barrels, 1,200 count.....5 25

Half bbls, 600 count.....3 13

Small.

Barrels, 2,400 count.....6 35

Half bbls 1,200 count.....3 75

RICE.

Domestic.

Carolina head.....6 1/2

Carolina No. 1.....5

Carolina No. 2.....4 1/2

Broken.....3 1/2

Imported.

Japan, No. 1.....5 1/2

Japan, No. 2.....5 1/2

Java, fancy head.....6

Java, No. 1.....5

Table.....5 1/2

SALERATUS.

Packed 60 lbs. in box.

Church's.....3 30

Deland's.....3 15

Dwight's.....3 30

Taylor's.....3 00

SALT.

Diamond Crystal.

Table, cases, 24 1/2-lb boxes.....1 50

Table, barrels, 100 3-lb bags.....2 75

Table, barrels, 40 7-lb bags.....2 40

Butter, barrels, 280 lb. bnlk.....2 25

Butter, barrels, 20 14-lb bags.....2 50

Butter, sacks, 28 lbs.....25

Butter, sacks, 56 lbs.....55

Common Grades.

100 3-lb sacks.....1 70

60 5-lb sacks.....1 55

28 10-lb sacks.....1 45

Worcester.

50 4 lb. cartons.....3 25

115 2 1/2-lb. sacks.....4 00

60 5 lb. sacks.....3 75

30 10 lb. sacks.....3 50

30 10 lb. sacks.....3 40

28 lb. linen sacks.....32

56 lb. linen sacks.....30

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

Higgins.

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

Solar Rock.

56-lb sacks.....21

Common.

Granulated Fine.....79

Medium Fine.....85

SODA.

Granulated, bbls.....75

Granulated, 100 lb cases.....90

Lump, bbls.....75

Lump, 145lb kegs.....85

SEEDS.

Anise.....9

Canary, Smyrna.....3

Caraway.....8

Cardamom, Malabar.....60

Celery.....11

Hemp, Russian.....3 1/2

Mixed Bird.....4 1/2

Mustard, white.....5

Poppy.....8 1/2

Rape.....4 1/2

Cuttle Bone.....20

SNUFF.

Scotch, in bladders.....37

Maccaboy, in jars.....35

French Rappee, in jars.....43

SOAP.

JAS. S. KIRK & CO.'S BRANDS.

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

American Family, unwrp'd.....3 27

Dome.....3 33

Cabinet.....2 90

Savon.....2 50

Dusky Diamond, 56 6 oz.....2 10

Dusky Diamond, 50 8 oz.....2 00

Blue India, 100 3 1/2 lb.....3 00

Kirkoline.....3 75

Eos.....3 65

Schulte Soap Co.'s Brand.

100 cakes, 75 lbs.

Single box.....2 80

5 box lots, delivered.....2 75

10 box lots, delivered.....2 60

25 box lots.....2 60

Allen B. Wisley's Brands.

Old Country, 80 1-lb. bars.....2 75

Good Cheer, 60 1-lb. bars.....3 75

Uno, 100 3 1/2-lb. bars.....2 50

Doll, 100 10-oz. bars.....2 05

Scouring.

Sapolio, kitchen, 3 doz.....2 40

Sapolio, hand, 3 doz.....2 40

SODA.

Boxes.....5 1/2

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

SPICES.

Whole Sifted.

Allspice.....10

Cassia, China, in mats.....12

Cassia, Batavia in bund.....22

Cassia, Saigon in rolls.....22

Cloves, Amboyana.....10

Cloves, Zanzibar.....10

Mace, Batavia.....55

Nutmegs, fancy.....60

Nutmegs, No. 1.....60

Nutmegs, No. 2.....45

Pepper, Singapore, black.....10

Pepper, Singapore, white.....12

Pepper, shot.....12

Pure Ground in Bulk.

Allspice.....12

Cassia, Batavia.....22

Cassia, Saigon.....40

Cloves, Amboyana.....18

Cloves, Zanzibar.....13

Ginger, African.....16

Ginger, Cochlin.....16

Ginger, Jamaica.....23

Mace, Batavia.....70

Mustard, Eng. and Trieste.....18

Mustard, Trieste.....20

Nutmegs.....40 @ 50

Pepper, Sing, black.....12

Pepper, Sing., white.....15

Pepper, Cayenne.....20

Sage.....20

JAXON

Single box.....2 75

5 box lots, delivered.....2 70

10 box lots, delivered.....2 65

JAS. S. KIRK & CO.'S BRANDS.

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

American Family, unwrp'd.....3 27

Dome.....3 33

Cabinet.....2 90

Savon.....2 50

Dusky Diamond, 56 6 oz.....2 10

Dusky Diamond, 50 8 oz.....2 00

Blue India, 100 3 1/2 lb.....3 00

Kirkoline.....3 75

Eos.....3 65

Schulte Soap Co.'s Brand.

100 cakes, 75 lbs.

Single box.....2 80

5 box lots, delivered.....2 75

10 box lots, delivered.....2 60

25 box lots.....2 60

Allen B. Wisley's Brands.

Old Country, 80 1-lb. bars.....2 75

Good Cheer, 60 1-lb. bars.....3 75

Uno, 100 3 1/2-lb. bars.....2 50

Doll, 100 10-oz. bars.....2 05

Scouring.

Sapolio, kitchen, 3 doz.....2 40

Sapolio, hand, 3 doz.....2 40

SODA.

Boxes.....5 1/2

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

SPICES.

Whole Sifted.

Allspice.....10

Cassia, China, in mats.....12

Cassia, Batavia in bund.....22

Cassia, Saigon in rolls.....22

Cloves, Amboyana.....10

Cloves, Zanzibar.....10

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Nutmegs, No. 1.....60

Nutmegs, No. 2.....45

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Pepper, shot.....12

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Cassia, Batavia.....22

Cassia, Saigon.....40

Cloves, Amboyana.....18

Cloves, Zanzibar.....13

Ginger, African.....16

Ginger, Cochlin.....16

Ginger, Jamaica.....23

Mace, Batavia.....70

Mustard, Eng. and Trieste.....18

Mustard, Trieste.....20

Nutmegs.....40 @ 50

Pepper, Sing, black.....12

Pepper, Sing., white.....15

Pepper, Cayenne.....20

Sage.....20

STARCH.



Kingsford's Corn.

40 1-lb packages..... 6
20 1-lb packages..... 6 1/4

Kingsford's Silver Gloss.

40 1-lb packages..... 6 1/4
6-lb boxes..... 7

Diamond.

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

Common Corn.

20 1-lb packages..... 5
40 1-lb packages..... 4 1/4

Common Gloss.

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

STOVE POLISH.



No. 4, 3 doz in case, gross.. 4 50
No. 6, 3 doz in case, gross.. 7 20

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 20 pounds for the weight of the barrel.

Domino..... 5 75
Cut Loaf..... 5 75
Crushed..... 5 75
Cubes..... 5 44
Powdered..... 5 44
XXX Powdered..... 5 50
Granulated in bbls..... 5 25
Granulated in bags..... 5 25
Fine Granulated..... 5 25
Extra Fine Granulated..... 5 38
Extra Coarse Granulated..... 5 38
Mould A..... 5 50
Diamond Confec. A..... 5 25
Confec. Standard A..... 5 13
No. 1..... 4 88
No. 2..... 4 88
No. 3..... 4 88
No. 4..... 4 75
No. 5..... 4 69
No. 6..... 4 56
No. 7..... 4 50
No. 8..... 4 44
No. 9..... 4 38
No. 10..... 4 38
No. 11..... 4 31
No. 12..... 4 25
No. 13..... 4 19
No. 14..... 4 13
No. 15..... 4 06
No. 16..... 4 00

SYRUPS.

Corn.
Barrels..... 16
Half bbls..... 18
Pure Cane.
Fair..... 16
Good..... 20
Choice..... 25

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

TOBACCOS.

Cigars.

Clark-Jewell-Well's Co.'s brand.
New Brick..... 33 00
H. & P. Drug Co.'s brand.
Quintette..... 35 00
G. J. Johnson Cigar Co.'s brand.



S. C. W..... 33 00
H. Van Tongeren's Brand.
Star Green..... 30 50

VINEGAR.

Malt White Wine..... 7
Pure Cider..... 8

Washing Powder



00 12 oz pkgs..... 3 50

WICKING.

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

Fish and Oysters

Fresh Fish.

Per lb.
Whitefish..... 8
Trout..... 8
Black Bass..... 12
Halibut..... 15
Ciscos or Herring..... 4
Bluefish..... 10
Live Lobster..... 10
Boiled Lobster..... 10
Cod..... 10
Haddock..... 10
No. 1 Pickerel..... 8
Pike..... 7
Smoked White..... 9
Red Snapper..... 12
Cool River Salmon..... 1 1/4
Mackerel..... 18

Oysters in Cans.

F. H. Counts..... 35
F. J. D. Selects..... 27
Selects..... 22
F. J. D. Standards..... 20
Anchors..... 18
Standards..... 16
Favorites..... 16

Oysters in Bulk

F. H. Counts..... 1 75
Extra Selects..... 1 50
Selects..... 1 25
Anchor Standards..... 1 10
Standards..... 1 00
Clams..... 1 25

Shell Goods.

Oysters, per 100..... 1 25 @ 1 50
Clams, per 100..... 1 25 @ 1 50

Hides and Pelts.

Perkins & Hess pay as follows:

Hides.

Green..... 7 @ 8
Part cured..... 8 @ 8 1/2
Full Cured..... 8 1/2 @ 9 1/4
No. 1..... 9 @ 11
No. 2..... 9 @ 11
No. 3..... 9 @ 11
No. 4..... 9 @ 11
No. 5..... 9 @ 11
No. 6..... 9 @ 11
No. 7..... 9 @ 11
No. 8..... 9 @ 11
No. 9..... 9 @ 11
No. 10..... 9 @ 11
No. 11..... 9 @ 11
No. 12..... 9 @ 11
No. 13..... 9 @ 11
No. 14..... 9 @ 11
No. 15..... 9 @ 11
No. 16..... 9 @ 11

Pelts.

Shearlings..... 5 @ 30
Lambs..... 4 @ 10
Old Wool..... 1 @ 10 @ 1 50

Furs.

Mink..... 50 @ 1 40
Coon..... 30 @ 1 00
Skunk..... 50 @ 1 00
Muskrats, fall..... 5 @ 12
Muskrats, spring..... 14 @ 17
Muskrats, winter..... 12 @ 14
Red Fox..... 1 25 @ 1 50
Gray Fox..... 40 @ 70
Cross Fox..... 2 50 @ 60
Badger..... 20 @ 60
Cat, Wild..... 15 @ 40
Cat, House..... 10 @ 20
Fisher..... 3 50 @ 7 00
Lynx..... 1 00 @ 2 00
Martin, Dark..... 1 50 @ 3 00
Martin, Yellow..... 75 @ 1 50
Oter..... 5 00 @ 9 00
Bear..... 7 00 @ 15 00
Beaver..... 2 00 @ 8 00
Beaver Castors..... 8 @ 00
Opussum..... 5 @ 15
Deerskin, dry, per lb..... 15 @ 25
Deerskin, gr'n, per lb..... 10 @ 15

Wool.

Washed..... 14 @ 23
Unwashed..... 14 @ 17

Miscellaneous.

Tallow..... 2 1/2 @ 3 1/4
Grease Butter..... 1 @ 2
Switches..... 1 1/4 @ 2
Ginseng..... 2 @ 3 00

Candies.

Stick Candy.

bbls. pails
Standard..... 6 1/2 @ 7
Standard H. H..... 6 1/2 @ 7
Standard Twist..... 6 @ 8
Cut Loaf..... 6 @ 8 1/2
Jumbo, 32 lb..... cases
Extra H. H..... @ 8 1/2
Boston Cream..... @ 8 1/2

Mixed Candv.

Competition..... @ 6
Standard..... @ 7
Conserv..... @ 7 1/2
Royal..... @ 7 1/2
Ribbon..... @ 8
Broken..... @ 8 1/2
Cut Loaf..... @ 8 1/2
English Rock..... @ 8 1/2
Kindergarten..... @ 8 1/2
French Cream..... @ 8 1/2
Dandy Pan..... @ 10
Valley Cream..... @ 12

Fancy-In Bulk.

Lozenges, plain..... @ 8 1/2
Lozenges, printed..... @ 8 1/2
Choc. Drops..... 10 @ 14
Choc. Monumentals..... @ 11
Gum Drops..... @ 6
Moss Drops..... @ 6
Sour Drops..... @ 8 1/2
Imperial..... @ 8 1/2

Fancy-In 5 lb. Boxes.

Lemon Drops..... @ 50
Sour Drops..... @ 50
Peppermint Drops..... @ 50
Chocolate Drops..... @ 50
H. M. Choc. Drops..... @ 75
Gum Drops..... @ 30
Licorice Drops..... @ 75
A. B. Licorice Drops..... @ 50
Lozenges, plain..... @ 50
Imperial, printed..... @ 50
Mottoes..... @ 50
Cream Bar..... @ 55
Molasses Bar..... @ 50
Hand Made Creams..... 80 @ 1 00
Plain Creams..... 60 @ 1 00
Decorated Creams..... @ 50
String Rock..... @ 60
Burnt Almonds..... 1 25 @
Wintergreen Berries..... @ 60

Caramels.

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

Fruits.

Oranges.

Mexicans 150 175-200 @ 3 00
Cal. Seedlings..... @ 2 25
Fancy Navel 112..... @ 2 25
126 to 216..... @ 3 00
Choice..... @

Lemons.

Strictly choice 360s..... @ 3 00
Strictly choice 300s..... @ 3 25
Fancy 360s..... @ 3 25
Ex. Fancy 300s..... @ 3 50
Ex. Fancy 360s..... @ 3 75

Bananas.

Medium bunches..... 1 25 @ 1 50
Large bunches..... 1 75 @ 2 00

Foreign Dried Fruits.

Figs.
Choice, 10 lb boxes..... @ 12
Extra choice, 14 lb boxes..... @ 14
Fancy, 12 lb boxes..... @ 14
Imperial Mikados, 18 lb boxes..... @ 14
Pulled, 6 lb boxes..... @ 12
Naturals, in bags..... @ 6 1/2

Dates.

Fards in 10 lb boxes..... @ 8
Fards in 60 lb cases..... @ 8
Persians, G. M.'s..... @ 5 1/2
lb cases, new..... @ 6
Sairs, 60 lb cases..... @ 4 1/2

Nuts.

Almonds, Tarragona..... @ 12
Almonds, Ivaca..... @ 11
Almonds, California, soft shelled..... @ 13
Brazil new..... @ 9
Filberts..... @ 10
Walnuts, Grenobles..... @ 12
Walnuts, Calif No. 1..... @ 10
Walnuts, soft shelled..... @ 10
Table Nuts, fancy..... @ 9
Table Nuts, choice..... @ 9
Pecans, Med..... @ 8
Pecans, Ex. Large..... @ 10
Pecans, Jumbos..... @ 12
Hickory Nuts per bu., Ohio, new..... @ 1 60
Cocoanuts, full sacks..... @ 4 50
Peanuts.
Fancy, H. P., Suns..... @ 7
Fancy, H. P., Flags..... @ 7
Roasted..... @ 7
Choice, H. P., Extras..... @ 4 1/2
Choice, H. P., Extras, Roasted..... 5

Grains and Feedstuffs

Wheat.

Winter Wheat Flour.
Local Brands.

Patents..... 5 50
Second Patent..... 5 00
Straight..... 4 80
Clear..... 4 40
Graham..... 4 75
Buckwheat..... 3 50
Rye..... 3 00
Subject to usual cash discount.

Flour in bbls., 25c per bbl. additional.

Worden Grocer Co.'s Brand.
Quaker, 1/2s..... 4 60
Quaker, 1/4s..... 4 60
Quaker, 1/8s..... 4 60

Spring Wheat Flour.
Clark-Jewell-Well's Co.'s Brand.



Pillsbury's Best 1/2s..... 5 75
Pillsbury's Best 1/4s..... 5 65
Pillsbury's Best 1/8s..... 5 55
Pillsbury's Best 1/4s paper..... 5 55
Pillsbury's Best 1/4s paper..... 5 55
Ball-Barnhart-Putman's Brand.
Grand Republic, 1/2s..... 5 50
Grand Republic, 1/4s..... 5 40
Grand Republic, 1/8s..... 5 30

Lemon & Wheeler Co.'s Brand.
Gold Medal 1/2s..... 5 65
Gold Medal 1/4s..... 5 55
Gold Medal 1/8s..... 5 45
Parisian, 1/2s..... 5 65
Parisian, 1/4s..... 5 55
Parisian, 1/8s..... 5 45

Oney & Judson's Brand.
Ceresota, 1/2s..... 5 50
Ceresota, 1/4s..... 5 40
Ceresota, 1/8s..... 5 30

Worden Grocer Co.'s Brand.
Laurel, 1/2s..... 5 50
Laurel, 1/4s..... 5 40
Laurel, 1/8s..... 5 30

Meal.
Bolted..... 1 75
Granulated..... 2 00

Feed and Millstuffs.
St. Car Feed, screened..... 16 00
No. 1 Corn and Oats..... 15 00
Unbolted Corn Meal..... 14 50
Winter Wheat Bran..... 14 00
Winter Wheat Middlings..... 14 00
Screenings..... 13 00

New Corn.
Car lots..... 33 1/2
Less than car lots..... 37

Oats.
Car lots..... 31
Carlots, clipped..... 32 1/2
Less than car lots..... 35

Hay.
No. 1 Timothy ariots..... 9 00
No. 1 Timothy, ton lots..... 10 00

Fresh Meats.

Beef.
Carcase..... 6 1/4 @ 7 1/4
Fore quarters..... 5 1/2 @ 6
Hind quarters..... 7 1/4 @ 9
Loins No. 3..... 9 @ 12
Ribs..... 8 @ 12
Round..... 6 1/2 @ 7 1/2
Chucks..... 4 @ 5
Plates..... 4 @ 3

Pork.
Dressed..... @ 5
Loins..... @ 7 1/2
Shoulders..... @ 6
Leaf Lard..... 5 1/2 @

Mutton.
Carcase..... 7 @ 8
Spring Lambs..... 8 @ 9

Veal.
Carcase..... 8 @ 9

Oils.

Barrels.
Eocene..... @ 11 1/2
XXX W. W. Mich. Hdt..... @ 8 1/2
W W Michigan..... @ 8
Diamond White..... @ 7
D. S. Gas..... @ 8
Geo. Naptha..... @ 7 1/2
Cylinder..... 25 @ 36
Engine..... 11 @ 21
B. & C. winter..... @ 8

Provisions.

Swift & Company quote as follows:

Barreled Pork.
Mess..... 10 75
Back..... 11 00
Clear back..... 10 50
Short cut..... 10 50
Pig..... 14 00
Bean..... 8 75
Family..... 10 50

Dry Salt Meats.
Bellies..... 6
Briskets..... 5 1/2
Extra shorts..... 5 1/4

Smoked Meats.
Hams, 12 lb average..... 9
Hams, 14 lb average..... 8 1/2
Hams, 16 lb average..... 8 1/4
Hams, 20 lb average..... 7 1/2
Ham dried beef..... 13
Shoulders (N. Y. cut)..... 6
Bacon, clear..... 7 @ 8
California hams..... 6
Boneless hams..... 8 1/2
Cooked ham..... 8 @ 11

Lards. In Tierces.
Compound..... 4
Kettle..... 6 1/4
55 lb Tubs..... advance 6 1/4
80 lb Tubs..... advance 6 1/4
20 lb Pails..... advance 6 1/4
10 lb Pails..... advance 6 1/4
5 lb Pails..... advance 6 1/4
3 lb Pails..... advance 6 1/4

Sausages.
Bologna..... 5
Liver..... 6 1/2
Frankfort..... 7
Pork..... 6 1/2
Blood..... 8
Tongue..... 8
Head cheese..... 6 1/2

Beef.
Extra Mess..... 9 00
Boneless..... 12 25
Rump..... 12 25
Kits, 15 lbs..... 80
1/4 bbls, 40 lbs..... 1 50
1/4 bbls, 80 lbs..... 2 50

Pigs' Feet.
Kits, 15 lbs..... 75
1/4 bbls, 40 lbs..... 1 40
1/4 bbls, 80 lbs..... 2 75

Casings.
Pork..... 16
Beef rounds..... 4
Beef middles..... 10
Sheep..... 60

Butterine.
Rolls, dairy..... 10
Solid, dairy..... 9 1/2
Rolls, creamery..... 14
Solid, creamery..... 13 1/4

Canned Meats.
Corned beef, 2 lb..... 2 15
Corned beef, 14 lb..... 14 75
Roast beef, 2 lb..... 2 15
Potted ham, 1/2s..... 1 00
Deviled ham, 1/2s..... 1 00
Deviled tongue, 1/2s..... 1 00
Potted tongue, 1/2s..... 1 00

Crackers.

The National Biscuit Co. quotes as follows:

Butter.
Seymour XXX..... 6
Seymour XXX, 3 lb. carton..... 6 1/2
Family XXX..... 6
Family XXX, 3 lb. carton..... 6 1/2
Salted XXX..... 6
Salted XXX, 3 lb. carton..... 6 1/2

Soda.
Soda XXX..... 7
Soda XXX, 3 lb. carton..... 7 1/2
Soda, City..... 8
Zephyrette..... 10
Long Island Wafers..... 11
L. I. Wafers, 1 lb carton..... 12

Oyster.
Square Oyster, XXX..... 6
Sq. Oys. XXX, 1 lb. carton..... 7
Farina Oyster, XXX..... 6

SWEET GOODS-Boxes.
Animals..... 10 1/2
Beut's Cold Water..... 13 1/2
Beile Rose..... 8
Coconut Taffy..... 9 1/2
Coffee Cakes..... 9
Frosted Honey..... 12 1/2
Graham Crackers..... 8
Ginger Snaps, XXX round..... 7
Ginger Snaps, XXX city..... 7
Gin. Snps, XXX home made..... 7
Gin. Snps, XXX scalloped..... 7
Ginger Vanilla..... 8
Imperial..... 8 1/2
Jumbos, Honey..... 11 1/2
Molasses Cakes..... 8
Marshmallow..... 15
Marshmallow Creams..... 16
Pretzels, hand made..... 9
Pretzettes, Little German..... 7
Sugar Cake..... 8
Sultanas..... 12 1/2
Sears' Lunch..... 8
Vanilla Square..... 8 1/2
Vanilla Wafers..... 14
Mixed Picnic..... 15 1/2
Cream Jumbles..... 10 1/2
Boston Ginger Nuts..... 8 1/2
Chimmie Fadden..... 10
Pineapple Glace..... 16
Penny Cakes..... 8 1/2
Marshmallow Walnuts..... 16
Belle Isle Picnic..... 11

Crockery and Glassware.

AKRON STONEWARE.

Butters.
1/2 gal., per doz..... 50
1 to 6 gal., per gal..... 5 1/2
8 gal., per gal..... 6 1/2
10 gal., per gal..... 6 1/2
12 gal., per gal..... 6 1/2
15 gal. meat-tubs, per gal..... 8
20 gal. meat-tubs, per gal..... 8
25 gal. meat-tubs, per gal..... 10
30 gal. meat-tubs, per gal..... 10

Churns.
2 to 6 gal., per gal..... 5 1/2
Churn Dashers, per doz..... 85

Milkpans.
1/2 gal. flat or rd. bot., doz..... 60
1 gal. flat or rd. bot., each..... 5 1/4

Fine Glazed Milkpans.
1/2 gal. flat or rd. bot., doz..... 65
1 gal. flat or rd. bot., each..... 5 1/4

Stewpans.
1/2 gal. fireproof, ball, doz..... 85
1 gal. fireproof, ball, doz..... 1 10

Jugs.
1/4 gal., per doz..... 40
1/2 gal., per doz..... 50
1 to 5 gal., per gal..... 6 1/2

Tomato Jugs.
1/2 gal., per doz..... 70
1 gal., each..... 70
Corks for 1/2 gal., per doz..... 30
Corks for 1 gal., per doz..... 30

Preserve Jars and Covers.
1/2 gal., stone cover, doz..... 75
1 gal., stone cover, doz..... 1 00

Sealing Wax.
5 lbs. in package, per lb..... 2

LAMP BURNERS.
No. 0 Sun..... 45
No. 1 Sun..... 50
No. 2 Sun..... 75
Tubular..... 50
Security, No. 1..... 65
Security, No. 2..... 85
Nutmeg..... 50
Lampmax..... 1 50

LAMP CHIMNEYS-Common.
Per box of 6 doz.
No. 0 Sun..... 1 75
No. 1 Sun..... 1 88
No. 2 Sun..... 2 70

First Quality.
No. 0 Sun, crimp top, wrapped and labeled..... 2 10
No. 1 Sun, crimp top, wrapped and labeled..... 2 25
No. 2 Sun, crimp top, wrapped and labeled..... 3 25

XXX Flint.
No. 0 Sun, crimp top, wrapped and labeled..... 2 55
No. 1 Sun, crimp top, wrapped and labeled..... 2 75
No. 2 Sun, crimp top, wrapped and labeled..... 3 75

CHIMNEYS-Pearl Top.
No. 1 Sun, wrapped and labeled..... 3 70
No. 2 Sun, wrapped and labeled..... 4 70
No. 2 Hinge, wrapped and labeled..... 4 85
No. 2 Sun, "Small Bulb," for Globe Lamps..... 80

La Bastie.
No. 1 Sun, plain bulb, per doz..... 1 25
No. 2 Sun, plain bulb, per doz..... 1 50
No. 1 Crimp, per doz..... 1 35
No. 2 Crimp, per doz..... 1 60

Rochester.
No. 1, Lime (65c doz)..... 3 50
No. 2, Lime (70c doz)..... 4 00
No. 2, Flint (80c doz)..... 4 70

Electric.
No. 2, Lime (70c doz)..... 4 00
No. 2, Flint (80c doz)..... 4 40

OIL CANS. Doz.
1 gal tin cans with spout..... 1 25
1 gal galv iron with spout..... 1 65
2 gal galv iron with spout..... 2 87
3 gal galv iron with spout..... 3 50
5 gal galv iron with spout..... 4 75
5 gal galv iron with faucet..... 5 25
5 gal galv iron with faucet..... 5 25
5 gal galv iron with faucet..... 5 25
5 gal galv iron with faucet..... 5 25
5 gal galv iron with faucet..... 5 25

Pump Cans.
5 gal Rapid steady stream..... 9 00
5 gal Eureka non-overflow..... 10 50
3 gal Home Rule..... 10 50
5 gal Home Rule..... 12 00
5 gal Pirate King..... 9 50

LANTERNS.
No. 0 Tubular..... 4 25
No. 1 B Tubular..... 6 50
No. 13 Tubular Dash..... 6 30
No. 1 Tub., glass fount.....

Hardware

Rapid Growth and Increasing Influence of Retail Organizations.

Ante Lucem in American Artisan.

The annual convention of the hardware organizations of the several North-western States, Wisconsin, Minnesota and North Dakota, seem to have put new life into the scheme for bettering the condition of the retail trade. It is not alone confined to the hardware men, but has become contagious: the spirit moveth among the machinery men, and the furniture and grocery organizations are putting on new life. People do not wait to be told of the objects and listen in a half dazed, careless manner, but are asking for and seeking information, not waiting for it to seek them. "What can we do to improve matters?" and "can you inform us about the several moves, objects, etc., etc.?" are common talk. All the hardware dealers do not appear to have caught onto the real objects and aims of the organization, and some have formed the most erroneous ideas of what is to be, or the intent of what should be.

Two dealers have told me they would have been in long ago had the Association declared for a cash business dealing. The Association puts no restriction upon anyone preventing any reform of business within his own shop he may see fit to inaugurate, and if to do business on a cash basis is, in the eyes of any member of the Association, a good reform measure, well and good.

With a confinement of all businesses within their legitimate channels, and legitimate and fair competitive dealing for its prime object, it will, as an organization, aid any and all of its members in furthering any reform or reforms, such as any member or members may evolve or undertake.

Not a few members of the Association have gone to the cash method, and others are contemplating such a movement. Reforms of this kind are likely to become more prevalent under association influence than under a go-as-you-please, the devil-take-the-hindmost-one plan of work.

These frequent conferences and mutual exchanges of thought and views are more likely to crystallize into beneficial measures than a lonely, isolated business proposition can possibly produce. As Brother Peck says, "no one knows it all, no one but knows something, one cannot do it all, but each can do something." Combined judgment and action will produce results. Individual action alone cannot produce great reforms beyond one's own business place.

The exchange of opinions always develops the happy middle ground of a sound business policy. The more frequent the exchanges of thought the earlier the solution and more permanent the results. Men must rub up against one another, impart and gain new ideas, thus awakening new business methods, giving a better life to trade.

Every county should have its co-operative body, holding occasional meetings for exchange of ideas. The results of these several meetings should be conveyed to the Secretary, and from him given out to the other county organizations. With but a slight expense and three or four meetings of county associations a year, the organization can become a tower of strength to all mercantile interests. Even the secretary of each county organization could confer direct with each neighboring county secretary, and the results of these meetings and conferences, when boiled down, could be transmitted to the State Secretary, and a digest of the whole matter considered at any annual or semi-annual meeting. Through some such measures the whole Association will become strong, vigorous, bringing good to each and all its members. The work should be confined to the absolute membership in good standing. If any one does not support and aid the Association neither should he expect aid.

The question of stove sales to a certain class of dealers was passed over by a reference to the Executive Committee

of the Minnesota Hardware Association with power to act. Some parties say it will yet come up for a vigorous ventilation. So far as sales to regular furniture dealers (time houses) go, this feature will be a delicate one with large division of opinions. There are two features of the stove business that should and do demand close scrutiny and immediate attention, that is, sales to department stores and catalogue houses. Of the latter, there is not now such a large following in sales, but the Executive Committee and officers, even members, would not need to look far from Minneapolis to find some of this work; even the child of the greatest on earth is likely to be found strictly in it on some deals.

The manager of a stove manufacturing concern at the convention, armed with large advertisements in Chicago papers, was asking certain parties what the Association "was going to do about it?" (making reference to the several advertisements), meaning, of course, will it and its members continue to buy from people who sell in other states to a class of competitors they are utterly antagonistic to wherever dispersed?

Some months ago I made mention of a Minnesota dealer who tried to buy from the St. Louis Stamping Co. a quantity of seconds, the correspondence and flat denial of making such grades, and the final oyster act of the company when Mr. M— sent them their own trade mark and gilt edge circulars taken off of and out of the goods he had bought through a New York auction mart, and asked if such was not their wares, children of their product. Echo answered yes, but up to present time the company has said nit. Now a judicious law governing advertising, branding and selling any product would cut off all such work, and no concern could brand an inferior article as a genuine.

We would not then read that celebrated brand of strictly pure St. Louis white lead three cents, the chemical analysis of which develops something like 80 per cent. rock, a small quantity of zinc and fish oil.

When you read these things and know the facts, what more natural question to ask than, "What's in a trade mark anyhow?" You can put it onto any old thing, 1st, 2d, 3d Srs., Jrs., Grand Jrs., or Great Grand Jrs., and what does it signify? Nothing, and will so continue until the law steps in and by the severest penalties prohibits lying advertising.

Eliminate all these catch-penny advertising schemes, sell every and all brands of goods under the honest light of what they actually are, sell them in the one legitimate channel by an honest process, and merchandising will not be such a bad means for gaining an honest living. I wonder if very many have considered the enormous amount of business that is now built upon some scheme, if they have thought how easy it is to give five dollars in cash with every ten dollars' worth of goods.

Underneath every scheme for the sale of goods lurk fraud and theft. If unitedly all the dealers would say to the salesman as he begins to unfold his scheme, "nit," and say it in large caps, sticking to it, much good would be done legitimate business and the consumer.

Newest Dancing Shoes.

The newest dancing shoes are made of perfectly plain white kid, without so much as a row of perforated stitching across the toe. Their toes are broader, too, and the vamps not so long as formerly. For a time kid dancing shoes and slippers went entirely out of vogue, and only those made of satin were considered strictly swell. But satin does not give, and is most uncomfortable, so it has been ousted.

A New York merchant says the American people use 328,500,000 handkerchiefs annually. They are gradually taking the office of hand backs and coat sleeves, and indicate the progress of culture and refinement.

A lie well put will carry conviction to the average mind more surely than a good reason ill expressed.

The Hardware Market.

Owing to the severe storms which have prevailed in Michigan during the month of February, trade has not been what we might have expected had we had different weather. As this condition has been quite prevalent over a large part of the Northern States, a general stagnation in business is the report from all quarters. Manufacturers as well as jobbers have been laying on their oars and we have but few changes to note in the market prices.

Wire Nails—Conditions are the same as were reported in our last week's market. As near as we can learn, the parties who are trying to form the nail pool are expected to have a meeting in New York this week and we expect something definite to be done. It is also intimated in some quarters that, owing to the war scare now abroad in the land, it will be impossible for the syndicate to float the stock and bonds of this immense corporation, consequently a trust will not be formed for the present. If such is the case, we may not look for any higher price for wire or nails and there may be a slight weakening. The price still remains at \$1.55 at the mill.

Wire—In sympathy with the condition controlling the nail market, there is no change to note in wire. Prices remain as quoted last week.

Rope—The price on rope fiber is still on the up grade, both manilla and sisal having advanced $\frac{1}{8}$ c per pound. This advance is held firmly by all large manufacturers, but in some cases jobbers who have bought freely at lower prices are disposed to shade the market. Local prices remain as quoted last week.

Window Glass—If anything, the mar-

ket is firm on this article and the extreme cutting which was started by some glass jobbers is being curtailed and the market is assuming a much firmer tone.

Sheet Iron—Orders are being entered for sheet iron for next fall shipment and it is believed that those who cover their wants at this time are not making any mistake, as prices are lower than they have been for a great many years; in fact, lower than the writer ever remembers of having known.

Lead Market—The lead market, which governs the price of shot as well as lead pipe, is on an advancing tendency.

Gas Pipe—The market is not overly strong on this line of goods and prices are being quoted as low as during the time of depression.

Sash and Doors—A new list has been adopted by manufacturers, which became effective Feb. 1. Dealers who handle these goods and have not yet received them can do so by corresponding with their jobbers.

Combine in Enameled Ware.

The long-talked-of combination among the enamel-ware manufacturers appears to be a reality at last. Word was received from St. Louis last week to the effect that all of the Neidringhaus plants had been combined with those of the Agate Ware Co., of Chicago, the Pittsburg Stamping Co., the Illinois Manufacturing Co. and the Ohio Stamping Co. It was said that about \$10,000,000 of invested capital is represented in the new combination. When asked what the purposes of the combination were, one of the officials of the Central Stamping Co. said: "Like a majority of the combinations that have taken place in a number of trades lately, we are going to try and increase our profits by decreasing the cost of production."

Wire Nails

Barb Wire

Plain and Galvanized Wire

Enter your order now for spring shipments and save the advance.

Foster, Stevens & Co.,

Wholesale Hardware,
Grand Rapids, Mich.

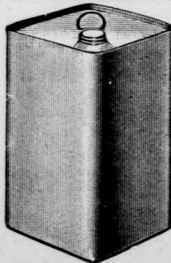
SYRUP CANS

Round and Square Sap Pails and Sap Pans

Write for prices,

Wm. Brummeler & Sons, Manufacturers,
Grand Rapids, Mich.

Factory and Salesrooms 260 S. Ionia St.



A Game Two Can Play At.

Written for the TRADESMAN.

There are, at this moment, two men on the sunset slope of life who are satisfied that an enthusiast can go too far with his idea of reform. Those two men are a grocer by the name of Bostwick and an occasional writer whose last name begins with S. The two have for some time been indulging in scattering broadcast their condensed wisdom free of charge, all of which has been poured upon the head and shoulders of a certain clerk whose name is Morris—Will Morris. The readers of this column may remember that Mr. Bostwick was more than aggressive in his attempt to reform certain undesirable habits in his clerk, while the other old fellow complacently looked down from his tranquil heights to pour his philosophic balm upon the troubled waters of strife going on below, with an occasional and timely "Peace, be still."

The genuine reformer, always enthusiastic, radiates his earnestness from a common center on the just and the unjust alike, and there, in this case, is where the mischief began. Middle life, especially that period where "the grey is mingled with the brown," knows positively that it is more blessed to give than to receive—advice; and, while determined to dispense it in large doses in season and out of season, he is equally determined not to receive any, no matter how small the quantity.

Well, the time came when young Morris concluded that turn about was fair play and naturally enough turned his attention as a reformer to Mr. Bostwick and—most unnaturally, as I think—to me. Among other habits, which I do not feel called upon to enumerate, Mr. Bostwick is given up, body and soul, to smoking. So what does this young Martin Luther do but "go for" his employer, who may tell his own story as he told it last night to me:

"I was pulling away for dear life on my old briar, when I walked Will. 'Whew!' says he, 'how like the devil it smells in here. Heavens! you can cut it with a knife. Let me open a window so I can breathe. O, I know your pipe-fodder cost enough—Pipe-fodder! Did you ever hear anything quite so bad as that?—more's the pity—and I know all about the expense of your meerschaum; but you're puffing your life away just the same and making your den and your clothes smell like the Old Nick. What makes you do it? Don't you know there's nicotine enough in that amber stem to kill at forty rods? Well, I do if you don't, and so does Mrs. Bostwick; and she's offered me—don't you wish you knew how much?—if I can get you to stop. I stopped playing billiards when you asked me to, and shut down on what little whisky I swallowed, and all that, because you wanted me to. Now I want you to throw that nasty old pipe out the window and not smoke any more of that kind of tobacco, because it's better for you—and will bring me in a neat little sum, besides. Will you do it? Say! will you? Let me have the foul thing now and send 'er flying. Come!' and I'll be kicked if that cub didn't take my pipe out of my mouth and throw it into the fire! I was so—mad for a minute that I couldn't speak. Then the whole thing took a turn and I've been laughing at it ever since. Isn't it the funniest thing you ever heard of?"

It was, and I said so—a great deal funnier, anyway, than what took place in this very room no longer ago than

night before last. My room is always open to Will and he comes in when he wants to and stays as long as he likes. I happened to be out later than usual, and when I came in about eleven o'clock Morris was wrapped up in a book we both think a good deal of, and didn't take any notice of me. We have a brand of cigar we both like, and each buys one for the other fellow when he gets one for himself. So I took Will's cigar, cut the end off and laid it within easy reach. The young fellow took the cigar, glanced at me, and then, with the queerest look in his eyes, a look that seemed to bore a hole right into mine, and that lasted, it seemed to me, for five minutes, put down his book, placing the cigar in his mouth very deliberately; and then, with the air of the Great Mogul, motioned me to a chair—he had mine! With a look of penitence appropriate to the existing condition of things, I sat down upon the edge of the indicated chair.

After a pull or two, that confounded Will Morris began:

"I wonder if you haven't been having a schooner of beer?" The question was a surprise, but I admitted the charge with a schoolboy nod. "That Englishman treated you." It was not a question, but I admitted the impeachment. "I have an idea that that port wine which you like with your whist and your cigar is making your nose red; and I know it gives you a bad breath. Do you think you'd better keep it up? I never could stand that combination—an evening of wine and cigars with a top-off of beer; it always upset me and sent me home skating. It doesn't seem"—you ought to have heard that fellow emphasize seem—"to affect you, in that way, but it's getting in its work on your nose, for a fact; and I'd stop it. Don't you think you'd better? Say! don't you think you had?"

You could have knocked me down with a feather! I felt a flush of wrath rising in my cheeks, and turned to Will Morris to give him a crusher.

I didn't give it. That boy's face, with a tenderness that I never dreamed he had for anything human, had an expression of pleading earnestness which completely unarmed me. Anger gave place to something else; and, with a "Well, Will, I'll think about it," we turned pleasantly and easily to the book the boy was reading.

Do you know, I haven't any use for a reformer under forty! Earlier than that they don't seem to understand their business.

RICHARD MALCOLM STRONG.

He Obeyed the Summons.

"Is there a man in all the audience," demanded the female speaker on woman's rights, fiercely, "who has ever done anything to lighten the burden resting on his wife's shoulders? What do you know of woman's work? Is there a man here," she continued, folding her arms and looking over her audience with superb scorn, "that has ever got up in the morning, leaving his tired, worn out wife to her slumbers, gone quietly downstairs, made the fire, cooked his own breakfast, sewed the missing buttons on the children's shoes, darned the family stockings, scoured the pots and kettles, cleaned and filled the lamps, swept the kitchen, and done all this, if necessary, day after day, uncomplainingly? If there is such a man in this audience, let him stand up. I should like to see him." And far back in the hall a mild-looking man in spectacles, in obedience to the summons, timidly arose. He was the husband of the eloquent speaker. It was the first chance he had ever had to assert himself.

Hardware Price Current.

AUGURS AND BITS	
Snell's.....	70
Jennings', genuine.....	25&10
Jennings', imitation.....	60&10
AXES	
First Quality, S. B. Bronze.....	5 00
First Quality, D. B. Bronze.....	9 50
First Quality, S. B. S. Steel.....	5 50
First Quality, D. B. Steel.....	10 50
BARROWS	
Railroad.....	\$12 00 14 00
Garden.....	net 30 00
BOLTS	
Stove.....	60&10
Carriage new list.....	70 to 75
Plow.....	50
BUCKETS	
Well, plain.....	\$ 3 25
BUTTS, CAST	
Cast Loose Pin, figured.....	70&10
Wrought Narrow.....	70&10
BLOCKS	
Ordinary Tackle.....	70
CROW BARS	
Cast Steel.....	per lb 4
CAPS	
Ely's 1-10.....	per m 65
Hick's C. F.....	per m 55
G. D.....	per m 35
Musket.....	per m 60
CARTRIDGES	
Rim Fire.....	50& 5
Central Fire.....	25& 5
CHISELS	
Socket Firmer.....	80
Socket Framing.....	80
Socket Corner.....	80
Socket Slicks.....	80
DRILLS	
Morse's Bit Stocks.....	60
Taper and Straight Shank.....	50& 5
Morse's Taper Shank.....	50& 5
ELBOWS	
Com. 4 piece, 6 in.....	doz. net 50
Corrugated.....	1 25
Adjustable.....	dis 40&10
EXPANSIVE BITS	
Clark's small, \$18; large, \$26.....	30&10
Ives', 1, \$18; 2, \$24; 3, \$30.....	25
FILES—New List	
New American.....	70&10
Nicholson's.....	70
Heller's Horse Rasps.....	60&10
GALVANIZED IRON	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16.....	17
Discount, 75 to 75-10.....	
GAUGES	
Stanley Rule and Level Co.'s.....	60&10
KNOBS—New List	
Door, mineral, jap. trimmings.....	70
Door, porcelain, jap. trimmings.....	80
MATTOCKS	
Adze Eye.....	\$16 00, dis 60&10
Hunt Eye.....	\$15 00, dis 60&10
Hunt's.....	\$18 50, dis 20&10
NAILS	
Advance over base, on both Steel and Wire.....	1 65
Steel nails, base.....	1 75
Wire nails, base.....	Base
20 to 60 advance.....	05
10 to 16 advance.....	10
8 advance.....	20
6 advance.....	30
4 advance.....	45
3 advance.....	70
2 advance.....	50
Fine 3 advance.....	15
Casing 10 advance.....	25
Casing 8 advance.....	35
Finish 10 advance.....	25
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel 7/8 advance.....	85
MILLS	
Coffee, Parkers Co.'s.....	40
Coffee, P. S. & W. Mfg. Co.'s Malleables.....	40
Coffee, Landers, Ferry & Clark's.....	40
Coffee, Enterprise.....	30
MOLASSES GATES	
Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	30
PLANES	
Ohio Tool Co.'s, fancy.....	\$250
Sciota Bench.....	80
Sandusky Tool Co.'s, fancy.....	\$250
Bench, first quality.....	\$250
Stanley Rule and Level Co.'s wood.....	60
PANS	
Fry, Acme.....	60&10&10
Common, polished.....	70& 5
RIVETS	
Iron and Tinned.....	60
Copper Rivets and Burs.....	60
PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27.....	10 20
"B" Wood's patent planished, Nos. 25 to 27.....	9 20
Broken packages 1/4 per pound extra.....	
HAMMERS	
Maydole & Co.'s, new list.....	dis 35-75
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 10&10
Mason's Solid Cast Steel.....	30c lis
Blacksmith's Solid Cast Steel Hand 30c 1 1/2.....	40&10

HOUSE FURNISHING GOODS.

Stamped Tin Ware.....	new list 75&10
Japanned Tin Ware.....	20&10
Granite Iron Ware.....	new list 40&10

HOLLOW WARE

Pots.....	60&1
Kettles.....	60&10
Spiders.....	60&10

HINGES

Gate, Clark's, 1, 2, 3.....	dis 60&10
State.....	per doz. net 2 50

WIRE GOODS

Bright.....	80
Screw Eyes.....	80
Hook's.....	80
Gate Hooks and Eyes.....	80

LEVELS

Stanley Rule and Level Co.'s.....	dis 70
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ROPES

Sisal, 1/4 inch and larger.....	6 1/2
Manilla.....	8

SQUARES

Steel and Iron.....	
Try and Bevels.....	
Mitre.....	

SHEET IRON

	com. smooth.	com.
Nos. 10 to 14.....	\$2 70	\$2 40
Nos. 15 to 17.....	2 70	2 40
Nos. 18 to 21.....	2 80	2 45
Nos. 22 to 24.....	3 00	2 55
Nos. 25 to 26.....	3 10	2 65
No. 27.....	3 20	2 75
No. sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.....		

SAND PAPER

List acct. 19, '88.....	dis 50
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SASH WEIGHTS

Solid Eyes.....	per ton 20 00
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TRAPS

Steel, Game.....	60&10
Oneida Community, Newhouse's.....	50
Oneida Community, Hawley & Norton's.....	70&10
Mouse, choker.....	per doz 15
Mouse, delusion.....	per doz 1 25

WIRE

Bright Market.....	75
Annealed Market.....	75
Coppered Market.....	70&10
Tinned Market.....	62 1/2
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 15
Barbed Fence, painted.....	1 85

HORSE NAILS

An Sable.....	dis 40&10
Putnam.....	dis 5
Northwestern.....	dis 10&10

WRENCHES

Baxter's Adjustable, nickeled.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	80
Coe's Patent, malleable.....	80

MISCELLANEOUS

Bird Cages.....	50
Pumps, Clister.....	80
Screws, New List.....	85
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	50

METALS—Zinc

600 pound casks.....	6 1/2
Per pound.....	6 1/2

SOLDER

1/4@1/2.....	12 1/2
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The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.

TIN—Melyn Grade

10x14 IC, Charcoal.....	\$ 5 75
14x20 IC, Charcoal.....	5 75
20x14 IX, Charcoal.....	7 00
Each additional X on this grade, \$1.25.....	

TIN—Allaway Grade

10x14 IC, Charcoal.....	5 00
14x20 IC, Charcoal.....	5 00
10x14 IX, Charcoal.....	6 00
14x20 IX, Charcoal.....	6 00
Each additional X on this grade, \$1.50.....	

ROOFING PLATES

14x20 IC, Charcoal, Dean.....	5 00
14x20 IC, Charcoal, Dean.....	6 00
20x28 IC, Charcoal, Dean.....	10 00
14x20 IC, Charcoal, Allaway Grade.....	4 50
14x20 IX, Charcoal, Allaway Grade.....	5 50
20x28 IC, Charcoal, Allaway Grade.....	9 00
20x28 IX, Charcoal, Allaway Grade.....	11 00

BOILER SIZE TIN PLATE

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



**Tradesman
Itemized
Ledgers**

Size, 8 1/2 x 14—3 columns.

2 quires, 160 pages.....	\$2 00
3 quires, 240 pages.....	2 50
4 quires, 320 pages.....	3 00
5 quires, 400 pages.....	3 50
6 quires, 480 pages.....	4 00

INVOICE RECORD or BILL BOOK.
So double pages, registers 2,880 invoices.....\$2 00

**TRADESMAN COMPANY,
GRAND RAPIDS, MICH.**

The End of a Good Man.

M. Quad in American Druggist.

If it had been found necessary for his friends to raise a little purse to bury John Q. Slack when he died the other day, and to put a suitable stone at the head of his grave, I should have felt hurt had I been left out of the affair. I had known and appreciated him for a score of years, and it can be truthfully written in his case that death loved a shining mark.

John Q. Slack was a druggists' sundries man. He started in with the firm when it had nothing but Epsom salts and tooth-brushes to get orders for, and he the only traveler, and he died knowing that his house was rated at half a million dollars and had a dozen men on the road with a big trunk apiece. John went right to the head of the profession the first day he started out, and he never lost the position. He was the right man in the right place. At the first hotel he stopped at he found that half a dozen old drummers from New York, Boston and Philadelphia had pre-empted all the best rooms. They were there for various houses which could have bought and sold his a hundred times over. Those drummers were used to the best in the land, and expected to see at least every second man take off his hat to them. They were running the dining-room, the office, the billiard-room—in fact, all the hotel, when he arrived. He had got a pointer down the road, and he arrived on an engine hired for the last run of fifty miles. He had telegraphed ahead for a carriage, and he reached the hotel with the horses on a gallop. As he was told by the clerk that all the best rooms were taken, he offered to rent the hotel for a week, and although the arrangement was not closed, they turned an old drummer out and gave him a parlor. He rushed upstairs and down, out around town and back, and when he finally found time to draw a long breath he explained to the wondering and bewildered people:

"Philadelphia was making a corner on Epsom salts, and Boston was making one on tooth-brushes, and our house was fighting both. Thank God, we have busted 'em, and there will be no raise in prices!"

From that day John Q.'s position was established, as was that of his house. For months and months his house was unable to pay full salaries, and his watch and pin and overcoat were always in pawn, but no one ever knew it. John Q. had the cheek of a Government mule and the tongue of a woman. He would leave hotel bills behind him where other men had been arrested; he would take orders where other men had failed in disgust. There might be other drummers at the hotel, but they came in only after John. If one of them bought a whole seat in a parlor car he bought half of another car for himself; if any one bragged about a lower berth he bought two or three sections. He was always, at least in imagination, fighting rings and corners and trusts for the benefit of the trade, and every druggist on his long route was so grateful to him that not a shilling of his trade could be diverted. He was a man who knew the worth of gall in his profession, and he had gall by the ton. It wasn't impudence—it wasn't exaggeration to be seen through as he boasted—it was something to catch admiration as he leaned carelessly on the desk of the hotel office and said:

"Sorry I've got to leave this evening, but I'm going up to Chicago by special train to bust that ring on quinine. They've put up a million dollars to corner the market, but I'll knock 'em cold within twenty-four hours. I've instructions from our house to bust it if it takes three million dollars to do it. If they make their corner, quinine is to go up fifty per cent."

John Q. was not a liar. He simply said things. If any other drummer had said them they would have been hooted down, but coming from his mouth they were entitled to belief and respect. In his quiet, calm way, but a way which always duly impressed all listeners, he

would lay down his billiard cue and say:

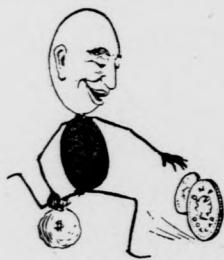
"Gentlemen, please excuse me, but I see a boy at the door with a telegram. Of course it is for me. It's about that castor oil syndicate in Buffalo. I thought I had 'em downed, but if they have bobbed up again I'll wipe 'em off the face of the earth!"

The telegram was for him, and the syndicate had "bobbed," and he would rush to the telegraph office to send twenty different dispatches. He used to receive so many telegrams that it got to be believed he carried a boy and thousands of blanks with him. They came to him every half hour of the day, and up to ten o'clock at night, and as he opened them he always had something to say about trusts, syndicates, tons of quinine, carloads of flaxseed and hundreds of barrels of alcohol. Other drummers envied him, but he was above envy himself; many drummers hated him, but he was too busy to hate back. When he left the hotel in the morning to call upon the local druggists he didn't go plodding along on foot like other drummers, and neither did he hurry himself. He might go the rounds or he might drive out into the country and not return until a late hour. When this was the case he would drive to the druggist's house and rush him out of bed to get orders for chest-protectors, sponges, tooth-brushes, or what not, which were bound to advance thirty per cent. before the next morning.

As I said before, John Q. never lied. Nobody ever doubted his word, even when he casually remarked, after reading a long telegram, that his house had just established a branch at Bombay, making the fifteenth abroad. Once when he had hurt his hand and couldn't hold a pen, a crowd of us heard him dictate a 300-word telegram to the President, giving his views and the views of his house (but his first) on the tariff question, so far as it affected alcohol. He said he would spend \$3,000,000 to defeat the high duty imposed, and he made threats as to what the electors of America would do, but I can't remember that any of us said to each other that the telegram would never get out of the hotel, or that the \$3,000,000 was all in his eye.

A good man has departed this life. He was a good man and a good drummer. His cheek was right and his tongue did no wrong. There was a place in life for him and he pushed himself up the ladder and filled it. I do not know what awaited him on the other shore, but I am sure if there was a front seat lying around loose he elbowed his way through the crowd and took it, and sat down with the proper dignity and announced that his house was ready to supply all demands at the lowest possible figures.

In the Chase For the Almighty Dollar



Don't forget that the best place to buy your

Coupon Books

Is the Tradesman Company, which makes the largest line and carries the largest stock of any house in the country and is the only manufacturer which stands back of its product by an absolute guaranty as to accuracy.

The Spanish government may have had no mines in Havana harbor, but it begins to look as if somebody got hold of something equally as effective and used it.

It is now possible to photograph the human voice. This will be useful to stump speakers who have nothing but voice to give to the country's cause.

The last two descendants of Christopher Columbus are said to be occupants of a poorhouse in Cadiz.

WANTS COLUMN.

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

BUSINESS CHANCES.

FOR SALE—COMPLETE GROCERY STOCK, with fixtures: established trade; best investment in the city. Address No. 523, care Michigan Tradesman. 523

FOR SALE OR EXCHANGE FOR STOCK OF woods—100 acres of pine and hardwood timber in Upper Peninsula. G. E. Hall, Fremont, Mich. 522

WANTED GOOD SECOND-HAND SODA fountain in two parts, of 12 syrups each. Must be cheap. Wallace Bros., Benton Harbor, Mich. 521

FOR EXCHANGE—RESIDENCE LOTS, FREE from all incumbrance, for hardwood timber lands or improved farm. Address T. Lock Box 56, Monroe, Mich. 524

FOR SALE—ONE SAWMILL COMPLETE, except boiler and engine, for only \$100. Address A. H. Young & Co., Hartford, Mich. 520

FOR SALE OR EXCHANGE FOR FARM—\$3,500 hardware stock in good town with no competition. Address No. 518, care Michigan Tradesman. 518

PARTNER WANTED—WITH CAPITAL TO manufacture something in wood. Have plant in best shipping town in Central Michigan. Address Day, care Michigan Tradesman. 517

COMPLETE PICKLE AND VINEGAR WORKS for sale for one-fourth its value; capacity 25,000 bushels; situated in section very favorable for growing vegetables; best of railroad facilities. J. E. Cristy, Ringwood, Ill. 516

FOR SALE—CREAMERY AND CHEESE factory outfit, on easy terms; price, \$450. Whittemore & Phinney, Tawas City, Mich. 507

WILL PAY CASH FOR STOCK OF SHOES, clothing or general merchandise worth from \$5,000 to \$25,000. Address No. 511, care Michigan Tradesman. 511

DRUG STORE AND FIXTURES FOR SALE cheap; located in a good town; part cash, balance on time, to suit the purchaser. Address J. W. Balcom, E. L. Rapids, Mich. 512

FOR SALE—ALL OF THE WOOD WORKING machinery, belts, shafting, pulleys, stock carts, cabinet benches, etc., etc., in our furniture factory; also a Rhodes automatic band saw sharpener, one edger with chisel, pointed tooth saws, with extra teeth, and one set of Knight's sawmill dogs. Address the Converse Mfg. Co., Newaygo, Mich. 514

FOR SALE—STOCK OF DRY GOODS, GRO-ceries and shoes. Will sell or rent building. Reason for selling, poor health. Address L. Schrock, Clarksville, Mich. 499

FOR SALE—BUILDING AND GENERAL stock; best farming section in Michigan. No trades. W. H. Pardee, Freeport, Mich. 500

FOR SALE—THREE STORE BUILDINGS (all well rented), fine modern residence, two vacant lots and 80 acre farm near prosperous city, in exchange for stock of merchandise. Address Thos. Skelton Coldwater, Mich. 493

WANT ALL KINDS OF GRAIN IN CAR lots. Name price or ask for bids. Rhodes Co., Grain Brokers, Granger, Ind. 479

I HAVE A PARTY WANTING GROCERY OR general stock. Must be a bargain. I have buyers for any line of merchandise. W. H. Gilbert, 109 Ottawa St., Grand Rapids. 440

WANTED—FIRST-CLASS BUTTER FOR retail trade. Cash paid. Correspond with Caulkett & Co., Traverse City, Mich. 381

FOR EXCHANGE—TWO FINE IMPROVED farms for stock of merchandise; splendid location. Address No. 73, care Michigan Tradesman. 73

PATENT SOLICITORS.

FREE—OUR NEW HANDBOOK ON PAT-ents. Cilley & Algier, Patent Attorneys, Grand Rapids, Mich. 339

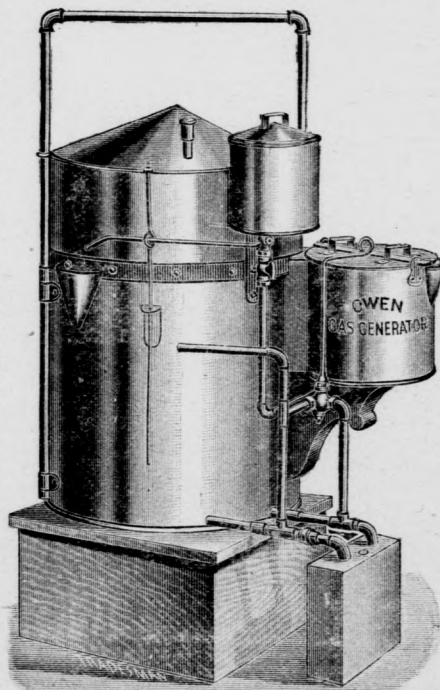
MISCELLANEOUS.

WANTED—BY MAN OF NINE YEARS' experience, position as manager of general store. Have had experience in all lines; can also do book-keeping of any kind and would do same with other work. Address No. 519, care Michigan Tradesman. 519

WANTED—SALESMEN, BOTH LOCAL AND traveling, to sell our lubricating oils and greases, either as a special or side line. Salary or commission. Special inducements to hustlers. The Empire Oil Co., Cleveland, Ohio. 515

WANTED—POSITION BY REGISTERED pharmacist of eight years' experience, college education; capable of managing; best of references furnished. Address No. 505, care Michigan Tradesman. 506

The Owen Acetylene Gas Generator



Absolutely automatic. Requires no more care than a small hand lamp. The only generator manufactured in Michigan that has been granted a permit by the UNDERWRITERS' INSURANCE ASSOCIATION.

For full information and prices, address the manufacturers,

GEO. F. OWEN & CO., Grand Rapids, Mich.

Travelers' Time Tables.

CHICAGO and West Michigan R'y Dec. 1, 1897.

Chicago.

Lv. G. Rapids.....	8:45am	1:25pm	*11:30pm
Ar. Chicago.....	3:10pm	6:50pm	6:40am
Lv. Chicago.....	7:20am	5:15pm	*11:30pm
Ar. G'd Rapids.....	1:25pm	10:35pm	* 6:20am

Traverse City, Charlevoix and Petoskey.

Lv. G'd Rapids.....	7:30am	5:30pm
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Parlor and Sleeping Cars on afternoon and night trains to and from Chicago.

*Every day. Others week days only.

DETROIT, Grand Rapids & Western. Nov 21, 1897.

Detroit.

Lv. Grand Rapids.....	7:00am	1:25pm	5:35pm
Ar. Detroit.....	11:40am	5:45pm	10:20pm
Lv. Detroit.....	8:00am	1:10pm	6:10pm
Ar. Grand Rapids.....	12:55pm	5:20pm	10:55pm

Saginaw, Alma and Greenville.

Lv. G R 7:10am	4:20pm	Ar. G R 12:20pm	9:30pm
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Parlor cars on all trains to and from Detroit and Saginaw. Trains run week days only.

GEO. DEHAVEN, General Pass. Agent.

GRAND Trunk Railway System Detroit and Milwaukee Div

(In effect January 19, 1898.)

Leave.	EAST.	Arrive.
+ 6:45am. Sag., Detroit, Buffalo & N. Y.	+ 9:55pm	
+ 10:10am. Detroit and East.	+ 5:07pm	
+ 3:30pm. Sag., Det., N. Y. & Boston.	+ 12:45pm	
+ 10:45pm. Detroit, East and Canada.	* 6:35am	

WEST

* 7:00am. Gd. Haven and Int. Pts.	* 10:15pm	
+ 12:53pm. Gd. Haven and Intermediate.	+ 3:22pm	
+ 5:12pm. Gd. Haven Mil. and Chi.	+ 10:05am	
+ 10:00pm. Gd. Haven and Mil.		

Eastward—No. 14 has Wagner parlor car. No. 18 parlor car. Westward—No. 11 parlor car. No. 15 Wagner parlor car.

*Daily. +Except Sunday.

E. H. HUONES, A. G. P. & T. A.
BEN. FLETCHER, Trav. Pass. Agt.,
C. A. JUSTIN, City Pass. Agent,
No. 23 Monroe St.

GRAND Rapids & Indiana Railway Dec. 5, 1897.

Northern Div. Leave Arrive

Trav. C'y, Petoskey & Mack.	+ 7:45am	+ 5:15pm
Trav. C'y, Petoskey & Mack.	+ 2:15pm	+ 6:35am
Cadillac	+ 5:25pm	+ 11:15am

Train leaving at 7:45 a. m. has parlor car, and train leaving at 2:15 p. m. has sleeping car to Mackinaw.

Southern Div. Leave Arrive

Cincinnati	+ 7:10am	+ 8:25pm
Ft. Wayne	+ 2:10pm	+ 2:00pm
Cincinnati	* 7:00pm	* 7:25am

7:10 a. m. train has parlor car to Cincinnati.
2:10 p. m. train has parlor car to Fort Wayne.
7:00 p. m. train has sleeping car to Cincinnati.

Muskegon Trains.

GOING WEST.

Lv G'd Rapids.	+ 7:35am	+ 1:00pm	+ 5:40pm
Ar Muskegon.	9:00am	2:10pm	7:05pm

GOING EAST.

Lv Muskegon.	+ 7:10am	+ 11:45am	+ 4:00pm
Ar G'd Rapids.	9:30am	12:55pm	5:20pm

+Except Sunday. *Daily.

C. L. LOCKWOOD,
Gen'l Passr. and Ticket Agent.

DULUTH, South Shore and Atlantic Railway.

WEST BOUND.

Lv. Grand Rapids (G. R. & L.)	+ 11:10pm	+ 7:45am
Lv. Mackinaw City.	7:35am	4:20pm
Ar. St. Ignace.	9:00am	5:20pm
Ar. Sault Ste. Marie.	12:20pm	9:50pm
Ar. Marquette.	2:50pm	10:40pm
Ar. Nestoria.	5:20pm	12:45am
Ar. Duluth.		8:30am

EAST BOUND.

Lv. Duluth.	+ 6:30pm	
Ar. Nestoria.	+ 11:15am	2:45am
Ar. Marquette.	1:30pm	4:30am
Lv. Sault Ste. Marie.	3:30pm	
Ar. Mackinaw City.	8:40pm	11:00am

G. W. HIBBARD, Gen. Pass. Agt. Marquette.
E. C. OVIATT, Trav. Agt., Grand Rapids

TRAVEL VIA

F. & P. M. R. R.

AND STEAMSHIP LINES
TO ALL POINTS IN MICHIGAN
H. F. MOELLER, A. G. P. A.

CANNED FRUITS

Owing to the
shortage of fruit in our State
last season, we are having an unprecedented sale on all kinds
of Canned Goods.

Musselman Grocer Company

Grand Rapids, Mich.

Don't let your stock get low.
Look out for higher prices on Tomatoes. Ask our salesmen about
those Nunley, Hines & Co.'s
Yellow Peaches.

CANNED FISH

CANNED VEGETABLES

CANNED MEATS

Four Kinds of Coupon Books

are manufactured by us and all sold on the same basis, irrespective
of size, shape or denomination. Free samples on application.

TRADESMAN COMPANY, Grand Rapids.

Established 1780.

Walter Baker & Co. LTD.

Dorchester, Mass.
The Oldest and
Largest Manufacturers of



PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

on this Continent.

No Chemicals are used in
their manufactures.

Their Breakfast Cocoa is absolutely pure,
delicious, nutritious, and costs less than one
cent a cup.

Their Premium No. 1 Chocolate, put up in
Blue Wrappers and Yellow Labels, is the best
plain chocolate in the market for family use.

Their German Sweet Chocolate is good to
eat and good to drink. It is palatable, nutri-
tious, and healthful; a great favorite with
children.

Buyers should ask for and be sure that they
get the genuine goods. The above trade-mark
is on every package.

Walter Baker & Co. Ltd.

Dorchester, Mass.

The President of the United States of America,

To

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

GREETING:

Whereas,

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

ENOCH MORGAN'S SONS COMPANY,

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

Now, Therefore,

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

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

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

Witness,

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

[SEAL]

[SIGNED]

ROWLAND COX,

Complainant's Solicitor

S. D. OLIPHANT,

Clerk

Shake off the Dragging Chains of Credit



By abandoning the pass book and other out-of-date methods of keeping track of the credit transactions of a retail store and adopting in their stead the modern method of handling credit accounts, the

COUPON BOOK SYSTEM

By means of which the credit transactions of a retail business can be placed on a cash basis and annoyance and loss supplanted by peace and profit. We make four different kinds of Coupon Books, all of which are sold on the same basis, irrespective of grade or denomination. We cheerfully send samples of any or all of our books on application, confident that our prices are lower than those of any other house in our line, quality of work and accuracy of workmanship considered.

TRADESMAN COMPANY,
GRAND RAPIDS.

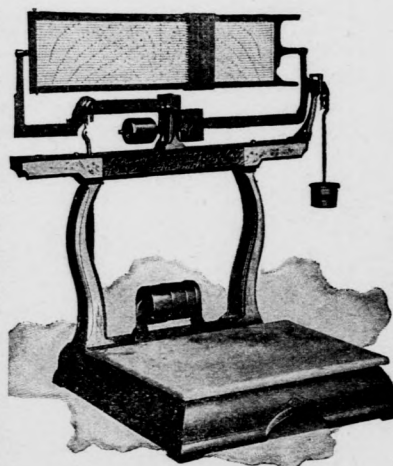
Ashley, Mich., Jan. 6, 1898.

STIMPSON COMPUTING SCALE CO.,

Elkhart, Ind.

Gentlemen—After using the Stimpson Computing Scale (2) years, was persuaded into changing for a Dayton Computing Scale, and, after giving it a fair trial, am very free to say that I am only too pleased to return to my first love on the opportunity's presenting itself, and now know positively I have had all the Dayton Scales I ever wish to use as long as I can get the Stimpson at the same price.

(Signed) A. N. PALMETER.



**STIMPSON
COMPUTING
SCALE CO.,**

ELKHART, IND.



Our Money Weight System Is so Simple A Child Can Understand It

It is just simply this—it saves what has heretofore been given away.

- 1st. It is a system.
- 2nd. A systematic check on overweight.
- 3rd. Weighs all merchandise in its money value.
- 4th. Enables you to handle your goods as safely as you do your cash.
- 5th. On pound and ounce scales losses don't show, and you don't realize what you are giving away.
- 6th. By the MONEY WEIGHT SYSTEM nothing escapes you. It gives you what belongs to you, HONEST PROFITS.
- 7th. Over 40,000 merchants in the United States are users and endorsers of the MONEY WEIGHT SYSTEM.

For any information desired address

THE COMPUTING SCALE CO., Dayton, Ohio.