

MICHIGAN TRADESMAN

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Volume XV.

GRAND RAPIDS, WEDNESDAY, MARCH 30, 1898.

Number 758



FLY BUTTONS A scientifically compounded, non-cathartic poison, killing flies or ants quickly. 6 thick 3/8 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," "Acp'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, 1/4 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.

"'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.

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 MEATS

MONEY IN IT

It pays any dealer to have the reputation of keeping pure goods.

It pays any dealer to keep the Seymour Cracker.

There's a large and growing section of the public who will have the best, and with whom the matter of a cent or so a pound makes no impression. It's not HOW CHEAP with them; it's HOW GOOD.

For this class of people the Seymour Cracker is made.

Discriminating housewives recognize its superior

**FLAVOR, PURITY,
DELICIOUSNESS**

and will have it.

If you, Mr. Dealer, want the trade of particular people, keep the Seymour Cracker. Made by

National Biscuit Company,
Grand Rapids, Mich.

URE....

....UNKLE

10c. Cigar

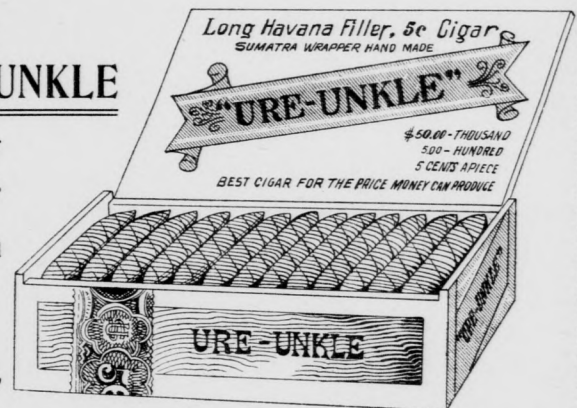
For 5c.

Michigan

Cigar

Co.

Big Rapids,
Mich.



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.

FEED AND MEAL

Strictly pure corn and oats goods. No oat-hulls, barley-dust or other adulteration in ours. Orders for any quantity promptly filled. Favorable freight rates to all points on C. & W. M., D., G. R. & W., G. R. & I., F. & P. M., M. & N. E., or Ann Arbor R. Rs. Correspondence solicited.

Walsh-DeRoo Milling Co.
Holland, Mich.

Michigan Bark & Lumber Co.,

527 and 528
Widdicomb Building,
Grand Rapids, Mich.



C. U. CLARK,
President.
W. D. WADE,
Vice-President.
M. M. CLARK,
Sec'y and Treas.

We are now ready to make contracts for bark for the season of 1898. Correspondence solicited.

Spring Trade

will be very satisfactory to you if you install our System of Advertising now. We are offering a

Special Inducement

for new customers. Write and we will tell you about it.

Stebbins Manufacturing Co.,
Lakeview, Michigan.

N. B. We want a few more Commission men who wish a good side line.
Mention TRADESMAN.

STANDARD OIL CO.

DEALERS IN

ILLUMINATING AND LUBRICATING

OILS

NAPHTHA AND GASOLINES

Office and Works, BUTTERWORTH AVE.,
GRAND RAPIDS, MICH.

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

Highest Price Paid for Empty Carbon and Gasoline Barrels.

THE "EUREKA"

SELF-LOCKING HAND POTATO PLANTERS
GREENVILLE, MICH.

SOLE MANUFACTURERS. GREENVILLE PLANTER CO. GREENVILLE, MICH.

RECORD: 4 ACRES AND 280 HILLS IN 10 HOURS ON 500 GROUND, MEDIUM SOIL. 2590 HILLS IN 1 HOUR ON LIGHT SOIL.

RECORD: 4 ACRES IN 9 HOURS AND 48 MINUTES; 2106 HILLS IN 1 HOUR BOTH ON 500 GROUND HEAVY SOIL.

LIST PRICE:
"EUREKA" PLANTER, \$15.00 PER DOZ.
"PINGREE" PLANTER, 12.00 " "
"EUREKA" SACK, 7.00 " "
DISCOUNT.

THE "EUREKA" PATENT SEED AND FRUIT SACK

TERMS

For Sale by Jobbers. Liberal Discount to Dealers.

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 mellow 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.

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Rare Chance for Small Capital.

A plant equipped for planing, resawing, turning, inside finishing, etc., costing originally over \$10,000, offered for about one-third that. Good condition. Now in operation. Just taken on debt by present owners who have other business. Growing city, 8,000 population. Fine surrounding country. Good opening for lumber yard. Certainly a SNAP. Easy terms. Lock Box 7, Traverse City, Mich.

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

We guarantee the payment of all moneys collected by our representatives in the United States and Canada when claims are received for by us.

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

We are ready to buy for CASH

Car Lots or Mill Cuts Pine and Cedar Shingles

Write us stating kind, amount on hand and price.

C. C. Follmer & Co.,

13 Fountain St., Grand Rapids, Mich.

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

PREFERRED BANKERS LIFE ASSURANCE COMPANY OF DETROIT, MICHIGAN.

Commenced Business September 1, 1893.

Insurance in force.....	\$2,746,000.00
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.....	49,061.00
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.

Prices, styles, fit and make guaranteed by

KOLB & SON,

OLDEST, most reliable wholesale clothing manufacturers in Rochester, N. Y.

See our \$4 Spring Overcoats and Suits. Spring line of fine goods—excellent. Write our Michigan agent, WILLIAM CONNOR, Box 346, Marshall, Mich., or meet him at Sweet's Hotel, Grand Rapids, Thursday and Friday, April 7 and 8. He has been with us 16 years and will use your right Customers' expenses allowed.

Save Trouble
Save Losses
Save Dollars

TRADESMAN COUPONS

WINTER LETTUCE.

Origin of the Industry Among Grand Rapids Growers.

The growing of winter lettuce is an interest of considerable importance in this city and neighborhood, and the variety universally recognized as the best for winter growing the country over had its origin in this city and is known as the Grand Rapids Forcing. It is the variety that the growers of the Pacific Coast and of the Atlantic shore alike call for, and all the great middle country uses it and its fame has even spread to foreign lands. It is a lettuce that will grow rapidly, that will not rot at the roots or in the leaf, that will be tender to eat and that will stand shipment without wilting. It possesses all the virtues of good lettuce and has come to be recognized as the standard for winter cultivation.

The lettuce growing industry started in this city about twenty years ago. Eugene Davis and his father were its founders. They had a little 20x50 hot-house out on Kalamazoo avenue, and the demand for winter lettuce in those days was so light that the first crop was brought into town in market baskets and peddled around among the grocers. It did not appear in the market until March, and it was looked upon as a good deal of a curiosity, and with the snow still on the ground and the river clogged with ice, there was no mad rush among the people to buy it. The citizens of Grand Rapids had not at that time acquired the habit of liking vegetables and fruits out of season. They were content to wait for nature to bring things around in her own proper time. Lettuce and radishes and young onions were not due until May or June, and to have them offered in March was an innovation which they looked upon with suspicion and distrust. Those who overcame their scruples in this respect—and the sight of the fresh green in the market basket had a wonderfully quieting effect on compunctions of this kind—cheerfully paid 20 to 30 cents a pound for their lettuce, and the demand for it gradually increased. The Davis plant was increased in size and then others went into the business and Grand Rapids is to-day one of the largest lettuce-producing points in the country.

There are about thirty lettuce-growing plants in Grand Rapids and immediate vicinity at the present time. Some of them are large concerns, with 15,000 to 20,000 square feet of glass, while others are small affairs, conducted as side issues to market gardens or the farm. If all the houses could be put into one, it is estimated that the one big hot-house would cover four acres of land area, and possibly even more. Some of the large plants are Eugene Davis, 15,000 square feet of glass; Charles Chadwick, with 20,000 feet; S. J. Perry, 15,000; Thomas and Robert Graham, 15,000; Charles M. Norton, 20,000; Charles W. Garfield, 9,000; Harley Strong, 8,000; Alex Hannah, 8,000; F. J. Cook, 6,000, and a score or more with less than 5,000 feet. No statistics are obtainable without a canvass of the entire industry as to the quantity of lettuce grown, but it

is estimated that the shipments to outside points annually bring to this city between \$30,000 and \$40,000, and the amount may be considerable more. This does not include the home consumption, which is more now in a single winter month than it used to be for an entire year twenty years ago. Most of the plants are located in the southern part of the city, in the vicinity of Burton avenue, where the light sandy soil seems particularly suitable for the cultivation. Charles W. Garfield, standing on the porch of his house on Burton avenue, can see the shining roofs of nine large plants that are grouped in that vicinity. Besides the plants south of the city there are half a dozen or more west of town, a few north and several in and around Grandville. It is an interest that is growing and one of the new plants put in in the past season is that of Mr. Garfield, with a glass area of 9,000 square feet.

For winter lettuce the seed is planted for the first crop early in September. It is planted in drills and is twice transplanted, first into rows two inches apart and then into rows six inches each way, and after the second transplanting it is allowed to grow until ready for the market. It grows to the height of 12 or 14 inches, and just before it is ready for the market a shake of the plants at one end of the long bed will send a quiver the entire length of the solid mass of green. The first crop is ready for the market by Thanksgiving, and as soon as the first is out of the way a second is planted for the March market. Sometimes a third crop of lettuce is planted, but more often the beds are put into radishes or onions, and sometimes into a double crop of radishes or onions and cucumbers, the former getting out of the way before the cucumbers have attained troublesome proportions. The cucumbers are trained up on wires and, when they have reached full size, they form veritable arbors, the vines reaching to the roof and often covering the alleys between the beds. The lettuce growers usually plant their different houses a week or so apart so as to have a continuous crop, instead of having their entire crop ready for the market at the same time.

A large proportion of the winter lettuce grown here is shipped to other points. It goes as far east as Buffalo and Pittsburg, south to Cincinnati and west to Minneapolis and St. Paul. Detroit draws almost her entire supply from this city and Chicago takes large quantities, but Chicago is not considered much of a winter lettuce town. The first outside shipment made from Grand Rapids was sent to Jackson, but Jackson, Muskegon and several other Michigan towns now grow their own lettuce, or depend upon Grand Rapids for only an occasional supply at most. Other cities which Grand Rapids used to supply are also going into the business on their own account and the territory has appreciably narrowed since the business first began here, but it may be said that this narrowing of the territory is partly compensated for by the increased demand for it.

The lettuce known as the Grand Rapids is essentially a Grand Rapids production. It originated in the Davis hot-house and is a cross between two varieties which were formerly held in esteem. The new variety was obtained after long and careful study and experimenting and when its success was fairly demonstrated, the Davises gave some of the other growers here some of the seed. It was proposed at first to keep the seed in this city, that Grand Rapids might have a monopoly in the growing of a superior quality of lettuce, and for several years this was done. It is related that upon one occasion the late W. T. Lamoreaux offered \$50 for a single ounce of it, but none of the growers would let him have it at any price. Mr. Lamoreaux wanted it for D. M. Ferry, the Detroit seedsman, who, recognizing the superior quality of the Grand Rapids plant, wanted some of the seed, regardless of price. In the course of time some of the seed fell into the hands of outside growers, and, realizing at last that the "monopoly" was getting away from Grand Rapids, the Davises sold half a pound of the seed to an Indiana dealer for \$50. The seed was put up into little packages and sold at 25 cents each, and thereafter the Grand Rapids became a standard lettuce and the seed can now be had at almost any seed store.

Several years ago the lettuce growers had an association for mutual protection and benefit. It was proposed to sell the entire product through one house or agent, thus insuring a better distribution of the crop, guarding against glutting any one market and tending to keeping the prices up. The association lasted a short time and then dissolved, apparently of its own accord. No effort has since been made to organize the interest, although the growers all admit that material benefits could be gained by co-operation.

The winter grown lettuce is now held at 10 to 12 cents a pound, and sometimes even drops to 8 cents. There is not the money in the business that there was a few years ago, but it is still a profitable industry. It does not require a large capital to begin with, and a small farm is just as good for it as a large one. The working season is from September to May or June, and when the ordinary farmer is perspiring in the hay or harvest field the lettuce grower is off fishing or tinkering around the place, unless, of course, he is a general farmer, too. The lettuce is sold entirely by the pound in this market, and this is another Grand Rapids innovation, and it is one that is being generally adopted throughout the country. In New York lettuce used to be sold by the bushel, but the quotations are this season beginning to appear by the pound, indicating that the Eastern growers are adopting the Grand Rapids style. In Chicago the custom is to sell by the dozen heads, and Chicago still sticks to this custom, although there are occasional signs of a break to the more rational way. Selling by weight will, undoubtedly, in time become universal, because it is the only really satisfactory way of handling lettuce, either to the grower, dealer or consumer.

Dry Goods

Magnitude of the Umbrella Industry in This Country.

More than one-half of the umbrellas used in this country are produced in Philadelphia, and the distinction of the Quaker City in this respect is no new thing, for it has passed almost into a proverb throughout the United States that "when the Quakers come to town it is going to rain." Very few persons have any correct idea of the extent of the umbrella business in the United States. It amounts in a year, taking the retail figures, to \$25,000,000. There are in this country 500 umbrella factories, having an invested capital of \$6,000,000, of which more than \$3,000,000 is in the city of Philadelphia alone. New York, Massachusetts, Maryland, and Ohio are the other States which are largely represented in the manufacture of umbrellas, while all the states are represented, although unevenly, in their sale.

For many years some of the best umbrellas were imported from abroad, especially from England, and the rate of duty upon them prior to 1890 was 50 per cent. ad valorem if covered with silk or alpaca and 40 per cent. if covered with any other material, cotton or linen included. Under the tariff of 1890—the McKinley bill, so called—American umbrella manufacturers were favored by an increase in the duty of 5 per cent., the rate upon silk and alpaca covered umbrellas being 55 per cent. and on those covered with other material 45 per cent. Since then the importations of English umbrellas have declined, although this change is not to be ascribed wholly to the workings of the tariff, but rather to the fact that American-made umbrellas are decidedly cheaper and quite as serviceable as those imported from other countries. Moreover, they have the additional advantage of being lighter and less cumbersome, and are not constructed to meet the requirements of hard and continuous usage, as is the general custom abroad; for the number of those who always carry umbrellas is materially larger on the other side than it is here. The American plan is to carry umbrellas only when it is raining or seems likely to rain, and it is a matter of common observation in American cities that there are more men who neglect, omit, or are unable to get umbrellas on rainy days than there are men who carry umbrellas when the weather is fair. This condition is exactly reversed in most European cities, where it is no uncommon thing to see many umbrellas carried on a bright, clear day. The average rainfall in inches is 25 in London, 23 in Paris, 24 in Berlin, 20 in Vienna, 17 in St. Petersburg, and 44 in Glasgow. The average in New York is about 40 inches, but the number of days in which there is some rain is larger abroad than it is here.

There are in the United States more than 8,000 persons (the larger number of them men) engaged in umbrella manufacture, and the total wages paid in a year in this branch of American industry exceeds \$4,000,000. What peculiar merit the city of Philadelphia offers to umbrella makers is not easily stated. The materials which enter into umbrella manufacture are not procurable with any unusual advantage in Philadelphia and the chief market of sale is New York.

The Dry Goods Market.

Staple Cottons—Brown osnaburgs and ducks continue quiet, without material change in prices. Bleached cottons have been in moderate request. Prices are without change at first hands, but with jobbers there is some irregularity ruling. Only moderate sales of wide sheetings have been made during the week, but prices hold steady. Denims are in steady demand, coming from the cutting up trades, and with stocks in good shape prices are generally firm. Ticks

are quiet and unchanged. Plaids have sold well as a rule, with prices holding firm. Cheviots, cottonades and checks and stripes are without prominent feature.

Prints and Gingham—The most gratifying feature of the week in the demand for prints and gingham is the good distribution going forward from second hands. Each day has witnessed a steady supply of orders coming forward, which, while small individually, in the aggregate make up a good total sales for the week. Regular fancy calicoes have figured to a fair extent in these and are doing somewhat better than a few weeks ago. The market is without material change either in tone or price and all leading makes are generally steady. Shirting prints are well situated and mostly well sold up. Indigo blues rule quiet and without special feature. Turkey reds and staples still show some irregularity in price, but this is no more pronounced than a week ago. Blacks and whites and grays are in fair demand. Satines are showing fair results. Both the low and the finer grades of sheer fabrics continue to show fair results, a steady demand of goodly proportions coming forward. Printed napped fabrics are quiet.

Hosiery—Staples have been attracting more attention than they have for some time, a fact which we apprehend has its cause in that buyers have filled up pretty well with fancy hosiery, and are awakening somewhat to the fact that man can not live by fancy hose alone. The standard of the goods has been well maintained, as far as we can observe, which we wish were also the case with domestic goods; and goods of inferior design, material or construction meet with little success. Buyers are very discriminating when prices are advanced, and only the best can hold their attention. Business for fall is coming in rapidly now, and the aggregate of business will not be inferior to the average.

Woolen Goods—There is a much firmer and more encouraging tone to the woolen market this week than that which has ruled recently. This is due in part to the better feeling existing among the clothing manufacturers, who, on account of the pleasant weather which has for the past few weeks prevailed in nearly every section of the country, have been besieged with telegrams to hurry forward shipments of spring clothing, and they have also received not a few duplicate orders on goods which have been shipped earlier in the season.

Underwear—The finer underwear end of the market is receiving some attention at this time, and fairly good orders are being booked. These lines, as a rule, command a trade that is not so much affected by advances in price, and the effect of deterioration in construction and quality is not so obvious in them.

Opposed to Any Restriction.

While German agriculturists are endeavoring to shut out American food products, the industrial and commercial classes are bitterly opposed to any artificial restrictions of the food supply, urging that the failure of European harvests has so increased the cost of food that the situation of the city laboring classes is becoming desperate, and that only free and profuse importations can avert famine before another crop can be grown.

If some men would remember the answers to half the questions they ask, they would have a liberal education.

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.



The Pretty Girl

is always on the lookout for the latest. Plaids and Stripes in Ribbons are the proper thing just now. Our first big purchase nearly sold, but we have another lot on the way. We are also showing some novel things in the line of Jewelry, Belts and Kid Gloves.

Wholesale DRY GOODS and NOTIONS.

Voigt, Herpolsheimer & Co.,
Grand Rapids, Mich.

OUR LINE

of Spring Underwear for Children, Misses, Ladies and Gentlemen is

YOUR CHOICE.

NEW HOSIERY—

In Black, Colored, Stripes, Polka-dots and Plaids.

NEW GLOVES AND SILK MITTS

are very pleasing sellers.

P. STEKETEE & SONS,
JOBBER. Grand Rapids, Mich.

ONE PAIR.

Sale Made at the Stocking Counter to a Poor Shopper.

He looked good-tempered, even affable, and his immaculate dress, carefully curled mustache, and carefully turned-up trousers betokened him a well-balanced individual likely to do nothing precipitate, even under stress of circumstances.

"These—ah, this pair with the all-over red tops—they will wear well?" he asked of the shop girl, who was unfolding yards of stockings for his inspection.

"Good, lightweight, all silk," quoted the girl in the tone of a person who has said the same thing so often that the words have lost significance.

The red-topped stockings were dropped and a pair with orange and green up and down stripes staring enough to set the observing faculties on edge was taken in hand and examined narrowly.

"Are stripes worn much just now?" he questioned, as he ran his hand down into the stocking and stretched out his fingers critically.

"Quite a good deal," answered the girl.

"Do you like them?"

"For some people I like them," was the answer, "but for any one who was slender I would not advise—" Then she stopped, and ever so faint a pink rose in her cheeks.

The shopper toyed with the stripes as if half inclined, half opposed.

"This pair in blue with silver bars and openwork checks—they are nice; \$1.75," suggested the girl.

"Bars running round and round," murmured the customer. "Do you advise them?"

"I don't know anything about it," was the answer. "I only know what's pretty."

The silver bars were pulled transversely, just as the other patterns had been, and then the man dropped them and stuffed both hands in his pockets, running them deep down as if to get hold of some hard-to-be-arrived-at conclusion.

"Much obliged," he said, affably. "Now, would it be too much trouble for you to show me the plaids, the all-over plaids. I rather like them."

"Without black feet, \$1.87½. Come this way."

He carried his carefully furled umbrella four yards further up the store aisle and settled it against a projecting box opposite where the girl was getting out the plaids. A gay pair in peacock blue and checked green and gold took his eye, but this time he did not run his hand down into the stocking as though to look for holes; he took it up double, just below the top, and tested the width.

"Do these give much?" he asked.

"I think so," said the girl, with another influx of pink in her cheeks. "That is, they are as elastic as most well-made silk stockings."

The man pulled the width of plaid to its utmost and regarded it critically. Then he took up a pair wrought in old rose and delicate blue and tested the width of that also near the top.

"If I thought they would do—" he said with a speculative air.

"Here's a pair with more black in the pattern," spoke up the girl, who began to realize that her sale perhaps hung in jeopardy. Two or three women waiting to get stockings looked on interestedly.

"Oh! the patterns do all right," said the customer, "but—" and he took up the blue, green and gold pair again and tried the width at the top.

"These are the usual size?" he asked.

"You wished them for a No. 3 shoe; those are the usual size," was the reply, with the pink in the pale cheeks rapidly growing carmine.

The customer again dropped everything to dive deep into his trousers pockets. There was agony of doubt in his expression and attitude.

"Really, on my word," he said, "I don't like to trouble you so much, but I'm bothered about the size."

"Can be exchanged if they don't suit," urged the girl.

"Oh! I know the feet would fit," groveling and grinding in the depths of his pocket for resolution, "but you see I'm not a very good shopper, and if you don't mind—now would those tops be comfortable for a lady, say, of your size?"

The red in the girl's cheeks mounted to her brow and receded, but she stuck to her guns bravely.

"I think they would," she answered steadily. "The stocking is in good proportion, I'm quite sure."

"Then give me one pair," came the decision. "Those with the broader gold bars in the plaid."

The girl picked out and folded over the purchase; but, as she bent over her register book to jot down the sale, the carmine still stained her cheeks, where it had settled in two vivid spots after the ordeal, and her hair had the appearance of a person who has been flustered.

"Did you make that sale?" asked another stocking-seller, as the man took his parcel and his furled umbrella out of the way.

"Blooming idiot! All that fuss for one pair," snapped the girl.

Lectured to Death—Crushed by a Floor Walker.

"I don't wonder that real manly men object to tagging around with wife, or sister, or sweetheart on a shopping excursion," said a tired, mused-up, and thoroughly disconsolate little woman the other day. She had been trod on, she continued, "by great big women, who simply elbow a little person like me out of the way of the bargain counters, and then I have been held up and crushed to boot."

Invited to tell her troubles in detail, the little woman went on: "Well, I wish the managers of these big stores had to go around in petticoats just once. They'd sympathize with us women then. To-day I wanted especially to look at some new spring goods, challies and so on, you know. Then I had to visit the corset department as well. Right there I was held up. For some reason I am unable to fathom, the merchants allow manufacturers of proprietary articles to put their goods on exhibition and to send a young girl or man along in the capacity of lecturer or barker. I struck three of these department store lecturers to-day. One delivered a long harangue to me on the hygienic excellencies of a corset she exhibited; another dwelt on the virtues of a new skirt lining, and a third almost browbeat me into buying a new bicycle. Oh, I was mad clear through."

"That was not the worst of it," continued the hectoring shopper. "I happened to think, while in one of the largest department stores, that we needed a box of poker chips at home, just to use for fun, you know, in our little social games of hearts and euchre. Well, I asked one of the salesmen to direct me to the proper department. He graciously turned me over to an imposing floor walker, one of the most impressive of his class. He looked positively shocked when I asked him: 'Where do you keep the playing cards and poker chips?'"

"Madam," he sternly replied, 'poker chips and playing cards are not permitted to be sold in this establishment.'

"I stammered out, 'Well, you have a celluloid department, haven't you? Maybe I can get the chips there.'

"That awful man stroked his flowing whiskers caressingly, towered above poor little me, and crushed me completely. I had added, 'I know I can get them at So & So's, and I thought I might, that is, I trade here, and—and—' That was as far as he allowed me to get."

"Yes, madam," he said, 'poker chips and other gambling devices may be had at So-and-So's, but not here. Good-day.'

"I know I looked like a guilty, hunted, cheap gambler. I must have. I sneaked out of that store and forgot all about the corsets and the spring dress goods," concluded the shopper.

Matchless Ribbon.

The lady—Can you match this piece of ribbon?

The gent—No, lady. You may remember that it was one of the matchless bargains we ran last Monday.

Machines for Making Matches.

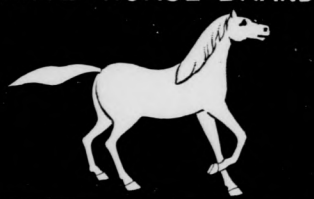
Some of the machines for making matches make 200 revolutions a minute each, and turn out 2,500,000 matches a day, or about 900,000,000 annually.

We sell full standard fancy prints @3¼c. P. STEKETEE & SONS.

MERCHANTS

who have lost money trying to carry a stock of clothing should read this.

WHITE HORSE BRAND



Ready-to-Wear Men's and Boys' Clothing

is sold in every state and territory by our agents who furnish the desired sizes from our great warehouses.

We want more good agents in towns and cities where we are not now represented. Men's suits, \$4.00 to \$15.00; Boys' suits \$3.00 to \$10.00. Men's pants 75c to \$4.00. Complete outfit free. Write for particulars.

WHITE CITY TAILORS, 213 to 217 Adams Street, Chicago.

FOR SALE

Broom Factory complete, with capacity of 60 to 75 dozen brooms per day. Steam sewers and all necessary machinery for operating same. Factory now in operation with established trade. Best reasons for selling. Address "Broom Factory," care of Michigan Tradesman.

RUBEROID READY ROOFING

All ready to lay. Needs no painting for two years.

Is odorless, absolutely waterproof, will resist fire and the action of acids. Can be used over shingles of steep roofs, or is suitable for flat roofs. Will outlast tin or iron and is very much cheaper.

Try our pure

ASPHALT PAINT

For coating tin, iron or ready roofs. Write for prices.

H. M. REYNOLDS & SON,

Grand Rapids Office, Louis and Campau Sts. Detroit Office, Foot of Third St.

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, nutritious, 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.



While William Alden Smith was in suffering Cuba to obtain pure Havana fillers for S. C. W. cigars, he was interfered with by the Spaniards, and to obtain his point he displayed the courage of Samson among the Philistines with a jawbone.

Behold! Michigan's Worthy Congressman slew and put to flight with his good umbrella 1867 Spaniards. The rest of his committee coming to his assistance, enough fillers were secured to last the manufacturers of S. C. W. cigars until the bloody war will be over.

Around the State

Movements of Merchants.

Moorland—Beers Bros. succeed E. L. Beers in general trad.

Hancock—J. Pinter is putting a steel ceiling on his hardware store.

Wheeler—A. P. Foland has sold his general stock to S. M. Foland.

Decatur—E. Arnold & Son continue the meat business of Edward Arnold.

Clare—Halstead & Becker succeed Elmer Halstead in the grocery business.

Alpena—Jos. Gagnon, Jr., has sold his grocery stock to Michael Kotwicki.

Bangor—Silver & Hanson succeed Elmer Westfall in the grocery business.

Marquette—H. J. Koepf has purchased the meat market of Peter Maier.

Orion—S. W. Southwick has purchased the drug stock of B. G. Monkman.

Ovid—H. D. Treat, grocer on Main and Williams streets, has closed out his stock.

Rose City—John L. Winchester has purchased the general stock of John Dillon.

Omer—Lizzie (Mrs. A. M.) Armstrong, shoe dealer, has removed to St. Charles.

Cadillac—Rheuman & Kennedy succeed Kennedy & Maxwell in the meat business.

Alma—Wright & Willard, grocers, have dissolved partnership, Fred Wright succeeding.

Detroit—Hoffman Bros. continue the grocery and hardware business of Casper Hoffman.

Scott's—Wilson & Gilson succeed H. E. Wilson in the agricultural implement business.

Handerson—W. W. Palmer has sold an interest in his hardware business to Ernest Convis.

Alma—Fred P. Wright succeeds Wright & Willard in the grocery and bakery business.

Lake Linden—Miss J. Friedericks has purchased the millinery stock of Miss Mary Currie.

Hart—L. P. Hyde & Co., boot and shoe dealers, have dissolved, L. P. Hyde succeeding.

Gladstone—Chas. H. Scott & Son succeed Scott & Mason in the house furnishing goods business.

Saginaw—W. E. Robey succeeds Ellen C. (Mrs. W. E.) Robey in the boot and shoe business.

Vicksburg—Wm. Welsh has removed from Mendon to this place and opened a bakery and restaurant.

Berrien Springs—J. H. Sparks & Son succeed John H. Sparks in the lumber, flour and produce business.

Leslie—Ernie Clark has purchased the interest of C. D. Clement in the bakery business at this place.

Lansing—Frank Spanier has purchased the meat market of H. H. Curtis, at 118 Washington avenue, south.

Sturgis—The name of the Snyder shoe store, recently purchased by Smith & Ream, has been changed to the Hub.

Sand Beach—Leszczynski & Co., general dealers, have merged their business into a corporation under the same style.

Richmond—Cooper & Son Co. is the name of the concern which continues the general store business of Cooper & Son.

Ann Arbor—Bert E. Holmes has sold his interest in the agricultural implement business of the Hurd-Holmes Co. to J. H. Boyle, the members of the new firm being Ernest Hurd and J. H. Boyle.

Reed City—T. V. Childs has sold his grocery stock to Andrew Sturtevant, who will continue the business at the same location.

Byron—A. W. Hoisington has removed his stock of drugs to the Orr store and added a stock of crockery and glassware.

Houghton—J. H. Zealand, formerly Vice-President of the Soo Hardware Co., will associate himself with F. S. Carlton in the hardware business at this place.

Calumet—The Carlton Hardware Co. has put in an acetylene gas plant to light its store—the first one in this part of the State.

Manton—Olof Brink has engaged as salesman at the new store of Frank Smith, which will be opened at Tustin about April 1.

Roscommon—A. C. Sly has purchased the dry goods and shoe stock of J. H. Sly and will continue business at the same location.

Harrison—Michael Fanning continues the grocery, hardware, shoe and furniture business formerly conducted by Fanning & Co.

Detroit—Wolff H. Keidan, formerly engaged in general trade at Lake City, has opened a department store on Gratiot avenue.

Central Lake—Underwood J. Ackley, formerly engaged in the hardware business at Copemish, has opened a hardware store at this place.

Ludington—Bradl & Wilcox, hardware dealers, have dissolved partnership. Frank Bradl will continue the business in his own name.

Lake Odessa—Levi Blough has purchased the meat market interest of J. G. Ralston, and the new firm will be known as Ingall & Blough.

Alma—J. B. Parker and E. E. Huff have formed a copartnership and will continue the meat business formerly conducted by J. B. Parker.

Muskegon—Frank X. Groleau, for several years employed in the grocery store of O. Lambert, has embarked in the grocery business at 142 Jefferson street.

Owosso—Cyrus Reimer has completed a deal whereby he retires from the hardware trade, and Mr. Bloodgood, of Wyandotte, becomes proprietor of the business.

Elk Rapids—J. W. Balcom has sold his drug stock to Chas. Vaughan, formerly engaged in the drug business at Empire under the style of Gidley & Vaughan.

Whitmore Lake—H. P. Dodge & Son, general dealers, will put in a new store front and add 30 feet to the rear of their building, and also reshelve and overhaul their entire establishment.

Borland—Eli Lyons, formerly engaged in general trade at Altona, will open a general store at this place about April 11, placing it in charge of W. W. Smith. Mr. Lyons will also engage in trade at some other point as soon as a desirable location can be decided upon.

Detroit—F. W. R. Perry, the Woodward avenue druggist, complains to the Mayor that the Board of Education ignored his bid for supplying disinfect-

ants to the schools and accepted the higher proposal of the Strong Disinfectant Co. He avers that a chemical analysis shows the two disinfectants to be equally meritorious. Mr. Maybury will investigate.

Muskegon—Miss Emma Neumeister, for many years connected with the Leahy Company, has purchased from Capt. W. J. Inglis the stock of boots and shoes of the Economy shoe house, and the business will be continued at the place now occupied by that store.

Traverse City—McLellan & Ash, confectioners, have dissolved partnership. Geo. McLellan will continue the business on Front street, while the branch store, on Union street, has been purchased by Geo. Ash, brother of John Ash, formerly a member of the firm.

Saginaw—The King & Moore Co. will consolidate their Washington avenue store with their Jefferson avenue store, the former being abandoned the first of next month. Henry King, manager of the Washington avenue store, will sever his connection with the house at that time.

Hancock—Wendell & Schulte, dry goods dealers and grocers, are erecting an addition of 24 feet in length to the rear of their store building and extensively remodeling the old building. Michael Funkey & Co. are also making many improvements in their building, among which is a new plate-glass front.

Onway—W. C. Sterling & Son, of Monroe, have purchased a lot on State street, upon which they will erect a 30x60 foot store building with steel siding and stone front. The building it is understood will be occupied jointly by Snodys and the Sterlings with drugs and a full stock of general merchandise.

Manufacturing Matters.

Detroit—Richard H. Hall & Co. succeed Richard H. Hall in the brick manufacturing business.

Blissfield—The Michigan Hat Co. has begun operations under the management of Geo. R. Carpenter.

Morenci—Chas. Fish has leased the creamery of C. C. Wakefield and will operate the plant to its full capacity.

Reed City—Lee Caldwell and Fred Schalow have formed a copartnership for the manufacture of wooden bowls.

Houghton—O'Connell Bros. have begun the manufacture of cigars here under the style of the Upper Peninsula Cigar Manufacturing Co.

Owosso—C. W. Reed, of Oakley, is the inventor of a reversible plow and will shortly erect a plant in this city for the manufacture of his device.

Alma—Subscriptions to insure the rebuilding of the woolen mills which burned some months ago have failed to reach the necessary amount, and the project is likely to fall through.

Niles—C. R. Smith has purchased the Deniston planing mill, near the Big Four tracks, and in all probability it will be converted into a factory for the manufacture of a patent piano stool, the invention of Joseph Snell.

New Baltimore—The New Baltimore Creamery Co. has contracted for the necessary machinery, to be delivered April 15. It is expected that the building will be completed so that operations can be begun by May 1.

Gobleville—The stock for the new creamery has all been subscribed and work will be at once begun upon the erection of the building. A new canner project is also anticipated and, from present appearances, it will soon materialize.

Ludington—The Pere Marquette Canning Co. will start up this season after several years of idleness. The managers could not agree with the farmers on the question of prices. It is well equipped with modern machinery.

Howard City—E. A. Soules has sold his interest in the Howard City Table Co. to J. M. Totten. Messrs. Brandebury and Totten, the new proprietors, are both practical workmen and intend to push the business energetically.

Alpena—N. Fletcher & Sons have cut their last log in this vicinity. The Fletcher timber was the first to be operated in this region, and the fact that it required forty-three years to cut it all shows how extensive were the holdings.

Muskegon—F. M. Spaulding, of Kalamazoo, has completed the construction of one of his improved patented gas engines at the Lakeside Iron company and negotiations are now being made by that company with the Chamber of Commerce for capital to back a concern for the manufacture of the engine.

Jackson—Eber L. Peek, who recently disposed of his lumber business to Heyser & Walker, has opened a new lumber yard at the corner of Mechanic and Trail streets, which is to be known as the "Log Cabin" lumber yard. Suitable buildings are in process of erection. The office building will be constructed of pine logs, which will give the yard its name.

Hides, Pelts, Furs, Tallow and Wool.

Hides have declined from the extreme high prices ruling for some time past. There has been little profit to the tanner and, as the quality fell off on spring take-off, they got very tired working it. Nine cents is all they care to pay for buffs and cows, and hold out over this price, which is a decline of 1c per pound. The market is not strong at this, nor is there any great supply.

The take-off of pelts has been large from Western sheep at stock yards. Prices at the Far West for mutton sheep have tempted the flock masters and they have sold freely, while our home farmers prefer to increase their flocks and are, consequently, not free sellers. Pullers find hard work to obtain supplies at any price to keep running. There are some large stocks of pelts accumulated, but at prices above the present market. Holders are not inclined to let go at a loss, as they have faith in the future and could not replace at lower prices.

Furs at the London sales showed an advance over March, 1897, but this price did not cover the price anticipated, which forces a decline in prices that have been paid. The spring catch is light, apparently, and the quality poor, due to an open winter. Buyers are not anxious, a quiet market thereby ensuing.

Tallow tends downward, leaving the market lifeless. There is no kick to the trade.

Wools are firm on a dull, dragging market. There are not sales enough to make a price changeable from former quotations. An occasional holder gets tired and sells a little by concession to a manufacturer who wishes a small amount to piece out. The result is stagnation of business in this line, making the reported sales the lowest on record. One and a half million was sold last week, against 12,500,000 during the same time last year in Eastern markets. There is nothing doing in the State and there are no enquiries. Wm. T. Hess.

If some men were to lose their reputation, they would be lucky.

Grand Rapids Gossip

Barker & Colby succeed S. A. Barker in the agricultural implement business.

John Rowson is succeeded by U. G. Hayes as manager of the Clark-Rowson Lumber Co.

David Flatau succeeds E. S. Flatau & Co. in the boot and shoe business at 32 Monroe street.

R. C. DeHart has opened a grocery store at Amsden. The Musselman Grocer Co. furnished the stock.

Palm & Sunberg have embarked in the grocery business at Cadillac. The Musselman Grocer Co. furnished the stock.

Manning Bros. have opened a grocery store on Wealthy avenue. The Lemon & Wheeler Company furnished the stock.

The Adie-Franklin Hardware Co. succeeds Adie & Dorland in the hardware business at 1265 South Division street.

R. E. Mablo, dealer in furniture and hardware at Riverdale, has added a line of groceries. The Worden Grocer Co. furnished the stock.

Gisler & Fritz have purchased the machinery and patterns of the Chocolate Cooler Co. and will continue the business in connection with their wagon business.

J. A. Kenning has retired from the Klein & Kenning Manufacturing Co., manufacturers of patent pails at 56 Canal street. The style of the concern will remain the same.

Albert Stonehouse has sold his drug stock at 35 West Leonard street to Clarence R. Vanderpool, who has been identified with the establishment for many years in the capacity of prescription clerk.

The Tradesman again wishes to caution its readers against having any business dealings with the DeWitt Produce Co., of Springfield, Ohio, as experience has demonstrated that the paying department of the institution is badly out of gear.

Hirth, Krause & Co. are now pleasantly settled in their new block on South Ionia street. They have arranged the premises with especial reference to their business and confidently believe they are able to show their friends a model establishment.

The wool season in Michigan will open about the middle of May, and, as compared with a clip of between 6,000,000 and 7,000,000 pounds last season, it is expected that upwards of 10,000,000 pounds will be marketed. The farmers the past two years have been cultivating their flocks and the increased product is the natural result. Up to two or three years ago a large proportion of the Michigan clip came into the market washed, but the expectation now is that fully three-fourths of it will be offered in the unwashed condition this season. The buyers have been urging this for the past two seasons, because it saves them the necessity of so closely inspecting each fleece to guard against tags, refuse and other extraneous matter which they have learned by experience creeps into the washed fleeces in amazing quantities unless guarded against. The farmers, also, have come to look upon the washing operation as one that

does not pay. The washed wool commands 5 or 6 cents a pound higher price, but, with the reduced weight of the fleece, the net return is only 10 or 15 cents for each sheep, and this does not pay for the work, nor for the risk of injuring the sheep. The opening price this season will probably be 14 to 18 or 20 cents a pound. Michigan has no distinctive wool center or market, but when the season opens buyers go out to all the small towns to pick up the offerings.

The Produce Market.

Apples—Home grown Northern Spys and Baldwins, fancy stock, command \$5 per bbl.

Bananas—The market is very firm at the prices that have been quoted for several weeks. The movement is very good, receipts being steady, and the demand being steady. Values are advancing at ports of entry.

Beans—Jobbers pay 60¢@70¢ for country cleaned, holding city picked at 90¢@92¢ in carlots and \$1 in small quantities. Few beans are coming into market at this time.

Beets—35¢ per bu.
Butter—Dairy grades are somewhat stronger than a week ago, although local dealers still hold fancy at 14¢ and choice at 13¢. Factory creamery commands 18½¢. Indications point to higher prices and possibly short supplies before grass butter cuts any figure on the market.

Cabbage—\$2.50 per 100.
Carrots—25¢ per bu.
Cucumbers—\$1.35 per doz. for Southern grown.

Eggs—Receipts are large, but local dealers are taking all offerings on the basis of 7½¢@8¢ on track. The receipts have an unusual amount of pullets and dirties, but an improvement in both respects is expected next week, although the price may drop ½¢.

Green Onions—10¢ per doz.
Honey—Dark ranges from 9¢@10¢. Light stock commands 12¢.

Lemons—The demand is very good for this season of the year, with favor being shown for California fruit. No changes are to be noted in values. Reports from the coast say lemons are showing much better prospects for a good summer yield than they were sixty days ago.

Lettuce—Grand Rapids Forcing is in ample supply at 15¢.

Onions—Dry stock has declined to 75¢.

Oranges—The movement is active. The stock is much finer than it was earlier in the season. There is now no frosted fruit on the market, as that has been disposed of sometime ago. This better stock is having the effect to increase the movement of the fruit. Prices continue very low, and stocks are liberal. On good sized orders prices are quoted as shaded a little.

Potatoes—The market is weaker and quotations in most markets are fully 5¢ lower than a week ago. Local buyers continue to pay 50¢.

Radishes—25¢ per doz. bunches.
Seeds—Timothy, prime, \$1.40@1.45; Medium clover, \$3@3.25; Mammoth clover, \$3@3.40; Crimson clover, \$2.25; Red Top, \$1@1.10; Alfalfa, \$3.75@4.50; Alsike, \$4.50@4.65; Orchard grass, \$1.60; Kentucky bluegrass, \$1.30@1.50.
Spinach—50¢ per bu.
Strawberries—30¢ per qt.
Tomatoes—\$3 per case of 6 baskets.
Vegetable Oysters—20¢ per doz.

It was the good fortune of the Tradesman to be represented at the fourth annual banquet of the Saginaw Retail Grocers' Association, which was held last Wednesday evening. The occasion was an unusually enjoyable one, P. F. Treanor scoring a decided success as toastmaster and master of ceremonies. The menu was superb and the speeches were above the average.

Gillies' New York teas. All kinds, grades and prices. Phone Visner, 800.

BANK NOTES.

Relations of the Clerks to the Several City Institutions.

Those whom the general public see behind the desks, windows, screens and counters of the banks do not own the institutions, even although in some rare instances such an impression might be gained from talking with them. As a matter of fact, comparatively few of those actively connected with the banks in this city have any proprietary interest in them. The banks are "owned" by numerous stockholders, the stockholders from among their own number elect a board of directors and the directors employ the cashier, clerks and other attaches. The directors are, of course, stockholders and—in theory, at least—exercise a general supervision over the management of the institution, but those whom they employ to do the actual work are not necessarily stockholders, and in this city a great majority of them are not. In the Old National Bank only three of those actively connected with the bank are stockholders, and two of the three are President Barnett and Cashier Hollister. In the National City Bank Cashier Wylie and Assistant Cashier Hunt are the only stockholders. None of those connected with the Grand Rapids National are stockholders. President Anderson and Cashier Seymour are the only stockholders in the Fourth and Cashier Shinkman is the only one in the Fifth. In the Kent County Savings Bank Vice-President Idema and Cashier Verdier are the only stockholders, the Grand Rapids has but two, the Peoples three and the State two stockholders actively engaged. The Michigan Trust Company has seven stockholders among its employes, which include President Withey and Secretary Hodenpyl, and all but one of those actively connected with the Peninsular Trust Company are stockholders, the Peninsular in this respect being an exception.

In some of the banks the clerks are encouraged to become stockholders, in none of them is it compulsory and in all it is entirely optional with the clerks themselves whether they invest or not. That more of them do not become stockholders is because they can not afford it, or, if they have surplus funds, because they can invest them to better advantage in other ways. If purchased at par, after paying the taxes the average bank stock in this city does not pay in excess of 4½ per cent. on the investment, and this return is materially reduced if the stock has to be bought at a premium, as most bank stocks have to be now. There are many stocks and bonds that net better returns than this, to say nothing of mortgages, but it may be said that most of the bank clerks who have surplus funds are investing them in homes. It may be said, in this connection, that the bank clerks in this city, whether stockholders or not, are as loyal and true to their respective institutions as though they owned them.

Although bank stock does not net a very handsome return on the money as a short time investment, yet when the investor gets in on the ground floor and stays in to the finish, it is fairly satisfactory. Take the Old National Bank, for instance, which is not an exceptional case, but will do as well as any other for an illustration. The original stockholder, who paid par for his stock, has been receiving 6 to 7 per cent. divi-

dends ever since the Bank was reorganized in its present form. When the charter expires there will be a surplus of 20 or 30 per cent. to divide, which, added to the dividends paid, makes the investment, as a whole, a very good one. If the stock had to be bought at a premium, the returns would not be so satisfactory.

The bank clerks, of whom there are about 100 in town, formerly had an association of their own. Its purposes were combined social and mutual benefit and it was on the cards to hold monthly meetings, when papers would be read on banking subjects and then discussed. The association flourished for a time, but interest in it has gradually died out and if it still exists it is only in name.

In at least one of the banks, the clerks are required to carry their accounts in some other bank. This is done equally for the protection of the clerks and of the bank, and as it has been a long-established rule and one that is applied to all alike, the rule is taken as a matter of course. When the account is carried in some other bank the temptation to doctor or fix up the books is entirely removed. Even the cashier deposits his surplus salary at another bank.

The war scare is tightening up the money rates in New York, Chicago and other financial centers, but its effect has not yet been felt here, and probably will not be to any great degree. The war will be a short one at most, even if it does come, and the recovery from it will be speedy. The conditions are entirely different from four years ago. Business is now on a firmer foundation and a pinch would not be felt nearly so severely in any quarter.

Port Huron Grocers and Meat Dealers to Celebrate.

Port Huron, March 28—The Grocers and Butchers' Association has already laid its plans for the serving of a banquet on April 15, and hopes to be able to score a success in working up an interest in the advantages to be gained by a thorough understanding of its members with each other. It is worthy of remark that the movement to establish a better feeling among the grocers and butchers is already bearing excellent fruit, and no injustice whatever appears to have been done to any grocer or his customer by the determination of the Association to have prices and commodities more uniform among its members.

Trading Stamp Store in Possession of the Constable

Bay City, March 28—Callers at the trading stamp store the past few days have been disappointed in case they wished to exchange stamps for goods. Constable Houck, it seems, is in possession of the store, and refuses to allow any of the goods to go out. The reason is that he holds the stock on a claim of about \$100 for rent.

Visitors to the Grand Rapids market who arrive via any of the roads centering at union station can not help noticing the new wholesale hardware house of the Clark-Rutka-Jewell Co., situated nearly opposite the depot. Although less than three months old, this house has already established the reputation of treating its customers well and those who call at the house are assured of a cordial welcome.

J. B. Furber, formerly identified with the Grand Rapids Seating Co., has taken the agency for the National Cash Register Co., at Williamsport, Penn., and will assume his new duties at once.

Woman's World

Patient and Uncomplaining Marthas of Life.

It can not be denied that in these days the feminine hero has the center of the stage, and the eyes of the world are upon her. Whenever a woman does anything out of the common we hear enough, and more than enough, about her. It is the fashion to burn incense before her, and we have, in turn, prostrated ourselves before the woman orator, the woman reformer, the woman lawyer and doctor, and all the rest of her, and chanted paeons of praise in her honor. She has taken up so much of our time and attention that we have not had leisure to do honor to the greatest woman of all—the woman who stays at home and keeps the family together, while the woman reformer is exploiting herself abroad and is out hunting for a career.

For my part, whenever I build a monument to woman, the lady who is going to be invited to occupy the front top seat is going to be the family martyr, the patient Martha of life, whose self-sacrifice we only appreciate, and whose labors we only realize when we are called on for a few days to try to fill her place. The first day we are appalled and conscience stricken at what she must have done. The second day we determine never to permit such an imposition to happen again; by the third we have lapsed from grace and are glad enough to let the burden slip back again on the patient, uncomplaining shoulders.

By just what process of natural selection one member of a family is sacrificed for the others nobody ever knows. But the family martyr is always there. She does all the disagreeable things. She entertains the bores. She visits the sick. She sees about the housekeeping. She puts the babies to bed. She helps the children with their lessons. She is the confidant of all the hard luck stories and must break Jack's getting in debt to papa and Mary's determination to marry Cholly Poorman to mamma. In a word every duty that everybody else shirks because of its unpleasantness falls to her lot. And nobody by any chance ever appreciates her.

We don't mean to impose on her. On the contrary we have a consoling theory that she leads a life of inglorious ease. Of course, she attends to the housekeeping, but everybody who has never tried it knows that a house is a kind of perpetual motion machine that goes running along smoothly and glibly by itself once you start it going. Of course, we all have our little peculiarities and whims that must be remembered and catered to and we should be terribly upset and out of temper if they weren't; of course, meals must be on time and everything spick and span; of course the books we leave on the floor and the papers and clothes we scatter all over the house must somehow get into their proper places; of course, when we telephone up we are going to bring company home for dinner we expect everything to be bright and dainty and attractive, but surely these things happen of themselves. At any rate they have never failed us and for the life of us we can't see what Martha finds to keep her so busy. We sigh and say we fear that she is too material and that it is sad to see any one spending their lives on the pursuit of trifles.

Then we talk about Arabella who is

studying art, with a big A, and Portia who has been admitted to practice law somewhere, and Maud who has written an inscrutable magazine poem, and we say that "poor Martha never had any aspirations. She is satisfied to do nothing." Do nothing! When it would take a commissioner of the census to figure out how many meals she has cooked, how many rooms she has swept, how many babies she has washed and dressed, how many sick people she has nursed, how many times she has served ice cream and cake at church affairs, how many tramps she has fed and clothed. Why, the other women in the world have done nothing, to her. A woman professor may inspire a love of learning in a dozen bright pupils. A million mothers are starting little feet every day on the road to knowledge. A woman doctor may make a marvelous cure. Thousands of women can kiss a hurt and make it well. A woman reformer may plead with trumpet voice for temperance and for purity. The love of some quiet little woman has kept more men in the straight and narrow path than every other agency in the world combined. These are some of the things that Martha is doing while the rest of us are theorizing and aspiring and pitying her for being so earthy and it is only now and then that we have sense enough to realize she has gotten right down to the bottom of things. The world would be a pretty uncomfortable place and there would be a lot of ill-kept homes and neglected children if there were no Marthas to go quietly and unostentatiously along looking after matters. Aspirations and dreams are all right, but they are not a satisfactory substitute for three good meals a day and a clean-swept hearth.

In this dull world there is scant honor and praise for those who do not claim it as their right, and so the Marthas get little or no appreciation. We only see a woman whose hair is growing gray, whose cheeks have lost their bloom, and whose shoulders are bowed with care and work. She seems nothing more than a dull gray background, against which the brilliance of the rest of the family circle shines out, and we wonder at her vaguely, if we happen to notice her at all. Often and often she is an old maid who lives at home with her mother after the other children have left, and the grayness of her life is like the ashes that might be left on an altar where some precious and holy sacrifice had been offered up.

Sometimes, when I have an hour to spare, I go and sit with two such women as these. They live in a little cottage, where everything is as neat and sweet as care can keep it. The roses look in at the open window, by which the old woman sits in her easy chair, and the sun shines full upon a group of photographs that hang upon the wall. They are all of handsome, prosperous, well-dressed people, and the old woman who is growing garrulous with age likes to tell you their story. "Yes, yes," she will say, "they are all pictures of my children. The top is Tom. He is a lawyer. A judge now out West, and they say he is making a name for himself. That woman in the evening gown is my daughter Jennie. Yes, yes. She's very beautiful and she is married to a rich man in Chicago. I have never been there myself. I am too old to travel, but they say she lives like a princess. And the next one is Adele. She had a lovely voice, and we gave her the best advantages we could, and she is sing-

ing in concerts in New York. Martha, you must bring the papers and show her what the critics say about Adele's voice. And that other picture—that's my baby. Why, he is going to be a professor of ancient languages, and is in Greece now, studying. All my children are talented and ambitious. All but Martha, not but what she is a good girl, too," she adds, with a pity that has its contempt for failure in it.

"Ah, well, mother, you had to have an ugly duckling amongst your swans," Miss Martha will reply, smiling bravely with trembling lips, and the old woman will nod her head discontentedly. All her heart and pride have gone with the handsome, gay, prosperous ones of the flock, who left her without a backward glance of regret or remorse when the world beckoned to them. Sometimes it hardly seems as if she even remembers the one faithful and loyal soul who has kept by her.

No one ever tells, least of all Miss Martha, that all the other successes are built on the wreck of her hopes and love. She was the eldest, and the burdens and the cares and the responsibilities of the others slipped on her shoulders when she was pathetically young. There was Tom who was bright and talented and gave such promise if he could only have the proper education, and Jennie who must have fine gowns to set off her splendid beauty, and Adele's voice that needed training, and Jack who must have a university course. Miss Martha began teaching the year after she left school, and all her youth was sacrificed to them. She toiled early and late, and at last she watched them go on their different ways, without so much as a word of tenderness or appreciation, without ever knowing what she had sacrificed for them. Once love came Miss Martha's way, but she put out trembling hands and pushed it away. The other children had all gone then, and she and the old mother were left alone. The man would have taken Miss Martha away and she felt she could not forsake the feeble old woman. To the man it seemed a trivial excuse. Perhaps it was. All of Miss Martha's brothers and sisters who are pursuing "careers" in the world say that poor Martha never had any aspirations. That she always frittered her life away on trifles.

And that's all the appreciation she has ever gotten. Poor, patient, uncomplaining Martha. DOROTHY DIX.

The Town of Nogood.

My friend, have you heard of the town of Nogood,
On the banks of the River Slow,
Where blooms the Waitwhile flower fair,
Where the Sometimeorther scents the air
And the soft Goasys grow?

It lies in the valley of Whatstheuse,
In the province of Letherside.
That firstfeeling is native there;
It's the home of the reckless Idon'tcare,
Where the Giveitups abide.

It stands at the bottom of Lazyhill,
And is easy to reach, I declare,
You've only to fold up your hands and glide
Down the slope of Weakwill's toboggan slide
To be landed quickly there.

The town is as old as the human race,
And it grows with the flight of years;
It is wrapped in the fog of idlers' dreams;
Its streets are paved with discarded schemes
And sprinkled with useless tears.

The Collegebredfool and the Richman'sheer
Are plentiful there, no doubt;
The rest of its crowd are a motley crew,
With every class except one in view—
The Foolkiller is barred out.

The town of Nogood is all hedged about
By the mountains of Despair;
No sentinel stands on its gloomy walls;
No trumpet to battle and triumph calls,
For cowards alone are there.

My friend, from the deadidle town Nogood
If you would keep far away,
Just follow your duty through good and ill;
Take this for your motto, "I can, I will,"
And live up to it each day.

W. E. PENNEY.

Modern Methods of Determining Ratings.

There are many merchants both large and small whose credit ratings are not what they ought to be; at least, they are not what the merchants think they should be. Investigation, however, discloses that in most cases, if not in all, the fault lies with the merchants themselves. One prime cause for the merchant's failure to secure the rating to which he believes he is entitled is the lack of information furnished with reference to his financial condition. Some merchants refuse all information whatever, upon the assumption, apparently, that their resources are so large as to make them independent of credit ratings. Such a position is extremely foolish. The world is prone to accept a man at his own valuation until such time as it has had the opportunity to demonstrate an error. Silence leaves the world to form its own opinion, and at this date it is very apt to conclude that because no statement is made there must be something to conceal. On the other hand, a statement frankly made and demonstrated to be correct carries opinions to the other extreme, and gives the merchant the full measure of credit to which he is justly entitled.

Several points are considered when ratings are established, in addition to capital or present worth. These include the broad questions of business integrity, of general business methods, and of habits with respect to payments. Of two men, equal in all other respects, one discounting his bills and the other habitually paying slowly, the first will have the better rating as to credit, even although the capital ratings of the two are essentially the same.

Merchants formerly bought their goods in person. They journeyed to the warehouse and factory to make selections, and thus came into direct contact with those of whom they asked credit. Now purchases are made through intermediaries. The merchant's orders are given to traveling salesmen or are forwarded by mail or telegraph. The merchant, then, should not overlook the fact that, in the changes which have been made in the methods of conducting business, changes also have necessarily been made in the methods of establishing credit or determining a rating. A signed statement to-day takes the place of the personal interview of a few years ago.

The great commercial agencies that make a business of ratings are only an instrumentality that modern business has found necessary to employ in order to meet changing conditions. The merchant who does not have the rating to which he thinks he is entitled should commence to remedy the wrong by a careful study of the situation. In the end he will be quite willing to comply with the reasonable requirements of modern jobbers and manufacturers, some of which are here pointed out.

A. O. KITREDGE.

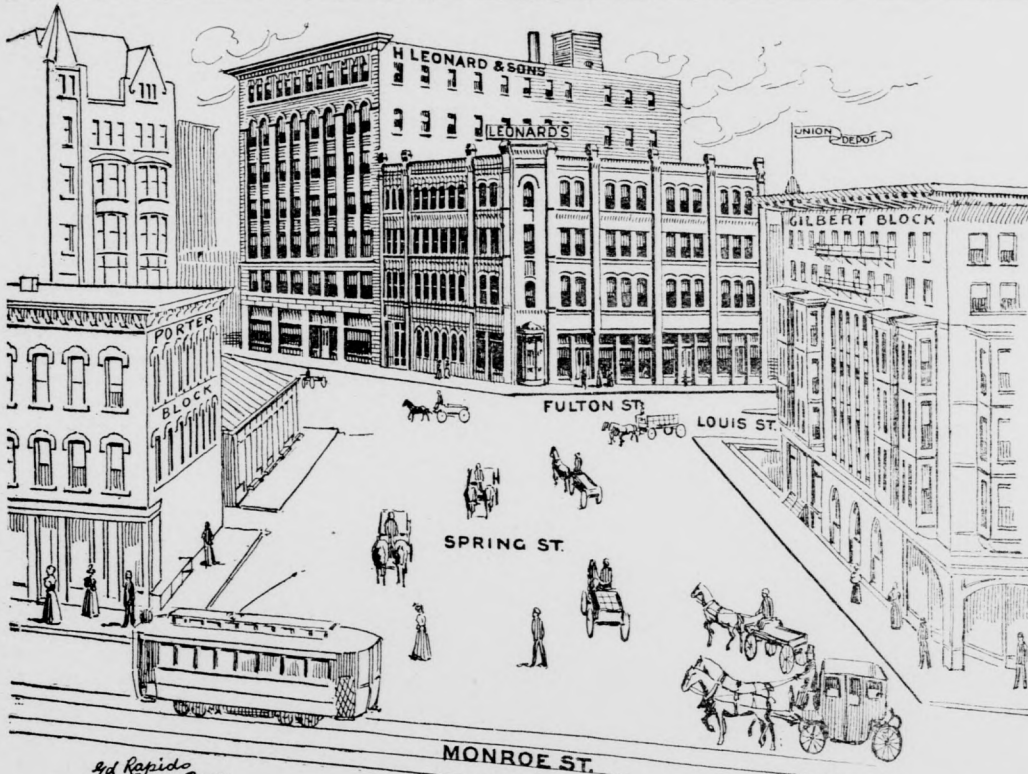
American Apples in Hamburg

Hamburg receipts of American apples to the middle of November were 64,538 barrels, and so superior is the American to the German fruit for table use that German growers who have preferred quantity to quality, and grown great quantities of apples which were fit only for cider, have resolved to change their tactics and plant and graft the finest varieties.

More men have been self-undone than have been self-made.

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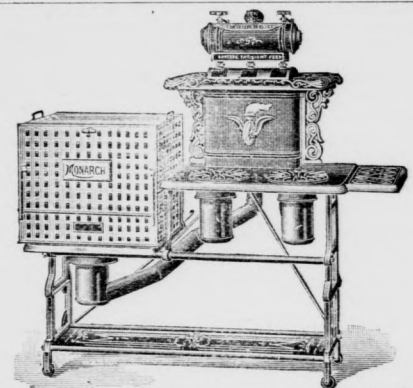


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E. A. STOWE, EDITOR.

WEDNESDAY. - - - MARCH 30, 1898.

A CERTAIN GAIN PER CENT.

While it is true that the maxim, "Figures won't lie," is not always to be depended upon, there is often enough in it to lead to a little wholesome thinking. The engineers' strike in England has been reduced to figures so far as certain results are concerned, and they furnish a basis for calculating the gain per cent. of the strike. The struggle between capital and labor lasted six months. It ended in the defeat of labor at the cost of \$15,000,000, and it cost the capitalists \$200,000,000, making a total of \$215,000,000 to settle the fundamental principle which has now been established.

The battle began, apparently, to settle the old question whether eight hours or ten should constitute a day's work. It early became evident, however, that the same power which was to fix the length of the working day was to assume the right of determining the amount of finished product as the result of a given amount of labor. The right has not been conceded and the parties most interested are satisfied that the question has been settled once and forever.

It has been a matter of no little astonishment to the watchers of the contest on this side of the sea that the English workman has clung so long to the idea, long exploded in this country, that labor-saving machinery is not calculated to forward the interests of the operator. Whether the better intellectual training furnished by our common schools has made a class of better thinkers of the workingmen may or may not have to do with the question; but true it is that nothing is better or more generally understood than the fact that the machine increases the sale and the demand of a manufactured product to such an extent that, for one skilled workman displaced by the use of the machine, five are required to meet the increased demand for it. If the English workman has at last learned this lesson—and the chances are that he has—the cost of the strike, great as it was, will not in the end be found exorbitant.

That satisfied self-assurance of the English mental make-up, to which the Tradesman has found occasion to refer before, is another feature which has drawn attention to itself during the expenditure of these two hundred fifteen millions. The keen eye of the English manufacturer has not failed to see that one of the leading causes which has led to the underselling of English goods by

the American article is due, in a great degree, to the Englishman's inability to understand that his methods and his tools are out of date and worthless, and that these, together with his determination that the buyer shall buy what he, the manufacturer, has decided to make, have had their part in bringing about the unfortunate condition of things. The strike has shown to employer and employe alike that the old has passed away, that all things have become new—a knowledge in itself well worth the entire cost of the strike.

These conclusions, important as they are taken either singly or collectively, sink into insignificance when compared with the underlying question of all modern strikes: whether any man or class of men, organized or unorganized, shall have the right to dictate how another man or class of men, organized or unorganized, shall use their money or manage their business. It has been discussed long and bitterly. Not a phase of it has been left unconsidered, and after six months of persistency, unequalled on either side, it has been decided against the unionist on every count. It has cost "a good round sum;" and yet it is believed, by those whose experience has made their opinion valuable, that, large as it is, the returns will furnish a margin large enough to secure to all who are interested a certain gain per cent.

The use of the balloon in warfare will be one of the developments of the near future. A first-class modern ironclad costs about \$5,000,000. This would construct and equip for war purposes a great many balloons, and it would seem as if they might be used by the inhabitants of a besieged city with which to sail over an invading fleet and drop explosives upon the warships underneath, with deadly effect. They might also be utilized to drop these explosives over the cities occupied by an opponent. Of course, there would be considerable risk in such an enterprise, unless the balloons could be properly steered, but the dirigible balloon is one of the inventions that we may expect to see in the near future.

A novel use of electricity has recently been made in a process to improve the flavor of sour wine. The wine is treated electrolytically and carbon electrodes are used, the positive being placed in a cylinder containing diluted alcohol and separated from the wine by a diaphragm. The negative electrode is placed directly in the wine and the hydrogen generated by the current destroys the acid. It is stated that wine treated in this manner can acquire in a few hours properties that would otherwise consume a long period of time.

The annual report of the Treasurer of Columbia University shows that, with all its reality, cash, bonds and mortgages, amounting to \$29,000,000, it lost last year \$34,092, or about \$20 for each student. The statement discloses that in the medical department it cost more than double the fees to educate each student. From this it is learned that a university, like a business man, must work hard to make ends meet, and all that comes in is not profit.

The neutral flag protects the cargo, and British bottoms will be at a greater premium than ever in case we commence our mill with Spain. There are times when it is possible to contemplate the loss of our merchant marine with some degree of complacency.

COMPARATIVE STRENGTH.

The Tradesman has frequently pointed out that, while this country is stronger in battle-ships than Spain, this by no means implies that our naval strength is sufficiently superior to make us overconfident. Take, for instance, the torpedo flotilla which Spain is sending to Porto Rico, and which is said to have so seriously disturbed many naval officers; that certainly is a force which it will be very difficult to offset. The torpedo boats and torpedo boat destroyers comprising the flotilla in question are the finest of the kind afloat, possessing great speed and, if handled with spirit, are capable of proving formidable even against powerful battle-ships.

The superiority of Spain in torpedo boats is a serious matter, as it will render the employment of the great battle-ships a much more difficult problem than it would otherwise be. Had we a squadron of serviceable torpedo boat destroyers, our battle-ships would be much safer. The possession by Spain of this superiority in torpedo craft, therefore, in a great measure offsets our preponderance in battle-ships. In coast defense ships, Spain has nothing to compare with our double-turreted monitors, which, while not the best seaboats, are extremely formidable in smooth water. They possess great battery power, and would be poor targets for an enemy's gunnery. It is a pity that the country does not possess more of such vessels.

In armored cruisers, Spain has a very decided advantage, as she possesses seven of the very finest type of such vessels, as compared with our two. In protected cruisers and commerce destroyers, the United States possesses much better ships in every way than Spain; but again, in light-draft gun vessels, we are inferior.

As the United States would, in the natural order of things, have to take the offensive, being the aggressor, as also because it will undoubtedly be the purpose of our Government to invade Cuba, we really need a preponderating naval force to make victory easy. As we do not possess such a preponderating naval force, it will be necessary for our fleet to do brilliant work to insure quick success. It would be both unsafe and unwise, however, to underestimate either the fighting qualities or the naval strength of our possible adversary.

It is to be hoped that, even if war should be avoided this time, Congress will profit by the lessons learned and make provision for the future to put the navy in a condition to meet any possible adversary. What, for instance, would have been our position had we been brought face to face with a probable war with so immense a naval power as Great Britain, or even with a power like France?

GENERAL TRADE SITUATION.

There are two ways in which a war scare affects the business of the country—the creation of the feeling of uncertainty and distrust which tends to curtail enterprise, and the engaging of public attention and interest to the exclusion of ordinary business affairs. In the present instance, the first of these is manifest in the continued dulness and decline in the stock market and in speculative commodities, and there is complaint among merchants and salesmen that the latter is interfering in no small degree with current transactions.

That the continued depression in railway securities is owing entirely to the Spanish situation is indicated by the fact that all other conditions continue favorable to an advance. The ratio of improvement in earnings continues to increase steadily, and that in face of the fact that there has been such heavy cutting in rates in some localities. As compared with last year the earnings increased over 18 per cent. for February and the increase over those for February, 1892, was 8 per cent. The eastbound shipments from Chicago are now very nearly double those of the same time in 1892.

The conditions of the foreign trade situation continue most favorable for this country. The continued heavy export keeps the balance of trade so largely in favor of this country that the actual importations of gold do not reduce it. Since the inflow of gold began, no less than \$20,000,000 has been received, and three fourths as much more is reported to be on the way. This has not affected the balance of sterling exchange, which stands at \$35,000,000, so that in these two forms there is now \$70,000,000 available, and the amount due in other forms will make the amount considerably larger.

Industrial production and consumption throughout the country continue undiminished. This is especially evident in the iron trade. It is reported that the production of structural forms is fully 80 per cent. greater for the first three months of the current year than for any corresponding period in the past. Indeed, the demand is such that some tin plate and other works are temporarily stopped for want of steel. This unprecedented demand accounts for the fact that there is a slight advance in Bessemer pig, notwithstanding the fact that in its production all previous records are being left far behind.

In the grain trade the week shows a decided decline, which is attributed to the speculative situation. Trade movement, both foreign and domestic, continues heavy; and, when it is considered that the price of wheat is, on the average, twenty cents higher than last year, the decline of a few cents in the price has little unfavorable significance.

The situation in the textile trade continues decidedly unsatisfactory. The price of cotton has again broken and prints have declined, to again make a low record. The woolen situation is without material change, and while disappointment is expressed in some quarters, it seems to be based on too sanguine expectations. The shoe market continues the features of unprecedented production and demand, while the tendency of prices is easier.

Dulness in the speculative situation is manifest in the decline in the volume of bank clearings, to \$1,084,000,000. Failures are 215, against 233 for last week.

France says there must be no conflict between two nations to whom she is so strongly attached as to Spain and the United States. The bonds of attachment, in this case, are the \$400,000,000 bonds based on Cuban revenues which France holds. The bondholder beats the Quaker as a man of peace.

The silk industry of Russia consumes raw material to the value of \$7,500,000 yearly. The mills are concentrated in the Moscow district, and are small but very numerous. Since 1855 there have been 1,500 started, having a capacity of 9,000 looms.

A CAREER FOR TALENT.

It was the boast of Napoleon Bonaparte that he had opened a career for talent. There was certainly some basis for that claim. Under the old regime in France, the great body of the people were as completely shut out from all hope of enhancement in material prosperity, of official promotion, or of social advancement, as if they had been members of the lowest caste in India. Indeed, that was substantially the condition of the masses in nearly every European country at that time, although, perhaps, in France the gates of destiny seemed to be more securely locked against them than anywhere else. Everywhere the poor were expected to content themselves with that position in life in which they were born, and, as a rule, the boy adopted his father's trade, or had it forced upon him. This seemed, no doubt, a very proper arrangement for the privileged classes, and unquestionably it had its advantages for them. The great achievement of the French Revolution, after all, was that it shattered the political ideal of the Legitimists of the old regime, in leading men to doubt and deny that the world was made for the enjoyment of the few favored families.

When Bonaparte declared in effect that talent ought to have a career, he sounded the keynote of true democracy, and its echoes have been rolling from soul to soul ever since. He was a hard man, an implacable tyrant; but there, at least, he was sincere. He needed talent at his service in the prosecution of his vast schemes of military conquest and in the development and execution of his various and comprehensive projects of political and commercial organization. If he found a strong, capable man anywhere, he appropriated him, so to speak, and put him to work. His staff officers, his most brilliant generals, his most famous marshals, rose from the ranks. They were the sons of mechanics, of innkeepers and of small shopkeepers; Bonaparte made them dukes, princes, and even kings. He never asked for a certificate of birth or a patent of nobility. With a word he could make a noble; but he had to find a genius. Before he came to the front, revolution had discovered a few men of eminent ability. Outside of the army, its general tendency was, perhaps, repressive. Glorifying in its idea of "the people," an idea then so novel and so fascinating to the French mind, it was jealous of individual distinction. Moreover, it was apparently unable to comprehend the wisdom of the policy of "laissez-faire." Yet the government

attempted to force its paper money into circulation, to fix prices by law, and to interfere generally in the conduct of private business. It had no well-defined conception of the natural limits of legislation.

Now, for one hundred years, the idea that government ought to be by the people, for the people, has been growing. It would hardly be denied at this date, in any civilized country, that the proper purpose of government is the defense and promotion of the liberty and the rights of the people. But whereas, in former times, the people were mainly jealous of the power of kings and hereditary nobilities, the prevalent feeling now is that free institutions are menaced, principally, if not exclusively, by what is called the money power, and a studied effort is constantly made by certain leaders, visionary or demagogic, to create the impression that, while the rich are growing richer, the poor are growing poorer, and that the opportunites of the children of the common people to achieve wealth, position or distinction of any sort, are steadily becoming fewer and fewer as the years roll by. That effort is as persistently made in this country as anywhere in Europe, although, as a matter of fact, a career for talent was never before possible on so many highways of enterprise, and never before were the comforts and luxuries of life so easily within the reach of persons of small means.

It may be set down as a rule in this country that, if a youth is sound in body and mind, he will have an opportunity to acquire a competence, and to win a full recognition for whatever degree of power there is in him. There are exceptions to this, as to all rules, perhaps; but ordinarily the American citizen who lives and dies in poverty has been afflicted with some incurable defect of will, some excess of appetite, or some fatal insusceptibility to the common inspirations of manhood. The truth is, there is no disposition on the part of prosperous and moneymaking men to keep down a struggling youth because of his poverty. On the contrary, capitalists and corporations alike are glad to recognize talent and eager to enlist it in their service.

Japanese auctions are conducted on a plan which gives rise to none of the noise and confusion which attend such sales in the United States. Each bidder writes his name and bid upon a slip of paper, which he places in a box. When the bidding is over the box is opened by the auctioneer and the goods declared the property of the highest bidder.

TROUBLE IN SOUTH AFRICA.

The reports recently received from London indicate that serious trouble is again brewing in South Africa. The re-election of President Kruger, in the Transvaal, has caused a revival of the anti-English sentiment in the little South African republic, and the knowledge that Great Britain is at the present moment busily occupied with troubles in India, the campaign in the Soudan and the complications in China has emboldened the Boers to assume an aggressive attitude.

The fact that there exists an agreement whereby the Transvaal Republic recognized British suzerainty, and the further fact that all the foreign relations of the little State are conducted through the British Foreign Office, have for a long time rankled in the breasts of the Boers, and they have been preparing to take advantage of the first opportunity to throw off the British allegiance, which has been distasteful ab initio.

A war waged against the British by the Boers could not prove successful; but at the present time it would give the English government no end of trouble, especially as all its energies are occupied in coping with serious problems in other parts of the world. The Boers have been preparing for a considerable time, and in their own territory they are formidable opponents. It would take at least fifty thousand well-equipped British troops to defeat them.

When one contrasts the lack of excitement in Great Britain, notwithstanding the many very grave complications confronting the British Empire, with the fuss and excitement existing in this country over the controversy with Spain, there is little cause for feeling proud of the self-possession of our people. It is true that England is always engaged in war in some portion of her dominions; hence her people have become accustomed to warlike preparations and complications, whereas a foreign complication is a rarity with us. It is time to realize, however, that our old-time isolation from foreign relations is a thing of the past; hence it will be profitable for the future to cultivate some of the sangfroid and quiet confidence of our English cousins.

OUR MINOR COINS.

It has been a long time since there has been any change in the character or form of our minor coinage. The nickel five-cent piece has undergone one or two modifications in size and design since it has been in use; but to all intents and purposes it is still the same ugly and discolored little coin. The

copper one-cent-piece has undergone no change whatever in years.

It is now proposed by some reformers in Washington to change the composition and style of the minor coins. After some deliberation, the House Committee on Coinage, Weights and Measures has decided to look into the matter of certain changes suggested in the small coins, and has reported favorably a resolution authorizing the Secretary of the Treasury to make experiments to determine the best materials for minor coins and to submit new designs for them in Congress.

As the result of its deliberations upon the subject, the committee has reached the conclusion that the copper cent is undesirable, because it becomes dingy and dirty, and by corrosion poisonous; and that the five-cent nickel, three-quarters copper, should be displaced because it is too soft. It is pointed out by the committee that Switzerland, Austria-Hungary and Italy have adopted pure nickel for their minor coinage with very satisfactory results, the coins being hard, durable and retaining their color, while not corroding.

Of course, it is not desirable to make changes in the coinage too hastily, although it is admitted that our small coins are susceptible of much improvement. The resolution proposed will do no harm, however, as it only provides that the Secretary of the Treasury shall experiment. That official can be depended on not to proceed without due deliberation.

The Postoffice Department at Washington has decided that the printing upon the address side of postal cards of the line of trade in which a business house is engaged, as well as its address, constitutes an advertisement, and that letter postage is to be collected on all such cards. This renders valueless many thousands of postal cards already printed, it having for some time been the custom of business houses to supply their correspondents with self-addressed cards prepared in this style. Business men are protesting against the immediate enforcement of the order.

American manufacturers are especially interested in the action of the Netherlands government exempting from all duties many articles of iron and steel, and of machinery. Among the articles exempted are such ventilators, exhausters and bellows as are worked by steam, gas, petroleum or electric motor only.

The Spanish onion must go. It is strongly suspected of being unpopular in Washington.



EVERY MAN LIKES

"MR. THOMAS"

The Best Nickel Cigar in the State.

Ruhe Bros. Co., Makers.
Factory 956, 1st Dist. Pa.

F. E. Bushman, Representative,
Kalamazoo, Mich.

Price Cutting as a Business Policy.

Written for the TRADESMAN.

"The bargain day is a delusion and a snare," said one of Detroit's most experienced salesmen to the writer recently.

"How can this be," was asked, "when one of the largest retail firms in this city was first to adopt this policy, and always maintained that the results of the experiment were highly satisfactory?"

The answer came promptly, about as follows: "I can not account for the adoption of this policy by this firm, or any other; nor can I account for the claim which they make as to results. But, is it not a very significant fact that this firm, in spite of the great benefits derived from this so-called shrewd and far-sighted business policy, has recently failed? Is it not probable that the operation of this scheme had something to do with putting this old-established firm 'on the bum,' as the boys express it, and causing its time-honored name to be erased from the list of Detroit's business houses?"

"I would go farther and say that I believe that the adoption of these bargain-day methods will put any firm or any line of trade 'on the bum;' in fact, I believe that the adoption of this policy by the retail trade of any city will soon seriously injure the trade of that city, not because of any immediate effect which it may have upon the daily, monthly or annual sales, but because the purchasing methods of the consuming public will, eventually, become so vitiated and completely permeated with the bargain-hunting craze that their trade will be of little value to any one."

"But you are rambling," said the interviewer. "Permit me to call you back to your subject. This is a matter of selling rather than of buying. What effect does this policy have upon the volume of the year's business?"

"Rambling, am I?" retorted he of the yard-stick and the ready reply. "Just pray tell me how you will sell unless some one buys. And again, what is to be gained by increasing the volume of business without a corresponding increase in the profits of the same? What is of more value than the 'good will' of an old-established house? And in what does that 'good will' consist, if not in a long list of well-satisfied customers, every one of whom is a walking advertisement? All honor to the business firm straight enough to deserve this 'good will,' and with sense enough to avoid changing this confidence into suspicion and distrust by the adoption of modern bargain-day tactics.

"It has been urged by the enthusiastic advocates of this sensational policy that shelf-worn, unseasonable goods can be disposed of in this way without loss. I will concede the truth of this statement, but will further urge, in the same connection, that, for every dollar which is saved through the universal adoption of these questionable methods by the entire retail trade of any city, two dollars will be lost, by the increase in the accumulation of these same unseasonable goods. Chronic bargain hunters soon learn to wait for goods slightly out of style or unseasonable, which experience has taught them, the frequent return of the bargain day will surely bring forth. And they wait. While they are waiting there are others who are waiting. The clerks in the stores are waiting for customers. The proprietor is waiting to get his money out of the goods. The jobber is waiting to get his money from

the retailer. The manufacturer is waiting for the jobber. The laboring man—where is he? Standing in the long procession, also sadly waiting. The last mentioned party is the one supposed to be most benefited by these low prices. But he is impatiently waiting for a change in wages. A change comes—but, after its coming, the poor fellow's family must buy the necessaries of life cheaper than even at bargain-day prices, or go without altogether."

"What would you do in order to get rid of your cull stock if you were the proprietor of a retail business?" was asked.

"I would feed the furnace with it rather than do as some firms are doing, these days!" was the reply. "It would not be so bad," continued the salesman, "if dealers sold only their old-fashioned, unseasonable goods on these occasions, but the fact is that nearly all sell large quantities of cheap money-makers, mixed so deftly with the regular stock as to cleverly deceive the unwary of the average buyer. These goods are clever imitations of the genuine and look to be worth fully twice as much as they really are. The old customers of the firm drop in and accidentally buy some of these goods—and there you are. Will they come back again? I guess not. A few dollars may be made in this way, but I certainly believe that there is no more effectual way of literally driving away from your store a long, well-established list of customers. Anyway, the suckers who would bite a second time at such a bait would not be worth having. Better far to persuade a man to buy a good article at an outrageously high price than to sell him an inferior article at one-half its value."

Thus discoursed this friend of mine; and it must be conceded by the candid observer that the view he takes of the situation is well warranted by many of the recent events in Detroit's commercial life. When the dealers who resort to these methods, as trade winners, are approached they often urge that the plan enables them to keep the present income from their business up to the standard of other years; that, while the margin of profit on each individual article is smaller, the large increase in the total volume of trade more than makes up the deficiency.

This claim may be true in some cases; but, once let the whole retail trade of a city adopt bargain-day methods, and this argument will lose much of its force. But it matters not whether we accept this explanation or listen to the more frank acknowledgment of some others who are engaged in the practice of price-cutting, to the effect that the real object in view is to humbug the public into the belief that this particular firm is selling goods for less than any other firm in the city, by cutting values on articles with which the buyers are familiar and making up on others with the value of which they are not acquainted. While the latter explanation seems the more plausible one, the real result aimed at is the same in both cases, namely, the success of the few and the ultimate failure of the majority of those engaged in the line of trade under consideration.

The most enthusiastic friends of bargain-day methods do not claim that the total volume of trade is increased thereby, but that it will be diverted from the channels through which it originally flowed and be caused to minister to the financial prosperity of a few "up-to-date" dealers, as they style

THE BEST FLOUR

in the world is

PILLSBURY'S BEST**"ECONOMY IS WEALTH"**

It is also an economical flour, from the fact that it will yield 50 to 60 loaves more per barrel than any Winter Wheat Flour. For this reason, and because it makes a handsome loaf of bread, all first-class grocers prefer it to any other Flour.

Good flour necessitates the use of good baking powder and to meet the demand for a high grade powder at a popular price we have placed on the market a brand which is known as

PEERLESS

which is sold in pound cans only and retails at 10 cents for 16 ounces net. This powder is guaranteed to be made from pure and healthful ingredients and to make as beautiful, flaky and light biscuit or cake as any brand of baking powder on the market.

**No Scheme
No Prize
No Chromo
Only Quality
That's all**

CLARK = JEWELL = WELLS CO.**Sole Owners.**

themselves. Is this a result which is to be desired, either by the general retail trade or by the public at large? In the first place, no trade policy is worthy the advocacy of an unbiased, fair-minded individual which will not, in its practical workings, result in "the greatest good to the greatest number" of those engaged in any given line of trade. If the public, fooled by shrewdly-worded advertisements, are led to take advantage of cheap street car fares and rush down town and buy everything they need from a few large department stores, will the number of men employed as salesmen in the city at large be increased thereby? Will the number of empty stores in outlying districts be decreased, and will the general prosperity of these outlying districts be increased and value be added to the real estate in these localities? Will the interests of the small tradesmen of the city be subserved, or will they eventually be driven out of business by this selfish one-sided policy?

Surely, any policy which favors the interests of only a fragment of the people should be discontinued. But how is this to be accomplished? This question has been asked often, during the past year, by men who have the welfare of the general public at heart and are anxious to see "a square deal" all around. Some have gone so far as to predict that, sooner or later, this question must be made the subject of special legislation. No doubt some of the "up-to-date" dealers will hold up their hands in holy horror and insist that a man has a right to sell his own goods, in his own way, at his own price. But, while they are making this claim, let some traveling auctioneer commence doing business in a vacant store next door to their place of business without complying with the local license ordinance, and mark, how unanimous are these gentlemen on the question as to the "right" of the city to intervene. But why assume to control, and often positively prohibit, the business of the auctioneer while the dealer in the same block is allowed to resort to methods which are as reprehensible and are productive of results a thousand times more detrimental to the interests of the city at large? H. H. MACK.

How a Boston Traveler Regards Cheap Goods.

In the advertisement of a leading department store in one of the Sunday papers is found this significant heading, "Shall we have war? Not with Spain, we hope, but we are having a little war of our own—and not so very little, either. We are waging war on high prices. We have waged this war for years, but we are just now making it hotter than ever. Those who visit our store this week will find this war going on with relentless vigor and intensity."

This may be good advertising, but it certainly shows much to the mind of one who is already imbued with the facts that even although times are better, cheaper goods are what is being asked for by the trade. How much of this is due to the department store? Is this advertisement pregnant with significance? A friend of mine who makes bicycle tires tried to sell that same house. The buyer said, "If you can make them cheap enough I will buy in large quantities." He was asked to name a price, which he did. It was about a dollar a tire. The tire manufacturer then said: "I can make them

at that price, but they won't wear long enough to carry the rider ten blocks after they are put on his wheel." The buyer did not care how long they wore. All he wanted was a price at which he could beat all his competitors and still make money. The bargain was struck, and the tires will soon be delivered. I pity the poor rider if he gets far away from home on one of those tires. Again, my own wife has bought some of these department houses' 17c tin cooking utensils, and the heat of an ordinary stove has melted the thin metal until in less than a week it was utterly useless. This sort of thing comes home to us in our own industry. A department store buyer was in Boston recently, and he said he had got sick of trying to tell his clerks, and through them his customers, that a cheap price meant cheap goods that would not wear. This man said, with truth, "Our customers say, 'Well, we can go across the street and get a shoe for \$1 or 1.50,' as the case may be, 'and we want a shoe at that price.'" This buyer knew when he bought very cheap goods that he was buying paper and other substitutes for leather. Still, he must have cheap goods in order to beat his competitor.

Let me ask you, if this thing is carried to its logical conclusion, where will it come out? These department stores are absolutely and designedly "waging war on high prices," as the advertisement says, and they are meeting with success, too. Under the direction which they are taking prices will grow lower and lower, until the American people, whom Barnum said "like to be humbugged," arrive at the conclusion that cheap prices mean cheap goods, medium prices better goods, and a fair price must be paid for the best goods. That advertisement struck me as an object lesson, and I made up my mind that I would call your attention to it when you called on me again. My duty is done, but let me say in closing that I myself sell department houses, and therefore want to say that there are times when, by reason of large capital, these concerns can take advantage of the people going into insolvency and bankruptcy, and thus advertise true bargains to the consumer. Still, I venture the assertion, without much fear of contradiction, that where one such sale is legitimately advertised one hundred other cheap grades are either put in with that sale bought for the special purpose of selling at a price, or the sale itself is a farce. It may be good business, but it is hard on the customer. JOHN GOOD.

Another co-operative community is about to be dissolved, that of the Society of Shakers at Pleasant Hill, Ky. The failure is perhaps more notable than that of other ventures inasmuch as it is a community held together by the ties of religious communion, as well as by the material ones of trade and industry. The community was founded about the beginning of the century, and for many years its products, such as fruit preserves, silk, cattle, seeds, etc., were in great request all through the Southern States. Its downfall began some years ago on the death of Rufus Bryant, who for many years had been the financial brains of the community, and now the pretty meeting house, sold with other property to meet burdensome debts, is being converted into a ballroom.

A merchant who will lie in his advertisements will lie in his goods.

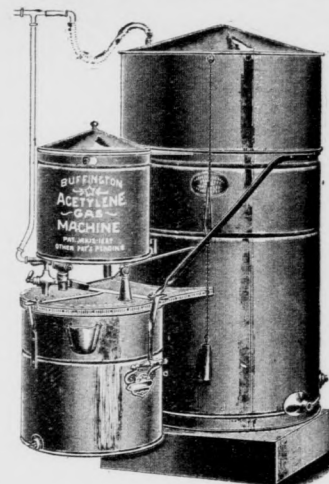
Michigan Acetylene Gas Co., Ltd.

Jackson, Mich.

Sole owners of the Celebrated Buffington Acetylene Gas Machine for the States of Michigan and Ohio. Jobbers of Calcium Carbide, Acetylene, Bicycle and Table Lamps, and a full line of Acetylene Apparatus. Acetylene Gas is the best and cheapest light in the world. Estimates furnished and contracts taken. Endorsed by the Board of Underwriters. The Buffington Generator is the most complete and simplest in the market. Satisfaction guaranteed. Write for further information to the above company, or to

Sproul & McGurrin,

General Agents for Western Michigan
DISPLAY ROOMS, 184 E. PULTON ST., GRAND RAPIDS, MICH.



**THE OWEN
ACETYLENE GAS GENERATOR**

- Absolutely automatic Re-
- quires no more care than a
- small hand lamp. The only
- generator manufactured in
- Michigan that has been granted
- a permit by the UNDERWRIT-
- ERS' INSURANCE ASSOCIATION.
- For full information and prices
- address the manufacturers.

Geo. F. Owen & Co. Grand Rapids
Michigan.

**LET US TELL
YOU SOMETHING**

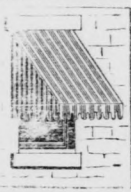

about Acetylene Gas
Apparatus. It will
interest you.

M. B. Wheeler Electric Co.,
Grand Rapids, Mich.

Awnings and Tents

Best goods and lowest prices
in the State. All work guar-
anteed. Send for prices.

CHAS. A. COYE,
11 PEARL STREET.

FOLDING PAPER BOXES

Printed and plain for Patent
Medicines, Extracts, Cereals,
Crackers and Sweet Goods,
Candy, Cough Drops, Tobacco Clippings, Condition Powders, Etc. Bottle
and Box Labels and Cigar Box Labels our specialties. Ask or write us for prices.

GRAND RAPIDS PAPER BOX CO.

PHONE 850. 81, 83 AND 85 CAMPAU ST., GRAND RAPIDS, MICH.

Shoes and Leather

Shoe Manufacturing in New England.

New England is the cradle in which the infant industry of shoe manufacturing in America was rocked. The development of this art within a period of half a century is one of the greatest of the many achievements in mechanism which have made this age illustrious. The pioneers in this field of labor could not have had any conception of the immensity of the harvest which was destined to grow out of the seeds they were planting. Their productions at the outset were limited in quantity, of crude materials, and not especially attractive in respect of style and shapeliness.

Within the memory of men who are still young enough to be in active business there were in many a village two or three little shops in which a few individuals were making shoes by hand. They plied the lapstone with the hammer to fit the hand-cut and hand-closed upper to the last, pounded the wet sole to render it as solid as they could, fastened it to the last with nails, held it over the knee with a strap around the shank, and then with a hammer in one hand, an awl in the other, and a mouthful of wooden pegs ready for service, they pegged the sole and inner sole together. Having gotten the fabric into shape by pegging and by trimming, the latter process consisting of the application of a piece of window glass, broken over a file to assure a cutting edge, the grain was scraped, as a preliminary to the sandpapering of the pegs and of the sole to give them smoothness. Then the bottom was rubbed with a stick, beeswax was applied to impart a gloss, a coat of ink put around the edge, and, after that had had time to get dry, the operation was repeated, the varnishing was performed, and the shoe of the period was ready to be worn. The whole performance was primitive, clumsy and slow.

Shoemaking in winter and farming or fishing in summer furnished congenial occupations to many thrifty men, providing them with comfortable homes and the means for living well and laying by some savings from their income. Their children, boys and girls, attended school in the daytime and worked at stitching and such other parts of the mechanism as they could do to advantage when they were not studying. Doubtless in the brains of many of these youthful artisans ideas originated which afterwards took practical form in the construction of machines of inestimable value. The children at the cheerful fireside were busy with their hands and with their thoughts, and while they were contributing to the support of the household they were learning things constantly which were destined to speed their way to fame and fortune. The domestic hearths around which these little groups gathered were nurseries in which the new-born offsprings of genius were tended in their infancy and reared to full-grown stature and strength. The surroundings were advantageous to their development. They were favored with a hardy climate and an invigorating atmosphere, and under the influence of healthful associations they drank in life with each breath they drew and advanced from the moment they first saw the light, by regular stages of progression, to sturdy maturity.

The shoe manufacturers had no markets for their fabrics, except such as they sought and found, at first near by

and afterwards farther off. They succeeded by diligence and perseverance in selling shoes to dealers in the large cities in the Middle States. The people of the South were among their earliest and largest customers. The plain, homely, substantial brogan was found by the Southern planters to be the most serviceable foot covering for its cost which they could procure for the bondmen over whom they held the undisputed claim of ownership. At that time few ready made shoes were worn; custom work was deemed indispensable to comfort. Even shoes made to order were the cause of considerable suffering to the wearers until they had become adapted to the contour of the foot. Being made of leather which was inflexibly stiff, it was rarely that there was not some part of the foot at which they pinched unpleasantly, it being so difficult to fit a person by measure.

Shoes made for promiscuous use were still more liable to inflict pain at some point. It is necessary to take these things into account to form an adequate estimate of the disadvantages encountered by the shoe manufacturers, in their early efforts to popularize their productions. There is no other article of raiment of which it is so essential that it should be easy to wear. It is highly creditable to the ingenuity of the shoe manufacturers of New England that they have succeeded so well in clearing this obstacle out of the path of their progress.

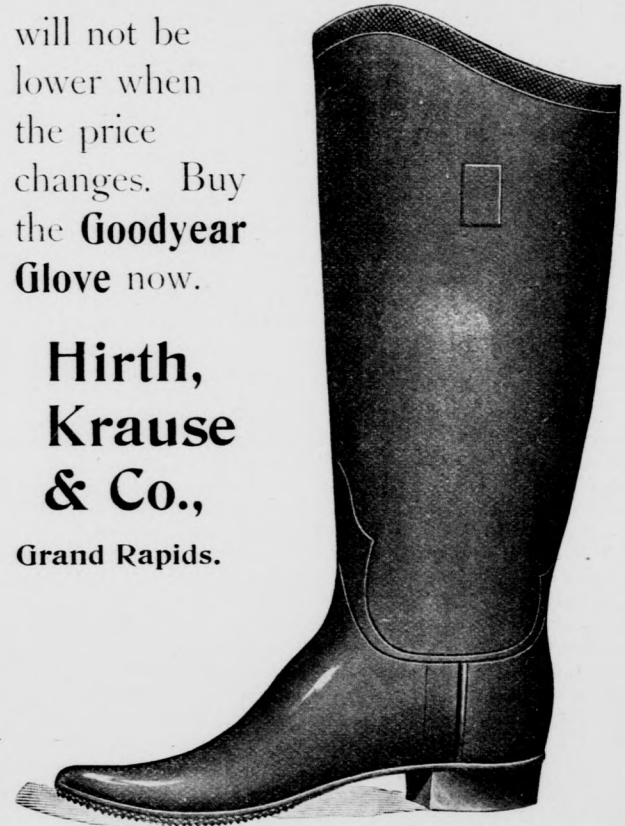
The cordwainer's kit of that time varied but little from the collection of tools used two thousand years ago. A set of them is preserved in the Museum at Mayence which were exhumed from the ruins of a Roman village. The process of manufacture did not differ essentially in the beginning of the Nineteenth Century from what it was before the Christian Era.

The expansion of the shoe industry during the last half of the present century has been amazingly great. The evolution from the little workshop to the colossal factory building has progressed so quietly that the magnitude of the change can hardly be comprehended, except by those who bestow careful attention upon the subject. Numerous cities have grown up from the little hamlets, the inhabitants of which have acquired wealth almost exclusively by the prosecution of the shoemaking art. The consumption of shoes has increased prodigiously. Rival establishments have sprung into existence in all parts of the Union, but New England still holds its primacy and prestige. In every improved method it has led the van. No measure of excellence has been reached which did not serve as a stimulus to further aspirations. The encouragement given to inventive genius has been instrumental in bringing into general use a vast number of machines so dexterous of construction, so admirable in their operation, and so effective in utilizing and economizing labor, that they have greatly enhanced the value of the work done by them and cheapened its cost. The part which machinery plays in the shoe manufacture is of incalculable importance. It was not until after 1850 that these inventions were introduced into the factories to any considerable extent. Subsequently they multiplied so rapidly that now almost every portion of the shoe is made by machinery. Each individual workman does a part of the construction, but the shoe passes through several hands before it is completed,

Rubber Boots

will not be lower when the price changes. Buy the **Goodyear Glove** now.

Hirth, Krause & Co.,
Grand Rapids.



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.

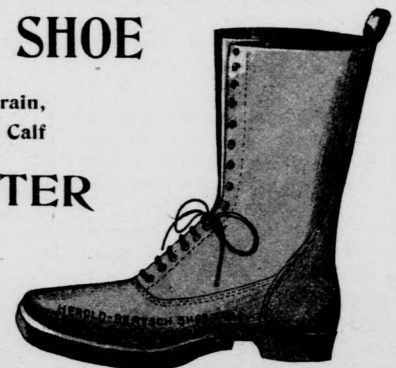
OUR RIVER SHOE

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.

each one doing the share assigned to him in the production of it, the subdivision of labor being so arranged that the best and most economical results are secured. The workmen in the factories do not, under this system, acquire a knowledge of the trade of shoemaking; that is an unsatisfactory feature of it, but the work is done with such precision and skill, and with so much saving of expense, that the use of machinery has caused a very great reduction in the prices of shoes.

By increasing the facilities of production the manufacturers have augmented the consumption of shoes vastly. They have directed their ingenuity to the conception of new styles and fashions, attractive enough to induce people to buy what they might, without a sacrifice of comfort, dispense with, but which they are tempted to indulge in because they suit their tastes and are not dear. The shoe manufacturers have in this way created a stupendous demand for their wares, so that their annual sales are greatly in excess of the actual necessities of consumers. The varieties of their productions are virtually illimitable. They embrace colors to match all sorts of costumes, materials of every conceivable kind, from the plainest to the most ornate; shapes to suit every fancy and caprice; modes so diversified that no inhabitant of the land, however fastidious or eccentric, can fail to get accommodated fully and completely.

Because of their resourcefulness and versatility the shoe manufacturers of New England have enlarged their business to colossal proportions. There is no country in the world in which there is so great a per capita consumption of shoes as in ours, and this is in a large measure attributable to the masterful ability which has been displayed in every elaboration of the art. They have been continually originating novel and attractive specimens of their handicraft, thereby creating a demand which could never have existed but for their skillfulness.

The extraordinary progress which has been made in the amplification of the shoe industry in New England has been so steady and regular that it has elicited less attention and received less admiration than it is entitled to, in view of the fact that so much has been accomplished. There has been a continuous and uninterrupted succession of achievements, and the contributions to them have been so numerous and the effects they have produced have been so striking that it may be said that the guerdons of merit belong to the entire fraternity, no single individual towering so far above his compeers as to impair their claims to renown in a field of endeavor in which they have won distinction, acquired fortune, and rendered inestimable services to their fellow men.

The fact is self-evident that in this multitude of artisans there must have been vast numbers who possessed in a large degree the faculty of creating fabrics so thoroughly adapted to the predilections of consumers that there were sure to be markets for them as soon as they were exhibited. The producers were full of ideas. They were forever discovering ways of imparting additional value to their wares by investing them with some embellishment which had never before entered into the mind of any rival to supply. In this respect their range of conception seems to have been virtually illimitable. The novelties were brought forward in end-

less profusion. They accumulated to such an extent that purchasers had not time enough at their disposal to examine them all and make selection of the kind which suited them. They were embarrassed by having so many inviting styles to choose from. Nevertheless, the varieties, so far from having diminished, have steadily continued to increase, until a full assortment in a well-appointed shoe store presents a succession of objects of beauty, at which any tasteful person can gaze for hours with pleasure.

One conspicuous feature of the shoe industry is that it grew to great strength without nurture and flourished without stimulants. It has had no support or fostering care from legislation, nor have there ever been any combinations or organizations to infuse vitality into it. It became powerful wholly through the operation of natural causes. The contributors to its success have worked as effectually for the common interest as if they had been in concert from the beginning, although they have not been consciously co-operating with each other. Every one of them has simply evolved his own conceptions in his mind, and produced the best results obtainable therefrom. And with so many minds fixed intently on the same thought, it is not difficult to account for the multifariousness and diversity of the fabrics generated in such a fecund soil. Yet they are striking evidences of the prowess of the men whose gifted brains and cunning hands have wrought such vast quantities of shapely articles, alike indispensable in their utility and superlative in their attractiveness.

So much that is wonderful has happened in this age of industrial progress and scientific discovery that we naturally feel some hesitation in exalting the exploits of any one class of experts in mechanical art over others. Nor is it necessary to make any invidious distinctions. It is enough to say that the producers of shoes are entitled to a place in the front rank in the great utilitarian procession, the stately tread of whose triumphal march resounds all over this continent. They have made themselves a place among the artists of their time. They have succeeded in converting large quantities of the plainest materials into objects of beauty and of use. They have performed the doubly valuable function of ministering to the refined tastes of the populace and of adding largely to the aggregate wealth of the nation. Their masterpieces combine the merits of substance with the garniture of show. The satisfaction of looking at them is greatly enhanced by appreciation of their serviceability. They have a property value independently of, and in addition to, the interest they elicit because of their comeliness of appearance. And taking into consideration the immense quantities there are of them, of what an infinite variety of shapes and fashions there are, and how many phases of dissimilar mechanical ingenuity are represented by them, they invest with strong interest the great industry which they have brought to such a high degree of perfection.

The shoe industry has exercised a wholesome influence upon social life in New England. In the great shoe towns the communities are far above the average in culture and refinement. They have excellent schools, well-selected libraries, and all the concomitants essential for making the most of their opportunities for cultivating the graces of friendly intercourse and good neighborhood. They are valuable citi-

zens. They fully comprehend their responsibilities, and discharge them with conscientious fidelity. They display good taste in architecture and build fine houses; they lay out excellent roads; they establish parks and pleasure resorts; they contribute largely in numerous ways to each other's enjoyment. Being well-to-do and independent, their houses are pleasant and supplied with comforts and even with luxuries. They are peaceful, law-abiding, considerate of one another. They meet together and devise measures calculated to enhance the common happiness. They pay attention to the education of their children. They are diligent; they employ their time to good advantage. And notwithstanding their devotion to business, they have a thorough appreciation of pleasure and indulge in it on suitable occasions with genuine relish. There are so many of them and they possess such diversities of gifts that they are able to do a great deal towards their mutual entertainment and edification. They live in and for each other, and their associations and fellowship are in a very large degree potential in strengthening the ties which bind them together and bring them into closer unity and accord. Their intimacies have been productive of beneficent effects. It is because of them that the people of New England have such a faculty for self-government that their local affairs are so judiciously administered; that they conduct themselves with so much discretion and good sense; that there are rarely any disturbances or controversies among them; that they take an intelligent interest in all that is going on in the world, far and near, at home and abroad; that they are familiar with current and with classical literature; that they are constantly adding to their store of knowledge by judicious reading; that they enlarge their experiences of life by travel, at suitable times, in their own country and in foreign lands. They are always on the alert to gather up all the good things within their reach and turn them to the best account.

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.

The Acme Perfection
Display Fixtures

We desire to call the attention of merchants to the utility, beauty, durability and cheapness of the Acme Window Exhibiting Rack. It is unnecessary to point out the fact that the merchant who has a constantly varied and well-dressed show window is as well advertised, and much more cheaply advertised, than the storekeeper who spends large sums for newspaper space and does not give much attention to his show windows. Write the ACME MANUFACTURING CO., Battle Creek, Mich., for illustrated catalogue, showing display fixtures that would be very useful to you.

This is our "Gibraltar" Line

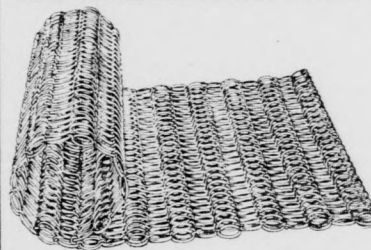
Solid as a Rock

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



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 Fos'er, Stevens & Co. and the mfrs. Write for prices.

THE DETROIT SAFE COMPANY,
67-85 East Fort Street, Detroit, 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

Fruits and Produce.

Reasons Why Fodder Cheese Should Not Be Made

Little Falls, N. Y., March 28—Will you kindly allow me to address the cheese manufacturers of Michigan on the advisability of putting off the opening of their cheese factories this spring, and to state that I advise such a course on their part, firmly believing that it will result in much better average prices for the season than if they make a lot of fodder cheese, which will have to be sold at a low price. I have just returned from a six weeks' trip to England, and during my sojourn there I visited many, and, in fact, may say nearly all the principal points of distribution of cheese. From a careful canvass and trustworthy estimates it appears that there is now about double the amount of cheese in dealers' hands that they usually have this season of the year. They claim that they have enough stock on hand to last them until June 1. I do not say that they will not buy new before that time, as they will undoubtedly take on some if offered at a low price; but that will result in their carrying a big stock of fine old cheese still later into the season, when they should be in the market for large quantities of fine grass cheese. This must result in very low prices, if we have an average make. I believe the only remedy is to curtail production until the consumptive demand takes the current make. This can only be accomplished by concerted plan on the part of the factorymen.

If you figure that your neighbor will not make any fodder cheese, that there will be a demand for a few, and that you will make to supply that demand, you can rest assured that your neighbor is arriving at the same conclusion and pursuing the same tactics. It will be much better in the end to have an understanding and fix the time to begin making, and stick to the agreement. Besides, if the present prices of butter and of well fattened calves hold, farmers will find an immediate gain by diverting their milk into those channels; and the value of their milk will be enhanced when made into cheese later in the season.

In advocating a late opening, I have no ax to grind, as I am carrying no cheese, but, on the contrary, a late opening is against my interests, inasmuch as it will give me just so much less stock to handle and necessarily make my season's business less than would an early opening of my usual line of factories.

I find that in many sections of England there exists a prejudice against "states" cheese and in favor of "Canadians," and I regret to say in most cases the same is well founded, as most of the Canadian cheese possesses better keeping qualities than state cheese. The principal fault of our cheese is that too much moisture is left in the curd when made. This comes from our makers sacrificing keeping qualities for the sake of getting a big yield. If we are going to compete successfully with Canadian cheese in the English markets we must pay more attention to keeping qualities and less to yield. Their demand is for a firm, close boring, rich curd, but one from which the moisture has been thoroughly expelled in the making; in other words, they want a curd as dry as it can be made and leave all the butter fat in. Of course, moisture adds weight to the cheese, and it takes more milk to make cheese suitable for the English market than for our home trade, which has become educated to use a loose-made, sloppy curd, full of moisture and which does not contain nearly as much nutriment as the cheese the English demand as one of their staple articles of food. If the consumers of cheese here at home could come to know that what they call cream in cheese is largely water, and if they only would get to using a make of cheese from which the water was properly expelled without sacrificing any of the cream, not eating the same until it was thoroughly cured, they would find the same much more palatable, nutritious

and digestible, and it would result in a larger home consumption and increased demand.

As to the size best for export, a cheese 14½ to 15 inches in diameter and 11 to 12 inches in height, weighing 70 to 75 pounds, seems to be the most desired. While various sections want different shades of color, the general demand is for a full color, if colored at all, but in all sections white cheese are growing more into favor each year. For example, the three principal ports of distribution in England are Liverpool, London and Bristol. Liverpool, which a few years ago took about equal quantities of white and colored, now takes three white to one colored. London formerly took nearly all colored, and now takes as many white as colored, while Bristol, which has grown very rapidly as a point of distribution in the cheese trade, demands nearly 90 per cent. of her supply uncolored.

The Canadians are putting forth every effort to supply the requirements of the English market. The states cheese has lost prestige in the last few years. Only by the utmost care and pains taken in making and catering to the foreign demand as to quality can we hope to retain the trade we now have.

C. W. RICHARDSON.

Evaporating Bananas in Nicaragua.

From the New York Commercial.

Millions of bunches of bananas, ripe and luscious, are allowed to rot in South and Central American countries, which, with proper management, would be a source of revenue to their owners. Two gentlemen of Rama, Nicaragua, William Edwards and Ed. Neubaus, hearing that the natives of the Samoan Islands dried bananas in the sun and shipped them abroad, determined to improve upon the idea, and thus the industry of evaporating bananas was inaugurated. It is in its infancy yet, but it bids fair to be of great importance.

Many interesting details are given in a letter sent by M. J. Clancy, United States Consular Agent at Bluefields, Nicaragua, in reply to a request for information sent by Valentine Brothers, of this city. This firm, besides being the buying agents for the Honduras Railway Company, own vast tracts of banana-producing land in Honduras.

The evaporating machines in use at present are improvised and home made. The bananas, thoroughly ripe, are peeled and put into an oven made from sheet iron, and are dried there. They remain there twenty-four or forty-eight hours. No one knows the temperature, as no thermometer is used. The necessity of having a proper machine for this evaporation designed and manufactured is emphasized by Mr. Clancy. Six pounds of bananas are required to make one pound of the evaporated fruit. The saccharine matter crystallizes while the fruit is in the oven and appears on the surface. The evaporated fruit is put up in five-pound wooden boxes.

The banana in this form is used by confectioners as the base in the manufacture of candied fruits, and it is considered excellent food for animals in public parks, as well as for home pets. The evaporated fruit has been introduced, in a small way, into Denmark, Norway, Sweden and Germany, as well as the United States, and all are said to be good markets. It is the intention of the pioneers in this industry to sell the prepared fruit to dealers at New Orleans or New York for 10 cents a pound gold in large quantities.

Consul Sorsby, writing from San Juan del Norte, adds to Mr. Clancy's statement the information that "if the demand for evaporated bananas should become general, the industry would embrace every banana district of Central and South America, Jamaica, Cuba, the West Indies, Hayti and other tropical and semi-tropical belts, and the sale of the machinery therefor would be enormous."

Experiments are also being made in the manufacture of banana flour. It is asserted that for cakes it excels the best buckwheat, and that it can be used also for bread or biscuit, while for dyspeptics it is highly recommended.

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.

BEANS AND POTATOES

CARLOTS ONLY.

MILLER & TEASDALE CO.,

ST. LOUIS,

MISSOURI.

BUTTER

of all grades bought at point of shipment.

R. HIRT, Jr.,

Produce Commission Merchant.

Market St., Detroit.

Promptness is the essence of our success.

We will buy your

Butter and Eggs for Cash

Correspond with us. We do not claim to be the oldest and largest commission house in the country, but in many respects one of the best.

HARRIS & FRUTCHEY, Detroit

SEEDS

The best are the cheapest and these we can always supply.

ALFRED J. BROWN SEED CO.

24 and 26 North Division Street,

Grand Rapids, Mich.

STRAWBERRIES

from the South will soon be cheap and within reach of everybody.

All Green Vegetables—Tomatoes, Green Onions, Radishes, Cucumbers, Spinach, etc. Oranges, Lemons, Bananas.

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

WM. SMITH

Manufacturer of

EGG CASES, FARMERS' CASES, EGG CASE FILLERS, ODORLESS FILLERS AND EXCELSIOR.

Capacity one carload a day. Prompt shipment on short notice. Will make any case desired. Write for price list. We compete with all other manufacturers.

EATON RAPIDS, MICH.

SEEDS

WE ARE IN POSITION TO FILL YOUR ORDERS FOR FIELD SEEDS BOTH IN QUALITY AND PRICE THAT SHOULD WARRANT YOU IN DEALING WITH US.

MOSELEY BROS.

26-28-30-32 OTTAWA ST. GRAND RAPIDS, MICH.

Jobbers-Seed-Beans-Potatoes-Produce

GOTHAM GOSSIP.

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

Special Correspondence.

New York, March 26--The demand for refined sugar has been moderate throughout the week, with no change in quotations, granulated closing at 5 1/2c. Offerings of raw have not been large and there has been a drop of 1/8c in prices. Late advices from European markets note a limited business and small fluctuations.

The same unsatisfactory conditions which have existed in the coffee market for a number of days continue. Out-of-town buyers are still pursuing a hand-to-mouth policy. No. 7 Rio is selling to-day at 5 1/2c. There has been some investment buying, as the result of better foreign cables. Mild coffees have ruled quiet, with Good Cucuta quoted at 8 3/4c and Padang Interior at 23 1/4 @ 30c, as to grade.

Only a very moderate line of business in tea has been transacted during the week. Buying has been only for immediate wants at unchanged figures. Invoice trading is dull.

Jobbers report an improvement in spices at full values. The general market has been fairly firm, with a moderate volume of business in Singapore black pepper. Cloves, nutmegs and ginger are quiet and unchanged.

Domestic grades of rice are quiet and the demand is slow. Prices, however, are firmly maintained. Southern markets are reported quiet and firm. Foreign grades are selling slowly, but there is a firm tone to the market, owing to stronger European advices.

Orders received here for molasses from out-of-town buyers have been few in number and the local demand is also quiet. Stocks in the hands of dealers are light and they are still not anxious to make sales at a concession. Good to prime New Orleans Centrifugal is held at 15 @ 33c; open kettle, good to prime, 27 @ 30c. Foreign advices note good demand and market strong. Offerings of syrups have also been light and the export trade has fallen off. Prime to fancy sugar syrups range from 17 @ 22c. Reports of damage to California fruits have had little influence on the market here. The higher grades of California raisins are scarce. Dates are cheap. Currants are quiet and steady. Nuts of all kinds are in buyers' favor, with no change in prices. The demand for evaporated apples is still fairly active and desirable grades are held firm at unchanged prices. Receipts of apples are moderate and there is no material change in the market. There is some enquiry for pineapples, but arrivals are light. Bananas are quiet and steady. Free offerings of poor quality California oranges have demoralized the spot market. Floridas are in light supply. Lemons are steady, with a moderate demand from both local and country buyers.

There is nothing new to report in the canned goods line. Few changes in prices have taken place and the demand for all sorts of fruits and vegetables is good. Oyster packing in Maryland is reported limited this season and prices of that article are likely to advance.

The butter market at this writing has a steady to firm tone, although not as active as early in the week. Offerings of strictly fancy are light. Best grades sell at 19 @ 19 1/2c. Imitation creamery is in light supply, with a fair enquiry.

Supplies of cheese are liberal and the market favors buyers. Fancy full cream, 8c for large and 8 1/4 @ 8 1/2c for small. Buyers for export have to pay 7 3/4 @ 7 1/2c.

Receipts of eggs have been large, amounting on Friday to 17,140 cases. The market closed firmer, with an upward tendency. Sales of nearby fancy, 11 1/2 @ 12c; Western fresh gathered, 10 1/4 @ 10 1/2c.

Decrease of Exports of Filled Cheese.

Washington, March 28--The Bureau of Animal Industry of the Agricultural Department has sent a reply to the State Department's enquiry in regard to

the statements made from English sources that filled cheese is being exported to England. The Bureau says: "From the beginning of the Nineteenth Century, exports of cheese from the United States increased year after year, with no fluctuation of consequence, and, as partly shown by the following table, until the maximum of 148,000,000 pounds was reached in 1881. This was more than half the total product of the country. Nearly all of these exports went to Great Britain, and the quality of the article steadily improved until cheese from the United States stood at the head in the English market.

"Beginning between 1881 and 1885, a change took place, and cheese exports from the United States to the United Kingdom decreased gradually for fifteen years. This decline was accounted for partly by a remarkably rapid growth in the cheese industry of Canada, fostered by extraordinary aid and encouragement on the part of the Dominion government, and partly, during the later years, by a loss of reputation sustained by United States cheese, owing to the exportation from this country, by unscrupulous dealers, of much low grade cheese and the adulterated or counterfeit article known as 'filled cheese.'

"The evil of unidentified filled cheese became so great, at home and abroad, that the Congress of the United States enacted a law in June, 1896, regulating the manufacture and sale of the article. This act is now so well enforced that the output of filled cheese has been greatly reduced. The product is well identified, and, although some is still exported, it leaves the ports of the United States under such form and markings that purchasers can not be deceived as to its true character. What becomes of it later, and how it is offered to consumers, are points beyond the control of the exporting country.

"The filled cheese frauds at home have been practically terminated, and the reputation of genuine cheese from the United States has been improving of late."

According to British official statistics, the imports of cheese into the United Kingdom from Canada and the United States were as follows during the calendar year of 1896: From Canada, 138,241,264 pounds, valued at \$12,600,822.32, or 9.12 cents per pound; from the United States, 65,092,944 pounds, valued at \$6,005,441.06, or 9.23 cents per pound, showing that the quality of the American cheese was superior to that of Canada.

Maintaining Home Harmony.

Mrs. Fairleigh--Does your husband ever compare your housekeeping to his mother's?

Mrs. Warwick--Not now. He used to, though.

Mrs. Fairleigh--How did you break him of it?

Mrs. Warwick--I compared his behavior to that of my first husband.

Advertisements are the powder and shot in the gun of business.

Egg Shippers Attention

The best packing for eggs is excelsior. Order direct from the manufacturers,

Bay City Excelsior Co., Bay City, Mich.

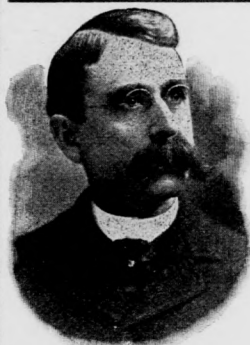
WANTED

To furnish Western dealers for their Eastern trade for season of 1898; cold storage in quantities to suit up to 15,000 cases of eggs and 30 cars butter; moderate rates and liberal advances to reliable parties; modernly equipped plant; mechanical refrigeration, with an improved system of perfectly dry circulation and change of air in rooms; intermittent and continuous circulation, also gravity system; these systems are the latest and best known in cold storage practices; our eggs are said to be the finest on the Philadelphia market this past season; fine distributing point; only 2 1/2 hours to Pittsburg, and quick transit by both Penn Central and B. & O. to New York, Philadelphia, Baltimore and Washington; we are authorized to purchase for our local customers 5,000 cases finely candled eggs for April and May deliveries; also several cars creamery butter; correspondence solicited. Address Hygeia Crystal Ice & Cold Storage Co., Uniontown, Pa.

When You Begin to See Anything Green

Think of Vinkemulder. When you need anything Green send your order to Vinkemulder. We have choice Dry Onions, Parsnips, Bagas, Carrots, Old and New Cabbage, White Beans, Pop Corn, Onion Sets, New Lettuce, Pie Plant, Green Onions, Spinach, Radishes, Vegetable Oysters, Oranges, Lemons and Bananas. Will bill at our lowest mail order prices.

The Vinkemulder Company, Grand Rapids, Mich.



ESTABLISHED 1893

T. L. BRUNDAGE,
WHOLESALE COMMISSION MERCHANT
54 and 56 Central Ave., Cleveland, Ohio.

Only Exclusive Butter and Egg House in the City

Want to correspond with those who have butter and eggs to ship. Can handle large quantities.

EARLY FRUITS AND VEGETABLES

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

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

C. N. Rapp & Co., Commission Merchants

56 West Market St., Buffalo, N. Y.

We solicit consignments of Butter, Eggs, Poultry, Beans and Produce generally, assuring prompt sales and immediate returns. We are a branch of the Grand Rapids house of the same name, which has been established eleven years. We refer Michigan shippers to the Fourth National Bank, Grand Rapids Savings Bank and Michigan Tradesman, all of which are familiar with our standing and acquainted with our methods and will cheerfully answer any enquiries which may be made in regard to us.



To Any Grocer

Creamery or Dairyman having a good rating in either Dun or Bradstreet we will send One Hundred Paraffined, Parchment-Lined Butter Packages on approval. They are light, strong and neat. Try them.

Michigan Package Co.,
OWOSSO, Mich.

PRINTING FOR PRODUCE DEALERS Tradesman Company
Grand Rapids.

A Case of the Greedy Dog.

Stroller in Grocery World.

Have you ever heard the story of the greedy dog who was carrying a bone in his mouth over a stream, and who, seeing his reflection in the water, thought he was looking at another bone, and grabbed for it, losing his own in the process? Probably you have; everybody has, and it has just as much point in it to-day as it had probably centuries ago, when it was first born.

There's a grocer over in North Jersey who has been carrying a good big bone in his mouth, but who is at present in the act of grabbing at another shadowy one. He hasn't entirely lost his own yet, but it's halfway out of his mouth, and will probably go entirely if he doesn't mend his ways.

This grocer does, or did, a good business. I suppose his trade aggregated \$40,000 a year, and as he got good prices for everything he sold, being in a rather exclusive territory, I suppose he averaged at least 12½ or 15 per cent. profit. The business is one which Smith, as I'll call him, built up himself and was a mighty good thing. It netted him a comfortable income, he lived in a handsome house, and enjoyed life. And yet in face of all this, if that man don't change his tactics, his nice business will be gone and wasted inside of two years, probably in one year, for he has live competitors.

Smith is following a will o' the wisp. He's completely under the spell of the Klondike fever. Not that he'll ever go there; I don't believe he will; don't believe, in fact, that he has any intention of going there, but the subject has about it the fascinating glitter of gold, and Smith is hypnotized by it.

When the Klondike fever first became epidemic, Smith succumbed, and he's been under its spell ever since. He reads every line of matter he can get about the gold fields, neglecting practically everything else in the daily paper, and he knows more about the lay of the land up there than any other man I ever met. Mention any of the camping stations or passes, or whatever you call 'em, and Smith will sit down and tell you all about them. He knows where the most gold has been found, what it assays to the ton, and every thing else about it. One day when I was in his place I happened to mention a display of nuggets that some market street (Philadelphia) store had in its window, and I'll be slapped if he didn't go down to Philadelphia the next day for nothing but to see them.

Smith never in the world expects to go to Klondike. I'm not sure that he wants to go. He simply likes to talk about the thing. The stories of the poor clerks and men who had been failures in the States going up there and coming back with a big pile dazzle him. They make his own business, good and solid and remunerative as it was, seem humdrum. It looks slow, don't you see, to make only \$3,000 or \$4,000 in a whole year, when up in Klondike you're liable to turn up a nugget worth that any minute.

The result of this is that Smith is neglecting his business—badly. He thinks, talks, and probably dreams, of nothing else but gold. It's obscuring his eyes so he can't see his store, and the store, being left to itself, is slipping gradually away from him. Did you ever see a business that wouldn't play when the cat was away?

Smith's competitors are shrewd fellows, and they are taking advantage of his absence of mind by sending salesmen into his territory. I'm told they have found that the time was ripe, because these salesmen found dissatisfaction rife. Mr. Smith hadn't done this, or that, or the other, and the people didn't like it. One of these salesmen—a bright fellow—told me this himself. And in view of it the other grocers have had very little trouble in getting their books in. And the getting of their books in means the getting of Smith's out.

The quickest thing which a grocer's customers size up and feel aggrieved over is inattention or indifference. They'll forgive errors if the grocer shows that he feels them of sufficient

importance to hurry up and scurry around attending to them. So when Smith, by pure lack of interest or attention, delays the delivery of this customer's order, or that one's, dissatisfaction waxes and flourishes like a green bay tree.

That is exactly the condition of Smith's business at present. He is inattentive, doesn't pay the attention either to his customers or to his buying that he used to, and in consequence both suffer. And when you neglect both the buying and selling ends of a business, how long do you think it's going to run itself?

It just shows what a fool a man can be! Here's Smith, with a sure thing—no nugget business, but the certainty of a steady income probably as long as he lives, or as long as he attends to it. And it's a good income, too. And yet, for the glitter of gold 10,000 miles away, he's wasting what he has, and will end up, just as sure as I'm alive, a penniless man, if he doesn't stop it.

It's a hard thing to talk to an intelligent man about such things as this. Yet I did my best to make him understand his danger, without telling him so in so many words, but I failed—failed utterly. You couldn't get him to talk about his business at all. The minute I'd bring it up he'd switch the conversation off by asking me whether I'd heard of this or that big strike, and finally I gave it up.

If Smith only knows it, he's drifting toward Niagara, and he's pretty near the rapids.

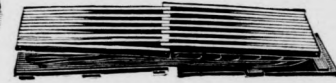
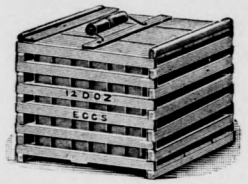
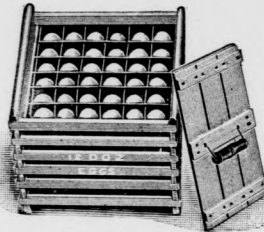
Some of the Products of Java.

Away off in the Indian Ocean, the little continent called by the natives Djawa, supports twenty-four millions of people within the area of New York State. It is the most densely packed population in the world, except possibly Belgium, which has 540 people to the square mile, Holland has 350, and the most crowded portion of Massachusetts has about 300. The Javanese are little known except as producers of coffee and quinine, and Sumatra is famous for its inferior but indispensable tobacco. The Dutch rule as conservatively here as in the Transvaal, their methods remain primitive, their discipline is severe to brutality and their attitude to tourists, whether on business or pleasure, is that of suspicion. When the Dutch first worked Java they for many years secured a minimum profit of 300 per cent. by destroying plantations to limit the production of spices. From 1811 to 1816 Sir Stamford Raffles introduced a more enlightened rule, native chiefs were given great estates, peasant ownership was encouraged, ports were made free to all nations and a system of justice was established. When the country was ceded back to Holland at the close of the Napoleonic wars, the Dutch reverted to the main lines of their harsher land system, exacting one-fifth of produce as rent, and forced the peasants to plant one-fifth of the land in crops to be sold to the government at fixed prices, the peasant giving one day's labor in seven. Revenue dwindled seriously, until the "culture system" was established in 1830, by which the government backs the native in developing the land's resources, of course on highly advantageous terms to Holland. This opened a fine field for sons of wealthy Dutchmen to settle as planters, and has resulted in a vast increase of trade in sugar, tea, indigo, quinine, tin, salt and opium, the last two being close government monopolies. Although the cinchona tree was only introduced in 1850, no less than one half of the world's supply of quinine is grown in Java. Of late years the Dutch have found it pays, in more ways than one, to treat their subject natives more humanely than in the old days. The culture system has worked wonders and the reign of monopoly and selfish coercion is approaching its end in Java as in another fair island or two.

It is a good idea to become acquainted with your customers so as to be able to greet them by name when they enter your store.

The "Humpty Dumpty"

Folding
Egg
Crate



No Broken Eggs! No Time Wasted! No Disputed Count! A convenient Farmers' Crate. The best and cheapest egg carrier in the United States. A first-class advertising novelty. Made in sizes to hold 6 and 12 dozen. We will print your "ad" neatly on covers in lots of five dozen or more, free of charge. Write us for prices.

Pat. Feb. 20, '94.

CUMMER MFG. CO., Cadillac, Mich.

Eggs

Eggs

W. R. Brice.

C. M. Drake.

Established in Philadelphia 1852.

Eggs

We are in the market for large quantities of Fine, Fresh, Selected Eggs delivered on board cars your station. Write for prices.

W. R. Brice & Co.,

9 and 11 N. Ionia St.,
Grand Rapids, Mich.

REFERENCES:

Corn Exchange National Bank, Philadelphia.
Western National Bank, Philadelphia.
W. D. Hayes, Cashier Hastings National Bank,
Hastings, Mich.
Fourth National Bank, Grand Rapids, Mich.
D. C. Oakes, Coopersville, Mich.
E. A. Stowe, Michigan Tradesman.

Eggs

Eggs

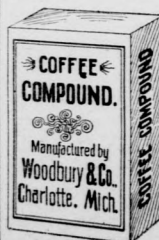
Detroit Commission and Manufacturing Co.

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. **Malt Coffee, Cereals, Koffee Aid.**

Specialties in **GROCERS' SUNDRIES.** Produce and Fruit of all Kinds. Flour, Feed, Baled Hay and Straw. **Butter and Eggs** a specialty.

Telephone, New, 1312.

27 Farmer Street, Detroit, Mich.



RICH DRINK

of choice coffee with palatable cereals and other wholesome ingredients. Far superior to all "cereal" drinks. 12 prizes in each and every pound package. Retail for 13c a package, affording retailer big profit. Pleases customers. Order trial case and see how quickly it sells.

WOODBURY & CO., MFGRS.
CHARLOTTE, MICH.

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.

Efficient Work of the Ladies' Auxiliary.

Detroit, March 28—Post C held its regular business meeting Saturday evening.

Chairman Howeran, of the Cake Walk Committee, made a report which fired the boys with the same enthusiasm that the genial Mike carries around with him, and the result is, Detroit is goin' to have a cake wa'k, 'sho's yo bon' and under the auspices of Post C, and in the near future, too!

Chairman Walsh appointed a committee of the whole to meet, subject to the call of the Secretary. The details are well under way and about the latter part of April, just watch our smoke.

As no business of importance was on hand, an early adjournment was voted, as the Ladies' Auxiliary had taken entire possession of our hall (our business session was held in the anteroom) and we were anxious to see what they had in store for us. Now, I want to say a word right here about our ladies' auxiliary. They are hustlers in every sense of the word, and pull together like a matched team. It was hinted to them when appointed that the Post's funds were low. They took the hint and gave us the most novel and, from a financial standpoint the most successful, entertainment in the Post's history.

Whatever magic spell they cast over their victims is not known, but we do know that a vote of thanks is due and heartily given to the following, for their cheerful donations:

- W. J. Gould & Co., 5 pounds Java coffee.
- Lee & Cady, bag of oranges.
- H. & I. Marks, a box of cigars.
- John McLean, a box of cigars.
- San Telmo Cigar Co., a box of cigars.
- E. J. Harris, a bottle of wine.
- G. S. Valmore, several rolls cotton bands and several pairs dress stays.
- E. Van Nostitz, 5 dozen buttonhole bouquets.
- P. T. Walsh, can smoking tobacco.
- Brerth's Restaurant, bag of loaf sugar.
- F. Traver, basket of fruit.
- R. H. Traver, loan of uniform caps.
- Miss Van Nostitz and Mrs. Flowers, music for dancing.
- J. C. Goss, loan of canvas.
- Geo. Gorman, pair of slippers.
- Michigan Central Railroad officials, lanterns, etc.
- Mrs. C. W. Allen, a prize cake (a beauty).

Ladies of the Post, all the provisions needed.

With the above equipments, they laid their plans, perfected their arrangements and then made a raid on our purses, and to-day Post C is richer by \$31 than it was on Saturday morning.

We came! We saw! We conquered! will well apply to the Ladies' Auxiliary of Post C. But as I will want to tell you about the cake walk next month, I fear I am taking too much space.

H. Y. KENYON, Sec'y.

Movements of Lake Superior Travelers

Arthur McMillan has severed his connection with the Ferguson, Hardware Co. (Soo) and will represent the Johnson Electrical Supply Co. (Milwaukee),

with headquarters at Kalamazoo. Mack is all right and success to him.

W. E. Conroy (Foster, Munger Co.) is doing the Upper Peninsula this week. "Con" is an old hardware man; worked for P. M. Church (Soo) eight or nine years ago, and was Lake Superior representative of Freeman, Delemater & Co. for a short time in 1890.

George Walz, formerly with the Ferguson Hardware Co. (Soo), has accepted a position with Buhl, Sons & Co., at Menominee.

W. F. Mitchell is now with the Soo Hardware Co., taking the position vacated by J. H. Zealand.

E. E. Emmons is representing the Geo. Worthington Co. (Cleveland) in the Copper Country. Mr. Emmons has a few other specialties.

Al Lighton (W. F. Dermot Co., Trout Creek) has organized a base ball team for 1898 which promise to clean out all visiting clubs. We don't know how they will fare when away from Trout Creek.

Late additions to the membership of the Lake Superior Commercial Travelers' Club are: Roscoe C. Bradley, Newberry; Charles Wenzel, St. Ignace; J. H. Scott, De Pere, Wis.; Frank D. Schwartz, Marinette, Wis.

The Grocery Market.

Sugar—There is an improved demand for refined grades and the refiners have improved the opportunity by making two advances so far this week. Buyers are generally of the opinion that still higher prices will rule.

Teas—The greater part of the import orders have already been placed, and at figures that are about equal to the opening prices of last year. There is a tendency to avoid ordering the higher-priced Japan teas, that is, such as must sell to the retailer at more than 30 cents. One wholesaler of this city expresses the belief that the day of high-priced Japan teas in this country is about over. Moreover there will be not much of the very low grade tea handled in this country this year because of the operation of the inspection laws. The result will be to bring the price of the medium and best grades of Japan teas nearer together. There will be but little tea this year sold to jobbers under 14 cents, and the same grades of teas that sold at this figure last year will probably cost about 1/2¢ more this year.

Dried Fruits—Prunes are not strong, in spite of the reports of a cleaned-up coast, and frosts on the coming prune crop. Peaches are also weak, there being a considerable stock yet unsold on the coast. Apricots are said to have been affected by the reported heavy frost on the coast. As these frost reports are annual, and are rarely as destructive as at first reported, this report is not given full credence in buying circles. There are still a good many second and rain-damaged raisins in the market, which are being hurried off as fast as possible to avoid further damage by reason of hot weather. This is making the raisin market rather easy in all grades. There has been a drop in raspberries, which makes them lower in price than they have been for eight years. Blackberries are high, but are moving but slowly because of the very low price of raspberries. The demand for foreign dried fruits is confined in large part to the call for currants, but the movement of these is not very large.

Molasses—Medium grades are selling fairly well at full quoted rates. At New Orleans stocks are light and strictly desirable grades are held firmly at top prices.

The moral support of a man without morals is not a strong pull.

Equality Not the Creation of the Sugar Trust.

Pentwater, March 28—Referring to the article in the Michigan Tradesman of March 22, "Wherein Hoyt Errs in Judgment," kindly explain why it is not the duty of any patriotic citizen of this country to bother a trust at every opportunity. It seems that Hoyt was compelled at one time to obey the commands of the sugar trust. If he can now throw off the fetters, he should do so, and all other wholesale grocers should buy their sugar from some other house than the sugar trust.

At the United States Senate investigation of trusts in New York, some two years ago, Mr. Searls, the Secretary of the sugar trust, testified that it cost to produce barreled granulated sugar, f. o. b. New York, 3 cents per pound, and the trust was then getting 4 cents per pound for such sugar f. o. b. New York. There is no question but the stockholders of the sugar trust buy the raw sugar at low prices and sell such raw sugar to the trust at fictitious high prices. Refined granulated sugar is sold in New Orleans—1,000 miles from the New York refinery—at 50 cents per 100 pounds less than the same kind of sugar is sold at the refinery in New York. Doubtless the stockholders wish to get some cheap raw sugar to sell to the sugar trust.

"The greatest good for the greatest number" will eventually be, "The greatest good for the retail grocer." The equality plan is not for the good of the consumer. The sugar trust is evidently not satisfied with nearly doubling its money on every pound of sugar sold, as every barrel of sugar we get is shy four to five pounds.

S. E. RUSSELL & Co.

The Tradesman has no love for the sugar trust, as every reader of the Tradesman will testify. Its existence is a curse to the country and a menace to our free institutions. This is the position taken by the Tradesman on the organization of the trust and this position has been consistently maintained ever since. The Tradesman is the only trade journal in the country which exposed the practice of the trust in putting up refined sugars short weight. As the result of such exposures, a representative of the American Sugar Refining Co. visited Grand Rapids with a letter of introduction from President Havemeyer and spent a day investigating the charges made by the Tradesman. It was currently reported that, if the charges were found to be false, legal proceedings would be taken against the Tradesman, but careful investigation disclosed the fact that the charges were sustained and more recent investigation leads to the belief that the trust has reformed its methods and is now putting up its sugars full weight.

Mr. Russell is evidently harboring the delusion that the equality plan was created and foisted on the trade by the trust. Such is not a fact. Equality originated with the wholesale grocery trade—being first suggested by the Western wholesale grocers, if the Tradesman remembers rightly—and it took several months to induce the trust to put it into execution; in fact, it was adopted by the trust only after the most aggressive measures were resorted to by the wholesale trade. The trust has never been in sympathy with equality, because it is utterly devoid of the element of monopoly, and it is hinted that the action of Wm. M. Hoyt & Co., in withdrawing from equality, is inspired by the trust in the hope of breaking up equality in the West. Fortunately the Hoyt house is such a small concern, compared with a half dozen other wholesale grocery establishments at the Chicago market, that any action it may

take cuts very little figure, one way or the other.

Equality soon found friends among the retail trade and is now very generally regarded as quite as advantageous to the retailer as it is to the wholesaler. It has been commended by the Grand Rapids Retail Grocers' Association, the Michigan Retail Grocers' Association and the Illinois Retail Grocers' Association and is everywhere conceded to be the best help the small dealer has in his effort to compete with the large dealer and the department store. The fact that the department store people condemn equality and are bending every energy to bring about its abandonment is pretty good evidence that the system is an advantageous one for the small dealer.

Myron A. Fish, formerly engaged in the furniture and hardware business at Jamestown, N. Y., has engaged to travel for the Towner Hardware Co., of Muskegon, the engagement to date from May 1.

C. L. Comey has been engaged as city salesman for the Clark-Rutka-Jewell Co.

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 Library in connection. State Line Telephone.

Chas. E. Whitney, Prop., Plainwell, Mich.

Hoskins & Company

COMMISSION BROKERS.

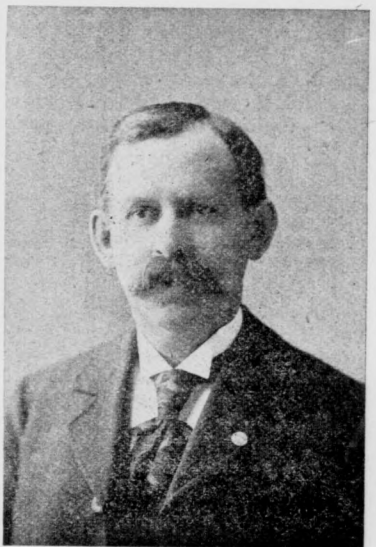
GRAIN, PROVISIONS and STOCK

176 Griswold Street, Detroit, Mich.

Hodges Building.

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.

Term expires
 F. W. R. PERRY, Detroit - 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 HELM, Saginaw - Dec. 31, 1902

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

Examination Sessions.

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.

The "Alkaloids" of Cod-Liver Oil.

Of late years there have appeared in the journals a number of articles concerning the so-called "alkaloids" or "active principles" of cod-liver oil, and discussing whether these chemical compounds represent the wonderful virtue possessed by the oil itself. Conflicting views have naturally been expressed, since there must always be two sides to every new question; and experiments on the part of chemists and therapists have resulted. But it would seem to us that there is one phase of the subject which renders experimentation almost unnecessary, and that is this: Cod-liver oil must be regarded simply as a food, and one of such great and peculiar efficiency that it deserves to be classed as a therapeutic agent by virtue thereof.

As is well known, a certain amount of fatty material is a necessity to the organism when performing its regular functions. Under ordinary conditions it matters little in what form this oleaginous material is supplied to the digestive organs, which can generally insure its preparation and absorption. But it frequently happens that under the conditions supervening in cases of inanition, phthisis, strumous skin diseases, or disorders referable to exhaustion or debility of the nervous centers, the assimilative organs are unable to supply the fat required to carry on properly the vital functions, much less make good the loss which has already occurred. Under these circumstances we have in cod-liver oil a food which can in many instances, unfortunately not in all, be assimilated in full measure. This is the whole secret of its surpassing excellence. By virtue of chemical constitution it yields itself to the manipulation of the enfeebled organs of assimilation with peculiar readiness, and but little change is necessary to adapt it to its function. Otherwise, butter, cream or olive oil would be just as suitable, and would perhaps be preferable on the score of attractiveness.

When the oil is assimilated, there follow the results so much desired, namely, facilitation of the digestive processes, increase in body weight and in the proportion of red blood-corpuscles, and a stimulation of healthy cell-formation throughout the tissues. To sum up the whole matter in a few words, it may be said that the oil sustains the organism until it is able to renew its functions and to rebuild the shattered structure.

In performing the role above outlined for cod-liver oil, we can not see that there is any need for the intervention of an active principle; the evident

necessity is not for some minute substance which by its presence will stimulate the process of elimination; instead, the demand is for food. The special food value of the oil is attested by the fact that, of the hundreds of substitutes which the past has brought forth, many of them oils of fatty combinations of every conceivable variety, not one has survived the practical test, and cod-liver oil is consumed in greater quantities than ever before.

Now, as to the so-called alkaloids. The oil from which the alkaloids are extracted, and which the advocates of the active principle theory claim to be most efficient, upon which, say they, the reputation of cod-liver oil was founded before the advent of improved methods, is collected by allowing the livers to lie exposed until by decomposition of the hepatic tissues the oil is allowed to exude. It is well known that liver tissue is a most inviting field for bacterial growth; how, then, can any sane man convince himself that bacterial decomposition of the albuminous matter, with the formation of ptomaines, will not supervene during the time required for the breaking down of the oil cells?

Furthermore, if the active principles are present in the livers when taken from the fish, why are they not present in the oil which is extracted by immediate manipulation before decomposition sets in? Yet we have the evidence of the advocates of the "active principles" as our authority for the statement that these alkaloids do not occur in the light oil made by the improved processes, but that the dark oil procured by decomposition processes is rich in them. Is it not reasonable to expect both oils to take these alkaloids in solution?

Again, a noted advocate of the alkaloid theory states that the reputation of cod-liver oil was made several hundred years before the advent of the "steam-process," etc.; arguing further that this oil made by the decomposition process owed its virtue to the alkaloids it contained. He further admits that the oil made by the improved process in use since 1853 does not contain these alkaloids. If this be so, what shall we say of this improved oil made since 1853 and which has for nearly a lifetime practically superseded the oil made by the old process? Has it proved the less efficacious? Do not physicians get just as good results as before? Has anything been found to supersede it? Is it not a fact well known to all physicians that where there were half a dozen patients who could stomach the old oil, there are now twenty who can take the new with comfort? If the alkaloids impart to cod-liver oil all its value, why is a new oil, which contains none of them, so invaluable?

JOHN M. FRANCIS.

Castoria Not a Trade Mark.

The United States Court of Appeals has affirmed the decision of the United States Court of North Nebraska that "Castoria," being the descriptive name of an article on which the patent has expired, can not be appropriated as a trade-mark. This is an absolute victory for the "Pitcher's" people, who maintained their right to use the word in designating their product, but who for such use were in 1896 sued by the Centaur Company.

You may count on newspaper advertising as the best aid to count profits.

The man who doesn't want a big business shouldn't advertise a little one.

Are Business Assignments Necessary?

It has been the experience of a vast number of manufacturers and jobbers who are selling their goods largely on credit that when a customer who is strictly honest, desiring to pay his debts in full, becomes discouraged from the stress of hard times, or from being pressed for payment on accounts a little overdue, and acting from a desire to serve all alike, makes a general assignment without preferences, he takes a step which in many cases is entirely unnecessary. It is one that results only in a sacrifice of the debtor's business, and the payment of a very small percentage of his debts. While an assignment under the circumstances named is strictly legal and not subject to severe criticism, from a moral point of view, yet it has come to be regarded among large givers of credit as generally injudicious. It certainly is not the plan that is the best for paying debts.

Upon the assumption that the debtor is honest, and has no desire to give preferences, but wishes his estate to be used in paying, pro rata, assignment proceedings should be avoided in every possible case. The great objections to an assignment are that thereby the debtor delivers his business over to be managed by an outsider, who can not obtain the good results that the owner can secure. The assignee is obliged to close up the business by forced sales, that rarely bring more than a small percentage of its value. As a final result the owner loses his business and sees his assets greatly reduced, with only a very small amount of his debts actually paid.

This question then naturally arises: Are assignments really necessary, and if they are not necessary, how can they be avoided?

As the world has grown older, there has been an improvement in business practice and in business ideas, as well as in many other directions. There has come to prevail a kindlier feeling for the honest debtor upon the part of the creditor than prevailed in earlier days. At present harsh plans of collecting and peremptory demands for the settlement of obligations are not the methods most in favor with jobbers and manufacturers. Instead, there is manifest in active business practice much more of the spirit of the Golden Rule.

In cases of business embarrassment the first step upon the part of the debtor should be a conference with all his creditors, at which a complete and honest statement of his condition is submitted. Business men engaged in large transactions are, in a great majority of cases, fair-minded men. Where a debtor presents a truthful statement of his embarrassment, it is their inclination, in nine cases out of ten, to at once make some satisfactory arrangement with him, either in the form of an extension or a compromise. Thereby the debtor's business is saved him, and a much

larger proportion of his indebtedness is paid than would follow from a general assignment.

A customer saved is worth much more to a creditor than a failed or ruined customer, even although in the latter case the same amount of debt has been liquidated. Every credit man, therefore, will put forth every effort to save an honest debtor, even although the first result may be a loss to his house. If these conclusions are correct, then it is excellent counsel to give an embarrassed business man to promptly consult with his creditors, taking this step before making a general assignment or giving a chattel mortgage.

D. C. DELAMATER.

The Drug Market.

Opium—The market is quiet, due to lack of information from primary markets. Prices are unchanged.

Morphine—Is in good demand at unchanged prices. The looked-for advance has not yet been noted.

Quinine—The market is quiet and no change of price is expected before Thursday next, on which date the bark sale will take place in Amsterdam. It is believed on the other side that bark will sell at an advance, in which case quinine will be advanced.

Spermaceti—Owing to light demand, the price has declined.

Sassafras Bark—Is in better supply and lower in price. Crushed soap bark is believed to be cheap at present prices and an advance is looked for when the summer demand starts in.

Essential Oils—There are no changes to note. Peppermint is in full supply and easy.

Linseed Oil—Is active at unchanged prices. The demand is good.

To Lessen the Free Dispensary Abuses.

The State Board of Charities of New York has caused to be introduced in the State Legislature a bill designed to prevent in large measure the patronizing of free dispensaries by people able to pay for medical treatment. In support of its movement, the Board has gathered statistics which lead it to declare that more than 50 per cent. of the people of New York City are practically receiving free medical attention!

Failure is sometimes more profitable than success, because we don't waste any time bragging about it.

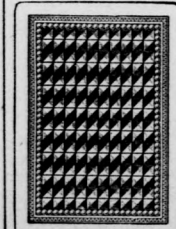
Cutler's Carbolate of Iodine Pocket Inhaler
 IS GUARANTEED TO CURE CATARRH
 All druggists \$1.
 W. H. SMITH & CO., Props., Buffalo, N. Y.

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.

Table of wholesale prices for various goods. Columns include item names (e.g., Aceticum, Benzoinum, Boracic), quantities, and prices. Sub-sections include Acidum, Ammonia, Aniline, Bacca, Balsamum, Cortex, Extractum, Ferru, Flora, Folia, Gummi, Semen, Spiritu, Sponges, Syrups, Tinctorum, and Tinctures.

Table of wholesale prices for various goods. Columns include item names (e.g., Morphia, Sinapis, Soda, Strychnia), quantities, and prices. Sub-sections include Tinctorum, Tinctures, and Oils.



CIGAR DEPARTMENT

We have added the following Cigars and solicit a trial order

Wedding Boquet

A superb ten cent cigar in three sizes
Conchas at \$55.00
Puritanos at 60.00
Perfecto at 65.00

A handsome cigar lighter and advertising with each 500.



The Dollar

The best 5 cent cigar on the market at \$35.00
One box of 25 cigars free with each purchase of 250.

The Challenge

A good 5 cent cigar at \$33.00
One box of 25 cigars free with each purchase of 250.

The Fumado

Equal to any cigar on the market for the price at \$30.00
Send us a sample order.

Hazeltine & Perkins Drug Co.
Grand Rapids, Mich



GROCERY PRICE CURRENT.

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

AXLE GREASE.	
Aurora.....	doz. gross 55 6 00
Castor O.....	doz. gross 60 7 00
Diamond.....	doz. gross 50 4 00
Frazier's.....	doz. gross 75 9 00
IXL Golden, tin boxes	75 9 00
Flca, tin boxes.....	75 9 00
Paragon.....	doz. gross 55 6 00
BAKING POWDER.	
Absolute.	
1 lb cans doz.....	45
1 lb cans doz.....	85
1 lb cans doz.....	1 50
Acme.	
1 lb cans 3 doz.....	45
1 lb cans 3 doz.....	75
1 lb cans 1 doz.....	1 00
Bulk.....	10
Arctic.	
6 oz. Eng. Tumblers.....	85
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 4 doz case.....	90
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	
Small, 3 doz.....	40
Large, 2 doz.....	75
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.....	70
Fancy Whisk.....	80
Warehouse.....	2 25
CANDLES.	
8s.....	7
16s.....	8
Paraffine.....	8
CANNED GOODS.	
Mantowoc 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, pints.....	2 00
Columbia, 1/2 pints.....	1 25
CHEESE	
Acme.....	@ 11
Amboy.....	@ 11
Byron.....	@ 11 1/2
Elsie.....	@ 12
Emblem.....	@ 11
Gem.....	@ 11
Gold Medal.....	@ 11
Ideal.....	@ 11
Jersey.....	@ 11
Lenawee.....	@ 11
Riverside.....	@ 11
Springdale.....	@ 11 1/2
Brick.....	@ 12 1/2
Edam.....	@ 75
Leiden.....	@ 18
Limbarger.....	@ 10
Pineapple.....	@ 43
Sap Sago.....	@ 18
Chicory.	
Bulk.....	5
Red.....	7
CHOCOLATE.	
German Sweet.....	23
Premium.....	34
Breakfast Cocoa.....	45

CLOTHES LINES.	
Cotton, 40 ft, per doz.....	1 00
Cotton, 50 ft, per doz.....	1 20
Cotton, 60 ft, per doz.....	1 40
Cotton, 70 ft, per doz.....	1 60
Cotton, 80 ft, per doz.....	1 80
Jute, 60 ft, per doz.....	80
Jute, 72 ft, per doz.....	95
COCOA SHELLS.	
20 lb bags.....	2 1/2
Less quantity.....	3
Pound packages.....	4
CREAM TARTAR.	
5 and 10 lb. wooden boxes.....	30-35
COFFEE.	
Green.	
Rio.	
Fair.....	10
Good.....	12
Prime.....	13
Golden.....	14
Peaberry.....	15
Santos.	
Fair.....	14
Good.....	15
Prime.....	16
Golden.....	17
Peaberry.....	17
Mexican and Guatemala.	
Fair.....	16
Good.....	17
Fancy.....	18
Maracaibo.	
Prime.....	20
Milled.....	21
Java.	
Interior.....	20
Private Growth.....	22
Mandehling.....	24
Mocha.	
Imitation.....	22
Arabian.....	24
Roasted.	
Clark-Jewell-Wells Co.'s Brands	
Fifth Avenue.....	28
Jewell's Arabian Mocha.....	28
Wells' Mocha and Java.....	24
Wells' Perfection Java.....	24
Sancalbo.....	22
Breakfast Blend.....	18
Valley City Maracaibo.....	18 1/2
Ideal Blend.....	14
Leader Blend.....	12
Package.	
Below are given New York prices on package coffees, 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 weight of package, also 1/4c a pound. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases.	
Arbuckle.....	9 50
Jersey.....	9 50
McLaughlin's XXXX.....	9 50
Extract.	
Valley City 1/4 gross.....	75
Felix 1/4 gross.....	1 15
Hummel's foil 1/4 gross.....	1 25
Hummel's tin 1/4 gross.....	1 43
CLOTHES PINS.	
5 gross boxes.....	40
COUGH DROPS.	
C. B. Brand.....	1 00
40 5 cent packages.....	1 00
CONDENSED MILK.	
Gall Borden Eagle.....	6 75
Crown.....	6 25
Daisy.....	5 75
Champion.....	4 50
Magnolia.....	4 25
Challenge.....	3 75
Dime.....	3 35
COUPON BOOKS.	
1 TRADESMAN CREDIT COUPON	
5 TRADESMAN 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 1/2
Georges genuine.....	@ 6
Georges selected.....	@ 6
Strips or bricks.....	6 @ 9
Halibut.	
Chunks.....	9 1/2
Strips.....	8 1/2
Herring.	
Holland white hoops, bbl.....	10 25
Holland white hoop 1/4 bbl.....	5 50
Holland white hoop, keg.....	75
Holland white hoop mchs.....	35
Norwegian.....	11 00
Round 100 lbs.....	2 75
Round 40 lbs.....	1 30
Scaled.....	13
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.....	6 10
No. 1 10 lbs.....	1 60
No. 1 8 lbs.....	1 30
No. 2 100 lbs.....	9 50
No. 2 40 lbs.....	4 00
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
Whitfish.	
No. 1 No. 2 Fam.....	
100 lbs.....	6 75 5 75 2 75
40 lbs.....	3 00 2 60 1 40
10 lbs.....	83 73 43
5 lbs.....	68 61 34
FLAVORING EXTRACTS.	
Jennings'.	
D. C. Vanilla.....	D. C. Lemon.....
2 oz.....	1 20
3 oz.....	1 50
4 oz.....	2 00
6 oz.....	3 30
No. 8.....	4 00
No. 10.....	6 00
No. 2 T. 1 25.....	No. 2 T. 80.....
No. 3 T. 2 00.....	No. 3 T. 1 25.....
No. 4 T. 2 40.....	No. 4 T. 1 50.....
Souders'.	
Oval bottle, with corkscrew.	
Best in the world for the money.	
Regular Grade Lemon.....	doz 2 02
Regular Vanilla.....	doz 2 02
XX Grade Lemon.....	doz 2 02
XX Grade Vanilla.....	doz 2 02
GUNS.	
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
LYE.	
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
PATCHES.	
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-barrel 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 71
Clay, T. D. full count.....	85
Cob, No. 3.....	85
POTASH.	
48 cans in case.....	4 00
Babbitt's.....	3 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 1/2
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 3-lb boxes.....	1 50
Table, barrels, 100 3 lb bags.....	2 75
Table, barrels, 40 7 lb bags.....	2 40
Butter, barrels, 280 lb bbls.....	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 90
60 5-lb sacks.....	1 75
28 10-lb sacks.....	1 60
Worcester.	
50 4 lb. cartons.....	3 25
115 2 1/2 lb. sacks.....	4 00
80 5 lb. sacks.....	3 75
25 14 lb. sacks.....	3 50
30 10 lb. sacks.....	3 50
28 lb. linen sacks.....	32
56 lb. linen sacks.....	60
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

SAL SODA.	
Granulated, bbls.....	75
Granulated, 100 lb cases.....	90
Lump, bbls.....	75
Lump, 145 lb kegs.....	85
SEEDS.	
Anise.....	9
Canary, Smyrna.....	3
Caraway.....	8
Cardamon, Malabar.....	60
Celery.....	11
Hemp, Russian.....	3 1/2
Mixed Bird.....	4 1/2
Mustard, white.....	5
Poppy.....	10
Rape.....	4 1/2
Cuttle Bone.....	20
SNUFF.	
Scotch, in bladders.....	37
Maccaboy, in jars.....	35
French Rappee, in jars.....	43
SOAP.	
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.....	2 66
Dome.....	2 75
Cabinet.....	2 20
Savon.....	2 50
Dusky Diamond, 50 6 oz.....	2 10
Dusky Diamond, 50 8 oz.....	3 00
Blue India, 100 1/2 lb.....	3 00
Kirkoline.....	3 50
Eos.....	2 50
Schulte Soap Co.'s Brand.	
GLYDESDALE	
100 cakes, 75 lbs.....	
Single box.....	2 80
5 box lots.....	2 75
10 box lots.....	2 70
25 box lots.....	2 60
Allen B. Wrisley's Brands.	
Old Country, 80 1-lb. bars.....	2 75
Good Cheer, 80 1-lb. bars.....	3 75
Uno, 100 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.....	13
Cassia, China in mats.....	15
Cassia, Batavia in bund.....	25
Cassia, Saigon in rolls.....	32
Cloves, Amboy.....	14
Cloves, Zanzibar.....	12
Mace, Batavia.....	55
Cloves, fancy.....	60
Nutmegs, No. 1.....	50
Nutmegs, No. 2.....	45
Pepper, Singapore, black.....	11
Pepper, Singapore, white.....	12
Pepper, shot.....	12
Pure Ground in Bulk.	
Allspice.....	15
Cassia, Batavia.....	30
Cassia, Saigon.....	40
Cloves, Zanzibar.....	14
Ginger, African.....	15
Ginger, Cochon.....	18
Ginger, Jamaica.....	23
Mace, Batavia.....	65
Mustard.....	12@18
Nutmegs.....	40@50
Pepper, Sing, black.....	12
Pepper, Sing., white.....	20
Pepper, Cayenne.....	60
Sage.....	15
SYRUPS.	
Corn.	
Barrels.....	15
Half bbls.....	17
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



Universal Grade. 50 books, any denom. 1 50

Superior Grade. 50 books, any denom. 1 50

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

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

DRIED FRUITS—DOMESTIC Apples. Sundried @ 5

California Fruits. Apricots 7 1/2 @ 8 1/4

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

Raisins. London Layers 3 Crown 1 45

FOREIGN. Currants. Patras bbls @ 7 1/2

Peel. Citron American 10 lb bx @ 13

Raisins. Ondura 28 lb boxes @ 8

Farina. 24 lb. packages @ 1 75

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

Hominy. Barrels @ 2 50

Beans. Dried Lima @ 3

Pearl Barley. Common @ 1 75

Peas. Green, bu @ 80

Rolled Oats. Rolled Avena, bbl @ 3 90

Wheat. Cracked, bulk @ 3 1/2



Jennings' D. C. Vanilla D. C. Lemon 2 oz. 1.20 2 oz. 1.50



Souders' Regular Grade Lemon 2 oz. 2.02 Regular Vanilla 2 oz. 2.02

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.. 4 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.

F. H. Counts.
Domino..... 5 63
Cut Leaf..... 5 63
Crushed..... 5 63
Cubes..... 5 38
Powdered..... 5 35
XXXX Powdered..... 5 44
Granulated in bbls..... 5 13
Granulated in bags..... 5 13
Fine Granulated..... 5 25
Extra Fine Granulated..... 5 25
Extra Coarse Granulated..... 5 41
Mould A..... 5 41
Diamond Confec. A..... 5 13
Confec. Standard A..... 5 00

No. 1..... 4 75
No. 2..... 4 75
No. 3..... 4 69
No. 4..... 4 63
No. 5..... 4 63
No. 6..... 4 56
No. 7..... 4 44
No. 8..... 4 44
No. 9..... 4 38
No. 10..... 4 31
No. 11..... 4 25
No. 12..... 4 13
No. 13..... 4 13
No. 14..... 4 06
No. 15..... 4 00
No. 16..... 3 94

TOBACCOS.

Cigars.
Clark-Jewell-Wells 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

Michigan Cigar Co.'s brand.

Ure Unkle
Ure Unkle..... 35 00

Ruhe Bros Co's Brands.
Mr. Thomas..... 35 00
Sir William..... 35 00
Club Fine..... 35 00
Generals Grant and Lee..... 35 00
Spanish Hand Made..... 35 00
Crown Fine..... 35 00

VINEGAR.

Malt White Wine, 40 grain..... 6
Malt White Wine, 80 grain..... 9
Pure Cider..... 9
Pure Cider, Leroux..... 11

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.
Whitefish..... Per lb. @ 9
Trout..... @ 9
Black Bass..... @ 12
Halibut..... @ 12
Ciscoes or Herring..... @ 4
Bluefish..... @ 10
Live Lobster..... @ 18
Boiled Lobster..... @ 20
Cod..... @ 10
Haddock..... @ 8
No. 1 Pickerel..... @ 9
Pike..... @ 7
Perch..... @ 9 1/2
Smoked White..... @ 9
Red Snapper..... @ 10
Cold River Salmon..... @ 10
Mackerel..... @ 25

Oysters in Cans.
F. H. Counts..... @ 35
F. J. D. Selects..... @ 27
Selects..... @ 22
F. J. D. Standards..... @ 20
Favorites..... @

Oysters in Bulk
F. H. Counts..... @ 1 75
Extra Selects..... @ 1 50
Selects..... @ 1 25
Anchor Standards..... @ 1 10
Clams..... @ 1 25

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

Hides and Pelts.

The Cappon & Bertsch Leather Co., 100 Canal Street, quotes as follows:

Hides.
Green No. 1..... @ 8
Green No. 2..... @ 7
Cured No. 1..... @ 9
Cured No. 2..... @ 8
No. 9..... @ 4 38
No. 10..... @ 4 31
No. 11..... @ 4 25
No. 12..... @ 4 13
No. 13..... @ 4 13
No. 14..... @ 4 06
No. 15..... @ 4 00
No. 16..... @ 3 94

Pelts.
Pelts, each..... 50 @ 1 00

Tallow.
No. 1..... @ 2 1/4
No. 2..... @ 2

Wool.
Washed, fine..... @ 20
Washed, medium..... @ 25
Unwashed, fine..... @ 13
Unwashed, medium..... @ 18

Oils.

Barrels.
Eocene..... @ 11 1/4
XXX W. W. Mich. Hdt..... @ 8 1/4
W W Michigan..... @ 8 1/4
Diamond White..... @ 7 1/4
D. S. Gas..... @ 8
Deo. Naptha..... @ 7
Cylinder..... @ 25
Engine..... @ 11
B'ack, white..... @ 8

Candies.

Stick Candy.
Standard..... bbls. pails 6 1/2 @ 7
Standard H. H..... 6 1/2 @ 7
Standard Twist..... 6 @ 8
Cut Leaf..... @ 8 1/2

Jumbo, 32 lb..... @ 8 1/2
Extra H. H..... @ 8 1/2
Boston Cream..... @

Mixed Candy.
Competition..... @ 6
Standard..... @ 7
Conserve..... @ 7 1/2
Royal..... @ 7 1/2
Ribbon..... @ 8 1/2
Broken..... @ 8 1/2
Cut Leaf..... @ 8 1/2
Engish Rock..... @ 8
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..... @ 8 1/2
Sour Drops..... @ 8
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..... @ 50
Gum Drops..... @ 50
Licorice Drops..... @ 50
A. B. Licorice Drops..... @ 50
Lozenges, plain..... @ 50
Lozenges, printed..... @ 50
Imperial..... @ 50
Mottoes..... @ 55
Cream Bar..... @ 50
Molasses Bar..... @ 50
Hand Made Creams..... 80 @ 1 00
Plain Creams..... 60 @ 90
Decorated Creams..... @ 90
String Rock..... @ 90
Burnt Almonds..... 1 25 @ 65
Wintergreen Berries..... @ 65

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

Fruits.

Oranges.
Cal. Seedlings..... @ 2 25
Fancy Navels 112..... @ 2 75
128 to 216..... @ 3 00
Choice..... @

Lemons.
Strictly choice 360s..... @ 3 25
Strictly choice 300s..... @ 3 25
Fancy 360s or 300s..... @ 3 50
Ex. Fancy 300s..... @ 3 75
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..... @ 13
Extra choice, 14 lb boxes..... @ 14
Fancy, 12 lb boxes..... @ 15
Imperial Mikados, 18 lb boxes..... @ 15
Pulled, 6 lb boxes..... @ 13
Naturals, in bags..... @ 6 1/2

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

Nuts.

Almonds, Tarragona..... @ 13
Almonds, Ivaca..... @ 11
Almonds, California, soft shelled..... @ 13
Brazil new..... @ 9
Filberts..... @ 10
Walnuts, Grenobles..... @ 12
Walnuts, Calif No. 1..... @ 10
Walnuts, soft shelled, Calif..... @ 9
Table Nuts, fancy..... @ 10
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
Roasted..... 5

Grains and Feedstuffs

Wheat.
Wheat..... 88

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 75
Quaker, 1/4s..... 4 75
Quaker, 1/8s..... 4 75

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



Pillsbury's Best 1/2s..... 5 55
Pillsbury's Best 1/4s..... 5 45
Pillsbury's Best 1/8s..... 5 35
Pillsbury's Best 1/2s paper..... 5 35
Pillsbury's Best 1/4s paper..... 5 35

Ball-Barnhart-Putman's Brand.
Duluth Imperial, 1/2s..... 5 50
Duluth Imperial, 1/4s..... 5 40
Duluth Imperial, 1/8s..... 5 30

Lemon & Wheeler Co.'s Brand.
Gold Medal 1/2s..... 5 55
Gold Medal 1/4s..... 5 45
Gold Medal 1/8s..... 5 35
Parisian, 1/2s..... 5 55
Parisian, 1/4s..... 5 45
Parisian, 1/8s..... 5 35

Olney & Judson's Brand.
Ceresota, 1/2s..... 5 65
Ceresota, 1/4s..... 5 55
Ceresota, 1/8s..... 5 45

Worden Grocer Co.'s Brand.
Laurel, 1/2s..... 5 55
Laurel, 1/4s..... 5 45
Laurel, 1/8s..... 5 35

Meal.
Boiled..... 1 75
Granulated..... 2 00

Feed and Millstuffs.
St. Car Feed, screened..... 15 25
No. 1 Corn and Oats..... 14 25
Unbolted Corn Meal..... 13 75
Winter Wheat Bran..... 14 00
Winter Wheat Middlings..... 15 00
Screenings..... 13 00

New Corn.
Car lots..... 3 1/4
Less than car lots..... 35

Oats.
Car lots..... 30 1/2
Carlots, clipped..... 32
Less than car lots..... 35

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

Fresh Meats.

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

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

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

Veal.
Carcaass..... 6 1/2 @ 7 1/2

Provisions.

Swift & Company quote as follows:

Barreled Pork.
Mess..... 10 75
Back..... 11 00
Clear back..... 10 50
Short cut..... 10 30
Pig..... 14 00
Bean..... 8 75
Family..... 10 50

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

Smoked Meats.
Hams, 12 lb average..... 9
Hams, 14 lb average..... 8 1/2
Hams, 16 lb average..... 8 1/2
Hams, 20 lb average..... 7 1/2
Ham dried beef..... 14
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 3 1/4
80 lb Tubs..... advance 3 1/4
50 lb Tins..... advance 3 1/4
20 lb Pails..... advance 3 1/4
10 lb Pails..... advance 3 1/4
5 lb Pails..... advance 1 1/2
3 lb Pails..... advance 1

Sausages.
Bologna..... 5
Liver..... 6 1/2
Frankfort..... 7
Pork..... 6 1/2
Blood..... 6
Tongue..... 9
Head cheese..... 6 1/2

Beef.
Extra Mess..... 9 00
Boneless..... 12 25
Rump..... 12 00

Pigs' Feet.
Kits, 15 lbs..... 80
1/4 bbls, 40 lbs..... 1 50
1/2 bbls, 80 lbs..... 2 80

Tripe.
Kits, 15 lbs..... 75
1/4 bbls, 40 lbs..... 1 40
1/2 bbls, 80 lbs..... 2 75

Casings.
Pork..... 16
Beef rounds..... 4
Beef middles..... 4
Sheep..... 60

Butterine.
Rolls, dairy..... 10
Solid, dairy..... 9 1/2
Rolls, creamery..... 14
Solid, creamery..... 13 1/2

Canned Meats.
Corned beef, 2 lb..... 2 15
Corned beef, 14 lb..... 14 75
Roast beef, 2 lb..... 2 15
Potted ham, 1/2s..... 60
Potted ham, 1/4s..... 60
Deviled ham, 1/2s..... 1 00
Potted tongue 1/2s..... 60
Potted tongue 1/4s..... 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..... 10
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
Bent's Cold Water..... 14
Belle Rose..... 8
Cocoanut Taffy..... 12
Coffee Cakes..... 10
Frosted Honey..... 12 1/2
Graham Crackers..... 8
Ginger Snaps, XXX round..... 8
Ginger Snaps, XXX city..... 7
Gin. Snps, XXX home made..... 7
Gin. Snps, XXX scalloped..... 7
Ginger Vanilla..... 8
Imperial..... 8
Jumbles, Honey..... 12 1/2
Molasses Cakes..... 8
Marshmallow..... 15
Marshmallow Creams..... 16
Pretzels, hand made..... 8 1/2
Pretzels, Little German..... 9
Sugar Cake..... 8
Sultanas..... 12 1/2
Sears' Jumbos..... 12
Vanilla Square..... 8 1/2
Vanilla Wafers..... 14
Pecan Wafers..... 15 1/2
Mixed Picnic..... 10 1/2
Cream Jumbles..... 12
Boston Ginger Nuts..... 8 1/2
Chimmie Fadden..... 10
Gineapple Glace..... 16
Penny Cakes..... 8 1/2
Marshmallow Walnuts..... 16
Belle Isle Picnic..... 11

Crockery and Glassware.

AKRON STONWARE.

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
20 gal. meat-tubs, per gal..... 8
15 gal. meat-tubs, per gal..... 10
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 1/2

Fine Glazed Milkpans.
1/2 gal. flat or rd. bot., doz..... 65
1 gal. flat or rd. bot., each..... 5 1/2

Stewpans.
1/2 gal. fireproof, bail, doz..... 85
1 gal. fireproof, bail, doz..... 1 10

Jugs.
1/2 gal., per doz..... 40
1 gal., per doz..... 50
1 to 5 gal., per gal..... 6 1/2

Tomato Jugs.
1/2 gal., per doz..... 70
1 gal., each..... 7
Corks for 1/2 gal., per doz..... 20
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..... 65
Security, No. 1..... 50
Security, No. 2..... 85
Nutmeg..... 50
Climax..... 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 88
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

Rocheater.
No. 1, Lime (65c doz)..... 3 50
No. 2, Lime (70c doz)..... 4 00
No. 2, Flint (80c doz)..... 4 40

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
3 gal galv iron with faucet..... 4 75
5 gal galv iron with faucet..... 5 25
5 gal Tilting cans..... 8 00
5 gal galv iron Nacefas..... 9 00

Hardware

The Age of Steel.

Written for the TRADESMAN

Within the recollection of a considerable portion of those still actively engaged in the field of industry there was a time when, in the divisions of the economic conditions of the world into the various ages of stone, bronze, iron, etc., the addition of the Steel Age would have had comparatively little meaning. This was not on account of the lack of importance of this form of the grey metal, for even at that time it gave the principal significance to this factor in the problem of civilization; but it continued subordinate in importance to the cruder forms, for the reason that these had to be first produced and then by certain refining and chemical processes changed into the form capable of varying degrees of hardness and toughness. Thus steel was only one of the products of the metal which appropriately gave the name of the Iron Age to that period.

At that time the production of steel was a very costly process. It was first necessary to select suitable ores and subject these to reducing and refining processes involving the use of much labor and costly fuel and other materials to produce the form of iron suitable for conversion into steel, and then with additional expenditure of much more labor and fuel and the most careful and skilled manipulation the final process was accomplished. The importance of steel as a factor in all economic processes had built up immense industries and its production and use even then were of wonderful importance.

But a comparison of the conditions then with the present shows a revolution exceeding the most ingenious imagination. At that time all railroads were laid with iron rails—the idea of using steel for such a purpose was too absurd for consideration. Then all railway bridges which were not too large were constructed of timber, and the remainder were of masonry and iron, involving vast labor and expense and the most serious engineering problems. Then the construction of a building of steel would have been about as ridiculous a proposition as it would be now to construct it of copper. Even so late as when the first elevated railroads were projected in New York the materials were wood or cast iron for the posts, with the remainder of the construction of timber, held in position by iron rods. Then steel was not known as a material in commercial ship-building, and its use in naval architecture was only in forms produced at tremendous cost for defensive purposes. Then cars were constructed entirely of wood, held together by the sparing use of iron in the forms of rods, etc. Then petroleum and other liquids were contained in wood or iron tanks. Similarly might be enumerated many other uses, which will serve to suggest the extent of the revolution of later years.

How recent is the change thus indicated is brought to the attention by the fact of the death, a few days ago, of the man whose inventions and discoveries are responsible for the entire development of modern metallurgy. Fifty or sixty years ago, William Bessemer was experimenting in London to find a practical method of producing steel directly from the ores, so as to avoid the costly manipulations which were necessary in first preparing the iron as a

material. In a wonderfully short time, involving only a few years, the experiments were successful, and the new method was promptly adopted by the steel workers to whose attention it was brought. But, while the revolution thus inaugurated was wonderfully rapid, the magnitude of the changes involved required many years; indeed, they are by no means yet complete. At the first, the new product, while materially cheaper than any other form of steel of equal quality, was still far more costly than iron; and the contest between the two, as their positions gradually changed, extended over many years until finally they became reversed.

The extent to which the inventions of Sir William Bessemer have affected modern industry and civilization is nearly incalculable. Modern transportation has been made possible by them, and this has wrought the changes in economic conditions which have been the themes of many writers. Thus the wheat fields of the American Northwest, of Argentine and Russia, and the corn fields of the Mississippi Valley have cheapened the food supplies of the centers of industry of the Old World until the conditions of labor are incomparably improved. At the same time this has reduced the value of the farming lands in the old industrial countries to a nearer level with the rest of the world, and has thus taken from the wealthy and distributed to the needy.

The extent of the changes wrought by the direct conversion of steel can scarcely be indicated in the limits of an article like this. It has not only taken the place of iron until its production has become the cheaper, but it has very largely superseded wood, thus partially answering the question, which has given much concern, as to how that need of civilization could be supplied after the exhaustion of the forests. Not only are the railways of the world supplied with the most rigid and durable steel rails, but nearly all bridges, trestles and other engineering constructions are of the same material. Even the railway buildings in most localities, as well as the rolling stock, are very largely dependent upon it. And its increasing production and cheapness permit the railways to penetrate what were the most inaccessible regions of the earth.

Then in the sister branch of transportation it has taken the place of wood and iron in naval construction until it not only monopolizes the ocean marine, but has taken the lake and river as well, and has even driven wood out of the field of canal-boat construction.

Also note the revolution in the architecture of all the cities of the modern world, and in the construction of all important edifices. Note the street railway systems of every town in this and other countries. Note the less numerous, but more gigantic, enterprises in the greatest cities in the construction of the steel elevated roads; and then the almost universal use of the same material in the construction of industrial implements of every sort.

The Age of Steel is only just beginning. The changes are now progressing at an undiminished rate. Where it will end, the full consequences of the invention of this one mind in the army of the world's workers, who can comprehend? WARREN N. FULLER.

A bargain counter without an advertisement is like an orator without lungs.

You can wake up even a sleepy community by bright advertising.

Clark-Rutka-Jewell Co.

Ionia Street,
Grand Rapids, Mich.

Opposite Union Depot.

New Wholesale Hardware House

New House, New Goods, New Prices.

Call and see us when in the city.

Write us for prices.

Clark-Rutka-Jewell Co.

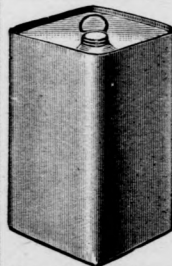
Novelty Blue Flame

The Very
Best
Blue Flame
Oil
Stove
on the
Market.



We quote
Factory
Prices.
Send for
Circular
and
Discount.

Foster, Stevens & Co. 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.

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.

How to Secure a More Equitable Division of Trade.

Ante Lucem in American Artisan.

This is the important problem now being submitted to the arbitration of the best minds governing our commercial industries. It is a mighty interrogation point for the first time thrown upon the canvas by the camera of trade, and can be answered by no past precedent in our country's history. Solve it and the commercial millennium is at hand; half the burden will disappear like a mist before the morning sun.

We have gotten into a rut. For a number of years we have been dividing, subdividing and re-subdividing the different lines of trade, until they are scattered and distributed, and have become a conglomerate mass prevalent at all trading points. The wholesaler has tried to compass the earth, corral all the products, all lines of business, until it is hard to tell what one may not find in the sample case of his representative.

The hardware jobber no longer sticks to his line, but has seized upon the last of the shoemaker. He no longer sells shelf hardware, iron and steel for a living, but he handles paints, oils, glass, stoves, sewing machines, mackintoshes, rubber goods, cordage and every conceivable thing belonging to any and all distinctive lines. This vari-colored product has been as variously distributed, until one can not tell the color of one's business from the shingle he hangs outside.

This was forcibly impressed upon my mind in calling at the store of an old acquaintance after a five years' absence. The shingle read, "Swipe's Hardware." On the inside I found shelf hardware and stoves (small quantities), harness, furniture, crockery, bargain counters with yellow covered literature as prize offerings, and as the auction notice reads, many other things too numerous to mention. The store did not look like a junk shop, but it was little like a real live hardware store. Such is the modern evolution of business.

All distinctiveness is being lost. One class of business is being used as a cat's-paw to pull chestnuts from the fire for some other line of trade. The grocer uses granite and tinware as prize offerings for his sugars and baking powders. The fusionist, as above related, resorts to the dime and half-dime publications for his entering wedges. Almost all lines of trade have some ignis fatuus scheme as a pull, except the retail hardware dealer, who sits back and sees many of his legitimate articles of trade cast into the holdings of his competitors, there to become prize offerings at less than cost. "What are you going to do about it, Davis?"

Every proposition that is new is necessarily strange, and those whose mentality flows along old-time ruts are slow of action. It will require time, patience and work to secure co-operation and a radical correction of the wrongs. Let no one be skeptical, let all know that "Thrice armed is he who has his quarrel just."

We are beset with problems, but none more important to our commercial welfare than the one, "How can we secure a more equitable division of the several lines or distinctive branches of merchandising?" It is only within a very few short months that the question has been publicly thrust before the merchandising community, and in that short time it has become patent to the thoughtful one, some step, some action must be speedily taken to check the onslaught upon legitimate trading, hence Mr. Davis' question, "What are you going to do about it?" is a pertinent one, and can be propounded to all classes of traders, manufacturers, jobbers and wholesalers.

The impartial consideration of any question is almost an impossibility, as each individual insists on being a teacher and not in being taught. If success shall crown the efforts now being made to organize and solidify the various lines of trade operating independently for their own class of business, and conjunctively for all the business of the country, despite the fact

some refractory ones will be found in each class of business, and among manufacturers and wholesalers, it will not be so long a time before at least 75 per cent. will be working along proper lines and in harmonious accord.

There will, no doubt, be some friction to start with, but no good thing can be had without labor, and hard labor. Then let every trade patriot put forth his might. If a manufacturer is not with you, labor with him earnestly, that you may bring over to your way of thinking. Treat the wholesaler likewise. There is much in reasoning out the proposition. Arbitration may sometimes be slow, but final results thus gained prove lasting and beneficial.

One class of business that is proving something of an interrogation to the hardware trade is the tin and granite ware business. It is an indispensable component part of the business, and it is found in every department store and is the part of the wares of every cataloguer of the country, and no manufacturer of either class of goods can show a clean bill of health so far as sales go in those lines. Again, no class of goods offer as many inducements for the catch-penny transactions of trade as these two classes. "What are you going to do about it?" Simply the very best you can for your own individual business, and when the time shall come that some responsible manufacturers of these goods shall break away from their old methods, and fairly and squarely plant themselves upon your platform, and hew to the line, cleaving every chip down to the score mark, they then must become competitors in the open market upon a price basis that will insure fair trading and fair remuneration. That some manufacturers shall resort to special brandings for the two classes of trade (so called) will not suffice for the desired end.

The stove question also has its complex issues. Some manufacturers tell you they do not sell, it is, and ever has been, an invariable rule of theirs never to sell to a furniture dealer, with particular stress on the furniture, as though it was a heinous crime, and yet it is not an impossible thing to find small quantities of their goods and their outer shingle in regular furniture houses, even in department stores in remoter sections of the country. Another pleads unswerving loyalty to the regular hardware dealer, yet if the dealer will consult the advertising columns of some of the dailies of large cities, he will read Mr. Department's advertisement, with retail figures that would bring tears to the prices he paid. "What are you going to do about it?"

What a difference there is between a real live, aggressive hardware store and a don't-care sort of hardware business. One is in trim shape, goods in order, counters, show cases, etc., clean; stoves nicely arranged, blackened, everything in presentable shape, the other wears a don't-care air, covered all over with grime. One has a sharp, progressive, pushing owner, who searches out, gets business, makes business; the other takes the business that seeks him, and wonders why more does not come. One buys sharp, quick and upon his own good judgment soon formulated. The other laboriously struggles along the lines of indecision, doubt and fear, as though he would first consult the soothsayers, oracles and wise men. Thus reads the sign posted in an up-to-date hardware store:

"We keep tools for sale.
"We have tools to use.
"We pay men to use them."
"We want pay for their use. You had better buy than borrow and thus save trouble for each of us." In the reading is a sermon to beat the band.

They Are Friends.

Helen—I wonder why Kate doesn't mind her own business.
Mattie—She hasn't any.
Helen—Business?
Mattie—No; mind.

A man's body may be an earthly tenement, but he objects to being called a flat.

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.....	
Steel nails, base.....	1 65
Wire nails, base.....	1 75
20 to 60 advance.....	Base
10 to 16 advance.....	65
8 advance.....	10
6 advance.....	20
4 advance.....	30
3 advance.....	45
2 advance.....	70
Fine 3 advance.....	50
Casing 10 advance.....	15
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	25
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel 3/4 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.....	@50
Sciota Bench.....	60
Sandusky Tool Co.'s, fancy.....	@50
Bench, first quality.....	@50
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 1/2c per pound extra.	
HAMMERS	
Maydole & Co.'s, new list.....	dis 35
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	30c list
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
ROPES	
Sisal, 1/4 inch and larger.....	6 1/4
Manilla.....	8
SQUARES	
Steel and Iron.....	
Try and Bevels.....	
Mitre.....	
SHEET IRON	
Nos. 10 to 14.....	com. smooth. com. \$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
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.	
SAND PAPER	
List acct. 19, '86.....	dis 50
SASH WEIGHTS	
Solid Eyes.....	per ton 20 00
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, Cistern.....	80
Screws, New List.....	85
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	50
METALS—Zinc	
600 pound casks.....	6 1/4
Per pound.....	6 3/4
SOLDER	
3/4@1/2.....	12 1/2
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
TIN—Melyn Grade	
10x14 IC, Charcoal.....	\$ 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 IX, 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, }	

Perfect Success



.....Quick Meal Blue Flame Stoves

D. E. VANDERVEEN,
STATE AGENT,
106 Monroe St. Grand Rapids, Mich.

THE TROUBLES IN CHINA.

The people of the United States are not alone in enjoying the luxury of a genuine war scare. While we are hastening preparations for a possible tilt with Spain over the Cuban question, Russia and Great Britain are hurriedly mobilizing fleets and setting defenses in order, owing to the rivalry existing between them for the control of affairs in the Far East.

Something like a fortnight ago, Russia made a demand upon the Tsungli-yamen, or Chinese Foreign Office, for a practical cession of Port Arthur and Talién-wan, with the privilege of extending the Trans-Siberian Railroad southward, through Manchuria, to Port Arthur. Notwithstanding the opposition of England, it is reported that the Chinese government has determined to yield to Russia's demands, having been thoroughly intimidated by the Czar's representatives.

The success of Russia in practically securing the consent of China to her occupation of Port Arthur has aroused popular indignation in Great Britain. Lord Salisbury has been accused of having been caught napping, and immediate and decisive action is demanded. There is no disguising the fact that the British government considers the situation critical, as several hurried Cabinet meetings have been held, and unusual activity is reported from the various British naval stations. Public sentiment in Great Britain demands that either Russia be restrained from prosecuting her designs in the Far East, or that the British government at once take steps to demand for the British Empire compensating advantages.

The British government has an enormous fleet in Chinese waters. Several first-class battle-ships are now stationed in that part of the world, and additions to the fighting strength there are being constantly made. British agents have taken the precaution to buy up all the available coal in those waters, a bit of prudent foresight which insures not only a good supply of coal for British ships in case of trouble, but at the same time a scarcity of coal for the enemy's vessels.

It is difficult to see how a clash between Great Britain and Russia can be avoided. The possession of an open port in Eastern Asia has long been the ambition of Russia, and she will risk much to secure the coveted facility. Now that she has her talons on Port Arthur, it will be difficult to either persuade or frighten her into relinquishing her hold.

Now that the troubles on the Indian frontier have been practically settled, Great Britain is in a better position to cope with Russia. The British naval strength in the Far East is infinitely greater than that of Russia; hence, should Great Britain determine to forcibly eject the Russians from Port Arthur, it could be readily accomplished at the present time. For some unexplained reason, Lord Salisbury seems to shrink from openly provoking hostilities with Russia. This disinclination is believed by many to be due to the opposition of Queen Victoria to a war during her lifetime. It is doubtful, however, if the British Cabinet will be able to withstand the popular pressure, which is unmistakably in favor of prompt and energetic action against Russia.

Japan is also to be reckoned with, and, unless all signs are deceptive, Russia is in about as great danger from

that power as from Great Britain. The Japanese power in the Far East is decidedly formidable; moreover, the Japs are in possession of the stronghold of Wei-Hai-Wei, which would be a formidable base of operations against Port Arthur. The danger of a clash in the Far East is really more imminent than the danger of war between this country and Spain.

SUGAR CONSUMPTION IN EUROPE

The failure of the sugar bounty system in Europe to stimulate the production of beet sugar at paying prices has forced the growers to look about for other means of improving the condition of their industry. The bounties paid are paid entirely on exports, and as a heavy tax is levied on internal consumption to meet the outlay for bounties, the free movement of beet sugar to foreign countries is maintained almost entirely at the expense of home consumption. The improvement of home consumption is now looked to by the beet growers as a partial remedy for the existing depressed state of the industry.

According to the last number of the Louisiana Planter, the Sugar Manufacturers' Association of Germany is endeavoring to develop a larger home consumption of sugar, and with this purpose in view, they have petitioned the Minister of War to add sugar to the rations of the army. For this purpose the Association has placed sufficient sugar in the hands of the army officials to conduct certain experiments, with a view to determining the food qualities of sugar.

The French beet growers, always quick to adopt any improvement advanced by their competitors, are also considering the advisability of introducing sugar into the food supply of the French army. Of course, everything that will improve the domestic consumption of sugar will improve the general sugar market, but the continent of Europe can never hope to popularize the consumption of sugar until the cost of the article to the masses is materially cheapened. While sugar is selling in England and this country for less than 4 cents per pound, it is selling in Germany and France for prices ranging from 7 to 9 cents. Of course, it is out of the question to expect any expansion of the industry, as far as domestic consumption is concerned, while such prices as those prevail.

The prices prevailing in Germany and France are relatively higher than equal figures would be in this country, because of the lower ratio of earnings of the laboring men and the generally smaller range of incomes among the masses. The only way to popularize a food product is to cheapen its cost. It is because of the low prices which have ruled for years that the consumption of sugar has increased so materially in this country and England. In the latter country, it is even proposed to further improve the consumption of the article by using it for cattle feed. The reason why sugar is not consumed more extensively in Germany and France is because its cost is above the means of the masses of the people.

General Utility Fruit.

"Here's an order from a customer who wants a bushel of winesaps, a bushel of Northern spys, and a bushel of willowtwigs."

"All right. Open that barrel of Ben Davis and sort 'em into the three kinds he wants."

The Grain Market.

Wheat during the past week was in the dumps. War talk, fine weather, fair Northwestern receipts and large Argentine shipments were all bearish news. The large visible decrease and the large world's shipments were about all the bull news that could be mustered up. This allowed cash wheat to decline fully 2c and new futures fully 4c. Chicago May held as firm as a rock at \$1.04, but as we are getting very near May, the play will soon end. Busy tongues have it that Leiter and Armour have come to an understanding as to their respective deals, and only the most venturesome will tackle the May deal. We have to-day 9,000,000 bushels of wheat less in sight than we had at the same time last year, and the price one year ago was 80c in local markets, against 88 cents to-day. Our exports are large, but most of the wheat was bought some time ago, but since then the Leiter clique have been making large shipments.

Rye has been very steady and did not follow the fluctuations of wheat, owing to the large foreign shipments.

Corn advanced about 1c per bushel. While oats held firm, they did not advance.

The decrease in wheat during the week was 1,316,000 bushels; corn, 6,000 bushels, and oats, 668,000 bushels. The demand for flour is fair. While the slump in wheat would naturally make buyers hold off, we find they take flour quite readily, owing to the fact that stocks are light.

Bran and middlings are in good demand and the mills are behind with their orders. The receipts during the week were only fair, being 33 cars of wheat (which is about the same as Detroit received), 12 cars of corn and 7 cars of oats.

Mills are paying 88c for wheat.

C. G. A. VOIGT.

A woman is profoundly interested in a man when she remembers how many lumps of sugar he takes in his coffee.

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—I HAVE FOR SALE CHEAP A complete cigar factory, including tables, chairs, moulds, presses, zinc lined boxes, book-keeper's writing desk, iron safe with burglar proof chest, cigar boxes, labels for two brands of cigars which have a wide reputation, and everything ready to go on with the business. It is the factory formerly known as the United States Cigar Co., on Lyon street, Grand Rapids, Michigan. It must be sold to satisfy creditors and will be sold cheap. The factory consists of three large rooms and can be rented for \$10 per month, 54 Lyon street. For particulars, address C. O. Smedley, 15 and 16 New Houseman Bldg., Grand Rapids, Michigan. 559

WANTED—DRUGGISTS' SECONDHAND fixtures, prescription case, shelves and counters, oak preferred. Would exchange choice lots in Lansing for complete drug stock, say \$5,000. Address Chas. Maynard, Gagetown, Mich. 561

WANTED—LOCATION FOR A SMALL AND well-assorted new stock hardware. Address No. 564, care Michigan Tradesman. 564

FOR SALE—ONE OF THE BEST BAZAAR stocks in Southern Michigan. Located in a good live town with excellent country roundabout and a good established trade. A good chance for the right person. If you wish it write soon to Lock Box 111, Cassopolis, Mich. 555

TO EXCHANGE—FARMS AND OTHER property for dry goods, clothing and shoes. Address P. Medaie, Mancelona, Mich. 553

FOR SALE (NO TRADE)—ONE OF THE finest and best suburban drug stores in this city. Satisfactory reasons for desiring to sell. Address Druggist, 1169 Wealthy Ave., Grand Rapids, Mich. 551

WANTED TO EXCHANGE—40 ACRES OF good unimproved land, situated on the banks of a beautiful lake, two miles from railroad, west and north of Pierson, for small stock of drugs, medicines or general merchandise; or will trade for other goods or property. Address No. 528, care Michigan Tradesman. 528

WANTED—1,000 CASES FRESH EGGS, daily. Write for prices. F. W. Brown, Ithaca, Mich. 556

FOR SALE—STOCK OF STAPLE AND fancy groceries, crockery, etc., in one of the best towns in Michigan. Will sell for cash only. Stock will invoice about \$2,500, average sales \$75 daily. Located in one of the liveliest towns in Michigan. For full particulars address No. 558, care Michigan Tradesman. 558

FOR EXCHANGE FOR GROCERY OR MER-chandise stock—Choice section land near Jamestown, North Dakota. Dakota lands in great demand for farming or stock raising. Carl Dice, Monroe, Mich. 534

FOR SALE—SECOND-HAND MATHEWS' soda fountain, six syrups, removable glass cans, one 10 gallon copper tank, retinned in 1897, 1 five foot counter slab of pink Tennessee marble, six tumbler holders. Price and terms easy. Write L. A. Phelps, Douglas, Mich. 541

WANTED—RESPONSIBLE AGENTS TO sell the celebrated Bullington Acetylene Gas Machine in Michigan and Ohio. Apply to Sprull & McGurrin local agents for Kent, Allegan and Ottawa counties, or Michigan Acetylene Gas Company, Jackson, Mich. 549

FOR SALE—MY 60 BBL. STEAM ROLLER mill, modern machinery, everything first-class. Good house, barns, etc., located in live town in Southern Michigan. Might take small Michigan farm as part payment or desirable Grand Rapids property. For full descriptions and particulars address Grain Dealer, care Michigan Tradesman. 548

SODA FOUNTAIN, LARGE, ELEGANT, FOR sale cheap; good condition; complete outfit. Write Crozier Bros., Grand Rapids, Mich. 535

WANTED—CASH AND GOOD SECURITY for well-located, good-paying general merchandise stock; or will trade stock, store room and good residence property for good small farm in Indiana or Southern Michigan. A bargain. Call or address Box 21, Bryant, Ind 550

WANTED—POSITION IN STORE AFTER March 15. Large experience in general store. Good references furnished. Address No. 526, care Michigan Tradesman. 526

THE BEST BUSINESS CHANCE ON THIS PAGE—On account of the death of my husband, I will sell my stock of general merchandise, including from \$7,000 to \$8,000. Best cash trade in Frankfort, Michigan, county seat town of about 2,000 population. Enquire quick if you wish it. Terms, cash or bankable paper. Address Mrs. M. B. Grisier. 533

TO EXCHANGE—FOR CLOTHING, DRY goods or shoes, very nice well rented Grand Rapids property. Address No. 552, care Michigan Tradesman. 552

WANTED—A PRACTICAL MILL MAN, with \$1,000 capital, to take a one-half or full interest in a stove, heading and planing mill. 3,000 contract, with stock to fill it. All goes. Five years' cut in sight. Side track to mill. Good reasons for selling. Address Stave Mill, care Michigan Tradesman. 546

FOR SALE—STOCK OF DRY GOODS, GROCERIES 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

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.

PATENT ATTORNEYS, 20 YEARS' PRACTICE. Ideas developed. Drawings a specialty. Reasonable rates. Dennis Rogers, Grand Rapids. 554

FREE—OUR NEW HANDBOOK ON PATENTS. Ciley & Allger, Patent Attorneys, Grand Rapids, Mich. 339

MISCELLANEOUS.

WANTED—SITUATION BY FIRST-CLASS tinner on furnace, general job and tin work, some knowledge of plumbing; twenty years' experience, with best of references; married; desires steady work. Address H. M. Holmes, 905 S. Clayton St., Bloomington, Ill. 563

SITUATION WANTED BY A REGISTERED pharmacist of seven years' experience. Address Lock Box 35, Lowell, Mich. 562

WANTED—POSITION IN GENERAL store by one who speaks German and has had years of experience and is capable of taking charge of a store. Address No. 560, care Michigan Tradesman. 560

WANTED—POSITION IN HARDWARE OR grocery and dry goods store. Large experience in store business. References furnished if desired. Address No. 565, care Michigan Tradesman. 565

WANTED—A REGISTERED PHARMACIST of experience, references required. A permanent position offered. Address No. 538, care Michigan Tradesman. 538

SITUATION WANTED—REGISTERED PHARMACIST, married, 27 years of age, registered 8 years, country and city experience. Best of references given. Address F. S. Tuxbury, Elk Rapids, Mich. 530

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

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

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 1:35pm 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

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 Sag., Detroit and East. + 5:07pm
+ 3:30pm Sag., Det., N. Y. & Boston. + 12:45pm
+ 10:45pm Sag., Detroit, East and Canada. * 6:35am
+ 11:10am Sag., Detroit, East and Canada. + 3:15pm

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. HUGHES, A. G. P. & T. A.
HEN. FLETCHER, Trav. Pass. Agt.,
C. A. JUSTIN, City Pass. Agent.
No. 28 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
Trav. C'y, Petoskey & Mack... + 10:50pm
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 + 9:00pm
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..... + 8:10am + 11:45am + 4:00pm
Ar G'd Rapids..... 9:30am 12:55pm 5:20pm

+Except Sunday. *Daily. +Saturday only.
C. L. LOCKWOOD,
Gen'l Passr. and Ticket Agent.

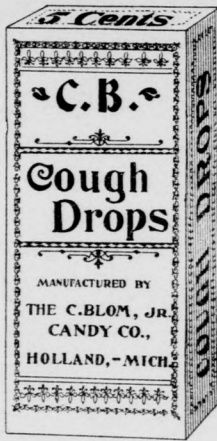
DULUTH, South Shore and Atlantic Railway.

WEST BOUND.
Lv. Grand Rapids (G. R. & I.) + 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. Pass. Agt., Grand Rapids

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

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A paper that will withstand
the ravages of Time.

Carried in stock in all the
standard sizes and weights by

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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...

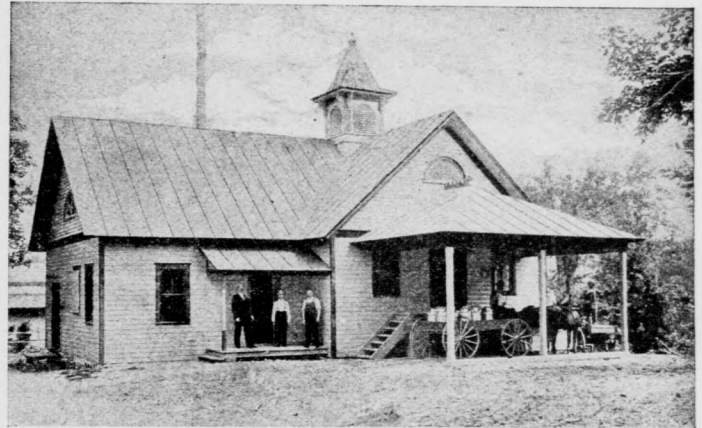
"Lily White" Flour

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.

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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.



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

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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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Grand Rapids Agency, 26 Fountain St.

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HARVEY & HEYSTEK CO., Grand Rapids, Mich.

J. A. MURPHY, General Manager.

FLOWERS, MAY & MOLONEY, Counsel

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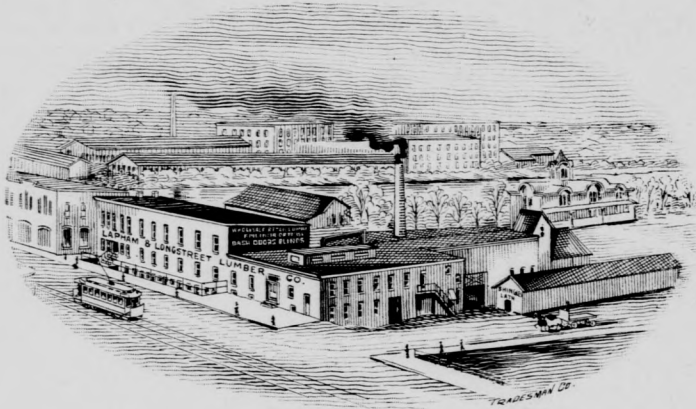
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THIS property is one of the finest equipped plants of its kind in the State. It is fitted with the latest improved and best kinds of woodworking machinery, centrally located on one of the principal avenues of the city and everything is complete for any first-class business adapted to such a plant. The property must be sold to settle an estate. For further particulars address,

Horace Lapham, or Chas. C. Longstreet,
Lansing, Michigan.

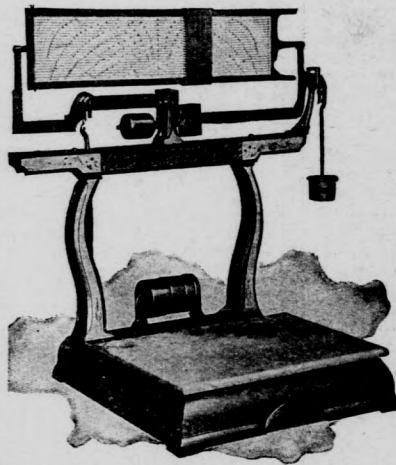
Owosso, Mich., Nov. 3, 1897.

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Gentlemen: After using the Stimpson Computing Scale going on three years, think it pays for itself every six months. Consider it superior to all Computing Scales and would not part with it unless I could purchase another.

Yours very truly,

E. L. DEVEREAUX.



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Co.,

Elkhart, Ind.

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The MONEY WEIGHT SYSTEM embodied in our Computing Scales shows you the Money Value of all weighings, thus making you more cautious. No mistakes in calculations. Reliable, Accurate, Systematic.



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