

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Volume XV.

GRAND RAPIDS, WEDNESDAY, APRIL 6, 1898.

Number 759

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.

CANNED FRUITS

Owing to the

CANNED VEGETABLES

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

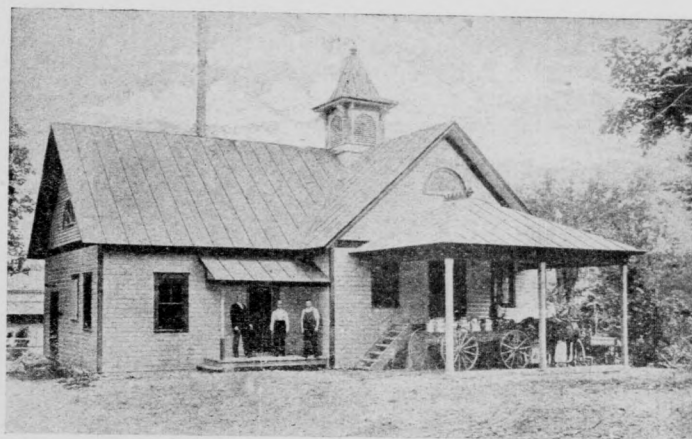
Four Kinds of Coupon Books

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.

Elgin System of Creameries

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



A MODEL CREAMERY OF THE TRUE SYSTEM

True Dairy Supply Company,

303 to 309 Lock Street,

Syracuse, New York.

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

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

PURITY AND STRENGTH!

FLEISCHMANN & CO.'S COMPRESSED YEAST



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

ABSOLUTELY PURE

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

FLEISCHMANN & CO.

Detroit Agency, 118 Bates St.

Grand Rapids Agency, 26 Fountain St.

I. A. MURPHY, General Manager.

FLOWERS, MAY & MOLONEY, Counsel

The Michigan Mercantile Agency

Special Reports.

Law and Collections.

Represented in every city and county in the United States and Canada.

Main Office: Room 1102 Majestic Building, Detroit, Mich.

Personal service given all claims. Judgments obtained without expense to subscribers

BICYCLE SUNDRIES

One of the largest stocks in Michigan. Prices right. Service prompt. Write for our '98 catalogue with dealers' net price sheet.

ADAMS & HART,

GRAND RAPIDS, MICH.

What Success Will Do

Diamond Crystal Salt has made a name for itself—fame for itself—wherever good butter is used. The demand for it increased beyond precedent; ordinary methods of production were not sufficient to supply the requisite quantity. Increase in capacity brought decrease in cost. The benefit of this saving rightfully belongs to the thousands of butter makers who recognize the superior merits of "The Salt that's All Salt," and the price is therefore reduced as shown below:

Old Price List.

BUTTER SALT.

BARRELS, 250 lbs., Bulk.	\$2 50
" 20 14-lb. Bags.	3 00
SACKS, 15 lbs.	30
" 50 lbs.	60
" 224 lbs.	2 25

New Price List.

BUTTER SALT.

BARRELS, 250 lbs., Bulk.	\$2 25
" 20 14 lb. Bags.	2 50
SACKS, 25 lbs.	25
" 50 lbs. (Irish Linen).	55
" 224 lbs.	2 00

During the Spring, 25 Sample Bags of Butter Salt will be packed in each barrel of twenty fourteens.

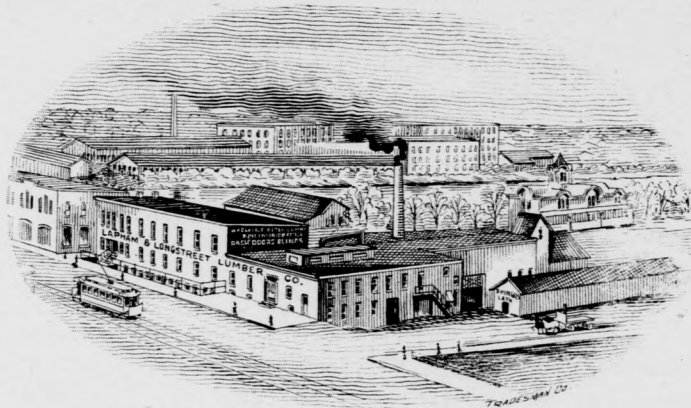
IT PAYS TO USE DIAMOND CRYSTAL SALT

If you would know more about it, send your address.

DIAMOND CRYSTAL SALT CO., ST. CLAIR, MICH.

SACRIFICE SALE!

PLANT OF THE
LANSING LUMBER CO.



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.

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.

URE....

....UNKLE

10C. Cigar

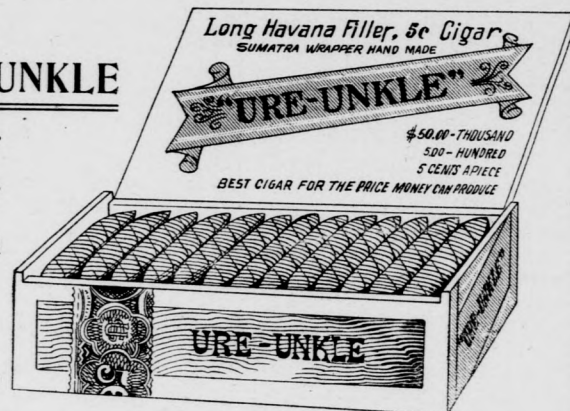
For 5C.

Michigan

Cigar

Co.

Big Rapids,
Mich.



THE "EUREKA"



THE "PINGREE"

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

The "EUREKA" is 20 per cent. faster in light or 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.

MICHIGAN TRADESMAN

Volume XV.

GRAND RAPIDS, WEDNESDAY, APRIL 6, 1898.

Number 759

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.

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.

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 10 years and will use you right Customers' expenses allowed.

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.....	40,061.00
Total Guarantee Deposits Paid to Beneficiaries.....	\$12.00
Death Losses Paid During 1897.....	17,000.00
Death Rate for 1897.....	6.31
Cost per 1,000 at age 30 during 1897.....	8.25

FRANK E. ROBSON, PRES.
TRUMAN B. GOODSPEED, Sec'y.

Save Trouble
Save Losses
Save Dollars

TRADESMAN COUPONS

BANK NOTES.

Introduction of the Automatic Adder.

Labor saving machinery is finding its way into the banks and ruthlessly assaulting and overcoming the conservatism that has so long characterized those institutions. The banks were among the last to adopt the stenographer and typewriter as a method of expediting business, clinging to the old long-hand correspondence long after even the small storekeepers and manufacturers had taken to the machine. Now adding machines are being added to the equipments of up-to-date banks, and this is a far greater encroachment upon the methods and traditions of the past than even the typewriter. With the adding machine the art, if it may so be called, of running up a column of figures as rapidly as the pen can pass up the page will soon be a lost one. The ability to quickly foot up a long row of figures will not be a necessary qualification in a bank clerk. The terrible lost cent in striking a balance will forever disappear. The Old National Bank has purchased an adding machine, the Michigan Trust Company has taken one on trial and other banks are thinking seriously of investing. The machine is about the size of a typewriter, at least it takes up no more room in the office. Its sides are encased in glass and on the top is a bank of keys like those of a typewriter, with figures on the keys instead of letters. There are nine rows of figures, up and down, two rows at the right to express the cents, then three rows for the hundreds, three for the thousands and one for millions. Transversely, the bottom row is all ones, the second all twos, and so on up to nine. There are no naughts on the board, the machine putting them in automatically. Two keys, one on either side of the main bank, are of silver and are for a special purpose, and these, with a lever and a curl of ribbon-like paper are all that is to be seen of the machine. The operator stands before the machine with his checks, drafts or other items to be added on a little table or stand at the side. The figures are quickly noted and, as a typewriter is operated, the keys are touched and they remain depressed, that the figures may be verified. Then the lever at the side is given a pull and this prints the figures upon the ribbon of paper in the rear and at the same time moves the ribbon forward a space and releases the depressed keys. If the operator wants to put down 1,000.01, all that he has to do is to touch the figure 1 in the thousands row and the 1 in the cents row and the machine automatically puts in the naughts. By touching the little key on the left side, corresponding to the shift key in a Remington, and pulling the lever, the exact sum of all the previous figures is given, and it matters not if the number of items be five or a thousand. At the Old National last week the certificate account was balanced on the machine. There were upwards of 3,500 items in the account and it took about 40 feet of the ribbon paper to contain them all,

and then when the addition key was pressed and the lever pulled, the total of all these items was given instantaneously and the account was found to balance to a cent. This operation, in the old way, has usually taken a week or longer of hard work, but it was struck off on the machine in as many hours as it used to take days. The shift key at the right is to repeat an item that may have been put down, and it can be done indefinitely, and the addition key will give the total of these repeated figures if so desired. The machine has various other knacks and is truly a marvel of ingenuity and effectiveness, and it has immense possibilities of saving brain-fagging and nerve-racking work for the bank clerks.

The deposits in the People's Savings Bank reached the million dollar mark this week, making it the third State bank to reach this rank.

Several of the banks have adopted the library catalogue card system of keeping signatures of their customers. The Fifth National was one of the first, adopting the system three or four years ago. The Old National did the same about two years ago and some of the others have fallen into line. The Kent and Grand Rapids Savings Banks have had the system in vogue for some time in their savings departments and the People's will soon do likewise. The old system was to have the customers or depositors write their names in a big book, either alphabetically or as they came, in the latter case the names to be afterward indexed. These books become cumbersome in time and accounts become dead, but once on the book the name can not be erased. It stays there to take up the room. By the card catalogue system, as soon as an account becomes dead the card it represents can be removed and the list can thus be kept within bounds. The People's Savings bank has upwards of 10,000 names on its identification books and not to exceed 3,500 of them are "alive." The card catalogue system will easily eliminate the dead wood. The Grand Rapids Savings, as the oldest savings bank in the city, dating back nearly thirty years, has several books, and it is probable a highly interesting story could be written about them. Many of the prominent business men of to-day date their prosperity and business career from the account they opened as young men or boys in this bank.

The associated banks of Detroit have tendered to the State a loan of \$200,000 in the event of war money being needed. The State has no surplus funds, and when an emergency arises requiring a large amount of money it is usually borrowed at current interest rates until the money can be raised in the usual way by taxation. The banks here have not tendered a loan to the State, but if a loan should be called for Grand Rapids banks could be depended upon to take their share.

The State law making Saturday afternoon a half holiday is felt in banking

circles, even although the banks do not realize any benefit from it. Since this law was enacted notes payable on Saturday are not legally due until the following Monday. If not paid until due interest is, of course, charged for the extra two days. The Saturday half holiday exists merely in theory and on the law books.

F. T. Bisbee has purchased an interest in the banking firm at Athens known as Nat. L. Rowe & Co., proprietors of the Farmers and Merchants' Bank. The other members of the firm are H. J. Rowe, Harriet Rowe, M. A. Kingsbury and Nat. L. Rowe.

The leaf of the pineapple has a fiber which is destined to take a prominent place among the constituents of textile fabrics, according to statements made in a recent report of the United States Department of Agriculture. The report shows that both the wild and the cultivated plants of this description yield fiber which when spun surpasses in point of strength, fineness and luster those obtained from flax. Summarizing its value, mention is made of its usefulness as a substitute for silk and as a material for mixing with wool or cotton—useful, too, for cordage sewing silk, or twist, laces, etc. In China it is used in fabrics for clothing for agriculturists; it is in request in India as material for stringing necklaces, and is the substance of the well-known pine cloth of the Philippine Islands. It is remarkably durable, unaffected by immersion in water, is white, soft, silky, flexible and long in staple. Samples cleaned, without washing, when twisted to the size of binding twine, have shown a breakage strain of 150 pounds.

Brooklyn has a tree-planting society that works in scientific fashion. Its labors are practical and educational. Any advice asked for in connection with tree culture is given. It may relate to the best sorts of trees to plant or the most approved methods of destroying insects and fungi. Circulars containing information on subjects connected with trees are freely distributed. It employs trained men who care for the trees of members at cost. It fights the men who tack signs to trees, who hitch horses to them, who ignorantly mutilate them under pretense of pruning. It seeks to interest the children and to secure their co-operation. It teaches them the injury to trees and shrubbery resulting from violently swinging them or cutting and hacking them with knives. In short, its influence is felt in many ways.

A New Jersey court has upheld a railroad company in refusing to accept a torn treasury note, declaring that while the Government is bound to redeem mutilated bills of this character private parties are not obliged to accept them as legal tender. One effect of this decision should be to decrease the amount of mutilated currency in circulation, giving the Government the trouble of taking care of it, as it always stands ready to do.

Dry Goods

The Dry Goods Market.

Dress Goods—The dress goods market, in common with other lines of woollens, is quiet and steady. There is business being done in both spring lines and fall lines. In the former, it is principally with the jobbers, who find it necessary to fill up with certain lines that have become unexpectedly depleted. The fall lines that have opened are quoted at practically last season's prices, but with the changes that have been made in the fabrics, this can not be said to mean much. The prices as quoted are about 20 to 25 per cent. higher than last year.

Prints and Ginghams—Reductions of shirtings have taken place during the week. The Fall River manufacturers showing no signs of curtailing, and the immense accumulation of goods takes all the stiffness out of the market. Agents, however, maintain that no changes have taken place in the prices of their shirtings, and there is no reason to doubt that some of the most important lines are well sold up. The Merrimac Manufacturing Co. has had a most prosperous season, and has not made any changes in the prices of Merrimac prints. Buyers of fancy prints have been in evidence at jobbers' during the week, and the movement has been fair. No change has taken place in the aspect of affairs with respect to gingham. Buyers find it almost impossible to procure what they want, and have to content themselves with the best available substitutes. The stocks on hand are very small, and rapidly diminishing. Calicoes are not so well. Sellers have betrayed a disposition to close out stocks, and as a consequence, the price has shown some irregularity, not to a great extent, but enough to unsettle the market.

Staple Cottons—Bleached goods have done a very indifferent business in all grades during the week and the prices show weakness. Concessions are difficult to obtain from sellers. No change has taken place in the prices of wide sheetings. Cotton flannels and blankets show a moderate demand, and close the week in better shape than other branches of the market. Coarse colored cottons merit no particular observation, as the demand for them has continued very moderate, and prices have not been changed.

Knit Goods—The jobbing trade has been quite busy and has transacted an amount of business that is above the average. Some trouble is being felt in this branch of the market on account of delayed deliveries of spring goods, and there is also a notable scarcity of some of the most popular and necessary lines in their stock, the way to remedy which is far from being plain at this time. In a market so firm and active as the present, late buyers have but little chance of making anything like a free selection, or of arranging their orders to their satisfaction. Low and medium balbriggans and cotton goods are very difficult to obtain at this time, and as the manufacturers have their hands full, it is hard to say when they will be replenished. The idea that the tariff was going to operate very strongly against importers seems to have missed fire somehow, for traveling men for all the importers are sending in excellent orders from all sections, and the volume of business done seems as though it would aggregate above that of three years.

Tapestry Carpets—The constantly increasing demand for this line has induced several new concerns to begin to make samples for next season, as they believe the outlook more favorable on this line, as compared with others. Whether their confidence is justified in increasing the manufacture of tapestries, the future will determine. It should not be forgotten that last year several of the largest tapestry carpet mills shut down, in order to reduce the surplus, and even after an idleness of several weeks they were obliged, the first of November, 1897, to have a special sale, in order to dispose of the surplus. Why this accumulated may have been due in part to the limited purchasing power of the masses of the people. There is no doubt that the general industrial condition has materially improved since that time, but it is also true that it will take a long time yet to place the masses in a position where they will buy carpets as freely as in 1892.

Couldn't Understand Why He Should Fail.

An old-fashioned dry goods merchant, doing business in one of the interior towns for many years, failed, and when an agent for one of the creditors reached the place it was to find the proprietor working hard to figure it all out.

"Lands! but I don't see why I should fail," he kept on saying. "Mebbe, though, I didn't collect sharp enough."

"You have a heap of goods here," said the agent, as he looked around.

"Yes, more or less."

"When did you take the last inventory?"

"Inventory? Take everything down?"

"Yes."

"And make out a list?"

"Yes."

"And dust off the shelves and mop the floor?"

"That's it."

"And clean the windows and paint the front of the store?"

"Yes."

"I never went into that. I was going to one day about fifteen years ago, but they had a wrestling match in town, and I left the inventory. Mercy on me, but I can't understand why I should fail!"

Dad's Old Breeches.

When dad has worn his trousers out,
They pass to brother John;
Then mother trims them round about,
And William puts them on.

When William's legs too long have grown
The trousers fail to hide 'em,
So Walter claims them for his own,
And stows himself inside 'em.

Next Sam's fat legs they close invest,
And, when they won't stretch tighter,
They're turned and shortened, washed and pressed,
And fixed on me—the writer.

Ma works them into rugs and caps
When I have burst the stitches—
At doomsday we shall see—perhaps—
The last of dad's old breeches.

Analyzing Foreign Food Products.

The Department of Agriculture has been quietly at work analyzing samples of food imported from the countries that have been excluding our products, and has discovered a quantity of impure sausage imported from Germany that was declared to be totally unfit for human food. These analyses were made in order to be prepared for retaliation should other countries become too arrogant in their refusal to accept our products, as has lately been done in Germany.

Change in Symptoms.

"Hobbs didn't have appendicitis after all."

"Who said so?"

"His doctors. It seems he hadn't money enough to pay for a surgical operation."

The man who gets as large a salary as he thinks he deserves is usually overpaid.

Percale Wrappers

This cut represents one of the many styles of **Percale Wrappers** that we are producing in our factory, known as the celebrated **Triton Wrapper**, all made from **standard goods. Honest work. Guaranteed in every way to please as to fit, style, wear, etc.**

Prices range from \$5.50 to \$13.50 per doz. Sample dozens sent subject to your approval.

Give us a trial order and establish a trade for yourself by carrying at all times one brand of wrappers, and that the



Custom Made.

MANUFACTURED BY

Strong, Lee & Co.,
DETROIT.

Our Celebrated No. 104 Percale Wrapper, Price \$9.00 per doz.

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,

JOBBERS.

Grand Rapids, Mich.

You'll be Sorry

If you wait too long. This promises to be the banner season for

SHIRT WAISTS

and we bought accordingly. Our aim has been to secure the latest in style, the best in quality, at a price that will leave you a nice profit. We think our line just about right. See it and you'll say the same.

**VOIGT,
HERPOLSHEIMER
& CO.**

Grand Rapids, Mich.

Jobbers . . .
**DRY GOODS,
FURNISHINGS,
and NOTIONS.**



NOT COMMON EGGS.

Easter Tokens Gradually Gaining in Favor.

From the New York Sun.

The Easter gifts this season are quaint and unusual. The emblem and symbols used are, of course, the same that have prevailed more or less since first there was an Easter, but they are served up in original guise. It is in bonbon holders that the typical Easter gifts are most apt and pretty, and costly as well, for all their airy unsubstantiality. Entirely novel are holders of daintily dyed straw, with a suggestion of down on the cover and a few stray wisps about, as though Mrs. Speckle Hen had just stepped off her nest to pick up a grain of refreshment. Within the nest are eggs, of familiar size and color, filled with the various comfits, wine drops and lozenges that even the most devout-minded on Easter day will not scorn to sample.

A mammoth egg with a cherub's face instead of a chicken looking from the chipped shell is another pretty conceit. The cherub's head is covered with long flaxen ringlets, and wreathed with cornflowers and wisps of wheat. Lyres and harps of wicker decked with flowers, and with a cunningly concealed cavity beneath the string for holding sweets, are new importations. The originator, doubtless, had choirs and psalms of praise in mind when the idea surprised him. One will be of pale blue and white wicker work, plaited closely, and having forget-me-nots woven about the slender end, and a bow of forget-me-not blue satin ribbon to set off the heavier part. A mere bagatelle like this, filled with choice candies, costs \$12.50. A harp-shaped bonbon case of light, delicate straw, set off with poppies and bright hued birds, filled, costs \$10; and a similar device, garlanded with apple blossoms and daintily poised humming birds, costs, when filled with candy, \$12. The straw used is of the pale tea color that makes such an effective background. Great straw eggs are shown made of interwoven shaded straw mixed with gilt, and having large straw rings ready for hanging them. When one of these wicker eggs parts in the middle the interior is seen lined with peach-blow satin, so that it may act conveniently as a workbasket when its mission as a candy holder is over.

Prettiest of all such dainty holders are those fashioned after the homely, covered basket of genuine market-going pattern. Scarcely larger than one's outstretched hand, but complete as to the two covers (one on each side of the handle) and the firmly made body and with the handle entwined with blossoms, the miniature market basket is a unique Easter reminder. It hints of pats of butter brought in, made fresh from the new grass that the cow likes, and of eggs, new laid, and bunches of crisp, fresh lettuce and asparagus only just cut. One of these homely ornaments, to be filled with crystalized fruit, has a strawberry plant, with berries hanging from the stem and the white blossoms looking out from the leaves, as seemingly growing on the cover. It is the texture and the workmanship on the fruit and flowers that make this gilded bauble cost \$8.50.

On all the wealth of fancy bags, boxes and baskets classed under the general title of bonbon holders this year the quality of the flowers employed in decoration fixes the price. The ordinary field flowers are most used—buttercups and cornflowers and diminutive morning glories that in tint and shaping deserve the name; but there are roses as well, great flaming damask roses, and royal Malmaisons and Jacks almost natural enough to make you imagine the fragrance. One heart-shaped satin holder has a single passion flower blooming on the lid. The counters at the smart confectioners blossom just now with opera bags and work bags that are comely in shape, either heart shaped, octagonal or five sided, and worked in typical Easter flowers. The downy-looking nests, with a hen's head looking out, or the stimulated brocade handkerchief, tied up at the corners and bursting with eggs, and blossoms and sprays of green are meant to accompany one of these broad bags as an Easter gift.

Eggs of various colors, covered with satin and exquisitely hand painted, cost \$3 and \$4, all open to reveal sweets within. Some are lined appropriately and wadded and answer for ring or cuff button cases. There are few mottoes used. The bright blossoms and birds and hints of awakened life are regarded as eloquent enough. Those who have been in the confectioner's trade for years say that Easter gifts in the especial line of these light dainties, not costly enough to count as an obligation, yet giving some hint of the taste and consideration of the sender, are coming more and more into vogue. One popular resort has a long counter and two tables covered with bonbon holders, bags, baskets and whatnots, fairly bristling with vivid blossoms and butterflies and suggestions from nature. Particularly pretty are the holders, made in imitation of a fishing net, and having on the cover the gay-colored flies used for fishing. There are no flowers on these, but to the angler who thinks of the fish just beginning to "run" they mean Easter indeed. Dainty gondola-shaped bonbon cases are made of fine porcelain, decked off with butterflies of various hues. Some very choice and rare china bonbonnières have on the closely fitting cover little idyls of farm life naturally portrayed, the hen and her progeny having prominent place in each. These vary in price from \$6 to \$14 when filled, and flowers accompany them as a gift.

Everything is nowadays made out of paper, so it is only fair that paper should be made out of everything. The latest step toward this desirable consummation has been made in Dutch paper works at Groningen, where paper has been made with perfect success from potato peelings, which cost only about five shillings a ton.

Everything is nowadays made out of paper, so it is only fair that paper should be made out of everything. The latest step toward this desirable consummation has been made in Dutch paper works at Groningen, where paper has been made with perfect success from potato peelings, which cost only about five shillings a ton.



AN OPPORTUNITY FOR MEN WHO ARE NOT LAZY

4,000 agents are now canvassing with our line of samples, earning from \$50 to \$200 per month. We want 4,000 more active, reliable men to take the places not yet filled.

Many concerns advertise themselves as "tailors to the trade," but we are the original and only manufacturers on a large scale of "ready-to-wear" clothing exclusively for consumers. We don't wholesale! We don't retail! There is but one small profit between the first cost of our garments and the men and boys who wear them. We run our own plant and the samples we send out are cut from the cloths we make up in our factory. We cut suits a thousand at a time. Hence the low prices we offer. These goods bear the trade mark,

WHITE HORSE BRAND.

A superb outfit and advertising matter furnished free to our agents. Do you not think with all these advantages you could interest your friends and neighbors and secure their orders for clothing? The workmanship and trimmings are the very best on every garment.

Men's Suits \$4 to \$15. Boys' Suits \$3 to \$9. Men's Trousers 75c to \$4.

We also operate one of the largest Custom Departments where garments are actually cut and made-to-measure by the most skillful workmen. The trade mark for this department is

WHITE CITY BRAND.

We furnish our agents with a fine line of samples and all necessary blanks from this department without charge. The prices for suits are \$12 to \$25. With the two outfits you can meet the taste and purse of every man and boy in your community. We pay our agents a liberal commission. Don't miss this chance. Write for particulars to Dept. G. R.

WHITE CITY TAILORS, 222-226 ADAMS STREET, CHICAGO.

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.



Manitowoc Lakeside Peas

Those who are familiar with Lakeside Peas fully appreciate them and know their value. We have made the canning of peas a scientific study and feel amply repaid by the results obtained. They are for sale by all grocers. Ask for them.

THE ALBERT LANDRETH CO., Manitowoc, Wis.

Worden Grocer Co., Wholesale Agents.



Around the State

Movements of Merchants.

Delton—Hartman Bros., millers, have sold out to L. N. Bush.

Albion—Foot & Clancy succeed Carson Foot in the grocery business.

Twining—Dr. S. B. Sandall has purchased the drug stock of Chas. Wetmore.

Holland—The Westveld Furniture Co. has embarked in retail business at this place.

Sturgis—C. B. Munger will embark in the shoe business at this place about April 10.

Benton Harbor—N. D. Haynes has purchased the meat market of Geo. Bateman.

Saginaw—Wm. B. Drysdale succeeds Mr. McLean as manager of the Ideal grocery store.

Lansing—Wm. Stoll has purchased the grocery stock of Geo. E. Cimmerer on Franklin street, east.

Greenville—W. H. Gardner has sold his shoe stock to Thos. Welsh, who has removed it to Belding.

Bronson—J. Freidman has opened a general store at this place under the name of the Fair store.

Scottville—E. S. Morris has sold his stock of shoes to Dr. Eaton, who will move them to Fountain.

Owosso—John T. Walsh has sold his grocery stock to E. M. Johnson, the transfer to take place May 1.

Ypsilanti—John Comstock has been admitted to the dry goods and clothing firm of E. M. Comstock & Co.

Jackson—James Falihee celebrated the 25th anniversary of his engaging in the shoe business here on April 1.

Reading—Curtis & Lathrop succeed C. M. (Mrs. Theo.) Curtis in the furniture and undertaking business.

Iron Mountain—Geo. F. Seibert has opened a branch drug store at Quinnesec, placing Will Rezin in charge thereof.

Croswell—Wm. Owens and John Lewis have engaged in the furniture and undertaking business at this place.

Lansing—Dr. J. Ball has removed his drug stock to 228 Washington avenue, south, directly across the street from his old stand.

East Jordan—J. J. Gage has purchased the grocery stock of W. R. Stewart and consolidated it with his bazaar stock.

Elk Rapids—A. M. Van Wormer, of Grand Haven, has rented the Sours building and established a bakery and lunch counter.

Crystal Falls—J. E. Bower & Co., druggists, have dissolved. J. E. Bower will hereafter continue the business in his own name.

Alpine—Frank Slesman has purchased the grocery stock of Monroe Crammer and consolidated his general stock therewith.

Quincy—C. G. Powers has removed his stock of clothing from Adrian to this place and consolidated it with the stock of F. E. Powers.

Lacey—D. A. Quick and A. R. Rogers have purchased the Glasner general stock and will continue the business at the same location.

Wayland—C. C. Deane, clothier, and Frank E. Pickett, general dealer, have consolidated their stocks under the style of Pickett & Deane.

Buchanan—The drug firm of Dr. E. S. Dodd & Son has been dissolved, the senior member, Dr. E. S. Dodd, retiring. Dr. I. L. H. Dodd will continue the business under the same style.

Ludington—Andrew & Erickson will open a store at 120 East Ludington avenue, handling a line of wall papers and painting materials.

Traverse City—W. W. Miller, grocer, has purchased the grocery stock of Mrs. E. M. Daniels, on Front street. He will continue both stores.

Manistee—Emil Johnson and Chas. Dahlquist, under the style of Johnson & Dahlquist, have opened a grocery store at 356 River street.

Leslie—The East Side bakery will hereafter be conducted by Buckingham & Clark, Mr. Clark having purchased the interest of Mr. Clements.

St. Johns—The clothing firm of Weber & Peck has dissolved. W. W. Peck has retired but will continue to have charge of the business.

Iron Mountain—Jas. Prideaux is erecting a large frame store building at Tamarack City which he will occupy May 1 with a stock of general merchandise.

Ann Arbor—Muehlig & Schmid, hardware dealers, have purchased the paint and oil stock of Hutzel & Co., which they will combine with their own stock.

Big Rapids—J. F. Hughes has purchased the interest of his partner in the boot and shoe business of Neahr & Hughes and will continue the business in his own name.

Shelby—W. H. Griffin has sold his interest in the grocery stock of Griffin & Tinney to his partner, John Tinney, and will devote his entire attention to his meat business.

Nashville—M. H. Reynolds and W. M. Humphrey have formed a copartnership under the style of Reynolds & Humphrey and embarked in the carriage and vehicle business.

Barryton—S. S. Wilson has sold one-half interest in his stock of hardware and furniture to J. E. Geiger. The new firm will do business under the style of Wilson, Geiger & Co.

Jackson—The Geo. S. Hawes Co. has embarked in the drug business at 118 South Mechanic street. The company has secured the services of Henry Martin, formerly of Martin & Gibbins.

Boyne City—Mrs. M. A. Ward, who conducted a grocery store here, has rented her building to Mrs. Geo. Steel, who will open a bakery and restaurant. Mrs. Ward will retire from business.

Nashville—Henry Glasner, general dealer at Lacey, has purchased the grocery stock of Marshall & Reynolds, and removed same to a store building on Main street recently purchased by him.

Cheboygan—L. F. Lane, formerly engaged in general trade at Honor, will occupy a new building now being erected on State street with a stock of dry goods, boots and shoes and millinery.

Owosso—The Geo. Markham grocery stock has been purchased by W. E. Miller, the West Owosso groceryman, and will be conducted by him. He will also continue in business on the West Side.

Jackson—The furniture and carpet stock of Newell, Richardson & Galbraith has been purchased by Chas. Froelk, of Cleveland, who will continue the business under the style of the Froelk Furniture Co.

Charlotte—A two-story brick building, with 24 feet frontage, will shortly be erected on the present site of the store building occupied by Warren Shaul with his grocery and bakery. Greenman & Selkirk, clothiers, will take possession of same as soon as completed.

Onondaga—The stock of furniture of Stroud & McDonald has been sold and will be moved away. The manager, D. W. Freeland, will re-open the store with a new stock of furniture and undertaking goods.

Benton Harbor—Geo. B. Warren has purchased a half interest in the dry goods and millinery stock of his father, F. G. Warren. The business will be continued under the style of the Enterprise Mercantile Co.

Hancock—Andrew Bram, formerly clerk in the drug store of S. D. North & Son, of Calumet, has engaged in the drug business at this place, placing Arthur T. Ellsworth in charge of the pharmacy department.

Muskegon—K. W. Solheim, who formerly conducted a grocery store on Lake street, has moved back to Muskegon from Traverse City, and will open a grocery store at the corner of Peck and Irwin streets.

Ann Arbor—All dry goods merchants of this city have signed an agreement that on and after April 16 they will stop giving trading stamps, cash coupons and similar premiums. It is expected that other business firms will follow.

Ishpeming—J. W. Jochim, the hardware dealer, is putting in a little spare time among the Upper Peninsular towns, introducing a fire extinguisher which he has the Northwestern agency for. Mr. Jochim is rather weighty in his arguments; that is, to the extent of 280 pounds.

Detroit—The tobaccoists of the city are still engaged in the pastime of cutting each other's throats in a business way. The wholesale dealers have held several meetings since John T. Woodhouse & Co. inaugurated a cut on the American Tobacco Co.'s goods in particular and many other brands in general, but so far have been unable to agree on any concerted action. Each is meeting the cut when there is no other way, and as a result there is a shifting of customers and demoralization of trade.

Manufacturing Matters.

Saginaw—The Saginaw Milling Co. has increased its capital stock from \$50,000 to \$150,000.

Ovid—Twenty business men have agreed to contribute \$100 each as a bonus to some manufacturing enterprise which will locate here. No frauds or fakes need apply.

Marquette—The D. S. S. & A. and the L. S. & I. Railways have begun to haul ore to the docks. The ice in the Lake and bay would not hinder navigation now. The snow is all gone, except in the dense woods. The season is at least a month earlier than usual.

Houghton—The mill and attached property belonging to the Moralee estate have been purchased by the Armstrong & Thulman Lumber Co. The planing mill will be fitted up and operated during the present season. George C. Bently, heretofore with the Sturgeon River Lumber Co., will be superintendent of the mill.

Menominee—Kirby, Carpenter & Co. have suspended logging operations for the winter, having banked 68,000,000 feet, and now have two railroad contracting firms, Holmes & Son and Sparrow & Kroll, hauling for them, the latter firm now being engaged on the last half of a 10,000,000 contract, to be brought here by rail during the summer.

Man is incorrigible. He swears he will give up a bad habit—and then keeps on swearing.

The Produce Market.

Apples—Home grown cellar stock—Greenings and Baldwins—commands \$2@2.75 per bbl.

Bananas—Values are rather better than they were at the first of the year, with inclination to advance. Any trouble in the West Indies would be liable to interfere with the regular shipment of this fruit, and in consequence would advance the market very materially.

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

Butter—The strengthening in price predicted last week has taken place, due to light receipts, which are not sufficient to meet the consumptive demands of the market. All grades of butter are affected by the scarcity of milk, both home dairy and factory creamery. The market is practically bare of stock, receipts being frequently sold in advance of arrival, dairy bringing 14@15c for choice and 15@16c for fancy. Creamery is in good demand at 19@20c.

Cabbage—\$2.50 per 100.

Beets—35c per bu.

Carrots—25c per bu.

Cucumbers—\$1.25 per doz. for Southern grown.

Eggs—The prevailing cool weather has tended to hold the price up to 8c, whereas a continuance of the warm weather would have probably forced the price down to 7@7½c. The quality and appearance of the arrivals have improved very materially during the past week and a still further improvement is expected during the ensuing week. Local dealers ask 8½c for case count stock and 9c for sorted.

Grape Fruit—Prices are considerably reduced, boxes of this fruit selling now at \$4@4.50.

Green Onions—10c per doz.

Honey—Dark ranges from 9@10c. Light stock commands 12c.

Lemons—The demand is principally for California stock, although there is some Messina fruit in the market, and it is holding up the full values. The movement is good for this season of the year.

Lettuce—Grand Rapids Forcing is in ample supply at 12½c.

Onions—Dry stock has declined to 60c.

Oranges—The sentiment is firm on the best navels, these being still the choice of the trade. The movement is very large, as compared with the actual trade of this season. The prices are unchanged on all varieties, values ruling very low.

Pineapples—The market is well supplied with Florida fruit, and prices are a little higher than last week.

Potatoes—Local dealers pay 50@55c and hold at 60c. The price is weaker at most of the large distributing and consuming markets.

Radishes—Louisiana are in ample supply at 20c. Cincinnati are scarce at 25c.

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—40c per bu.

Strawberries—30c per qt.

Tomatoes—60c per basket.

Vegetable Oysters—20c per doz.

Chicago Butterine Cases Dismissed.

The butterine cases which have recently attracted so much attention in Chicago—seventy-seven in number—were recently called and dismissed. It is claimed that the parties who swore out the warrants and the constable who served them did it with intent to blackmail or receive money for the work of informers. It is estimated that over 1,200 grocers and butchers are handling butterine in Chicago.

He who is intimate on short acquaintance is liable to make people short on an intimate acquaintance.

Grand Rapids Gossip

F. A. Rice has removed his grocery stock from Kent street to the Arcade, at the rear of 14 Canal street.

Chas. W. Williams, druggist at Alto, has added a line of groceries. The Ball-Barnhart-Putman Co. furnished the stock.

Frank Smith has decided to conduct a third store, locating a grocery stock at Tustin. The Worden Grocer Co. furnished the stock.

The Musselman Grocer Co. furnished the stock for Martin Viergever, who has opened a new grocery store at the corner of North Union and Lyon streets.

Frank Keech has opened a grocery store at Johnston, a new town seven miles west of Ionia. The Lemon & Wheeler Company furnished the stock.

W. G. Phelps, formerly of the firm of Ballard & Phelps, hardware dealers at Manton, will open a new hardware store at Bellaire about May 15. Foster, Stevens & Co. have the order for the stock.

O. A. Eaton has embarked in the dry goods and grocery business at Fountain. Voigt, Herpolsheimer & Co. furnished the dry goods and the Clark-Jewell-Wells Co. supplied the groceries.

Local grocers are beginning to lay their plans for the struggle over the new license schedule which will be adopted by the new Council in May. With the return of good times the Tradesman sees no reason why the fee should not be increased \$5 or \$10 this year and it is believed that the License Committee of the Retail Grocers' Association will take this view of the matter and ask that the fee be increased to \$40. It is quite likely that the better class of peddlers will join the grocers in this request, as the former have come to realize that a reasonable fee and such wholesome restrictions as can be thrown around the business are quite as much in the interest of the peddler as the grocer, because they tend to lessen the number and elevate the character of the peddling class.

It begins to look as if the infringement suit brought against Julius Steinberg, of Traverse City, by the Consolidated Store Service Co., of Boston, would never be brought to trial. The action was begun last summer, the bill of complaint, filed Aug. 17, alleging that Mr. Steinberg used a cash carrier system which infringed patents alleged to be owned by the complainant. The request for a preliminary injunction was denied, since which time the attorney for the complainant has apparently been in no hurry to crowd the matter to a trial. On Dec. 2 Geo. H. Russ, of Boston, was named as examiner, but up to this time nothing has been received from him by the officials of the United States Court. The case can not now be heard until the October term of the Court, and the indifferent attitude assumed by the complainant's attorney naturally leads to the belief that the defendant will never be compelled to come to Grand Rapids for the purpose of joining issues in open court.

The grand jury indictments against Frank J. Lamb and Chester A. Lamb are still on file in the United States Court here and it is now expected that the defendants will be required to stand trial at the October term. For the sake

of securing delay, the defendants turned over to a trustee certain properties, with the understanding that the proceeds were to be divided pro rata among their creditors. The properties proved to be absolutely valueless, as the Tradesman insisted was the case at the time, and there appears to be no reason why the Lambs should not be made to pay the penalty of their misdeeds. They brought the Grand Rapids market into temporary disrepute and influenced a number of other men of questionable character to embark on swindling careers. The disciples of the Lamb gang took refuge in Canada and in distant parts of the country, and it is intimated that the senior Lamb has left the country for the country's good and will not be on hand in case he is wanted in the United States Court.

The Hardware Market.

General trade during March was unusually good and there is every prospect of a fair business during the month of April. The market remains quite steady and there are but few changes made in the general line of hardware. Owing to the uncertain condition existing with our foreign countries, a tendency to more conservative action is quite prevalent in all branches of trade.

Wire Nails—The wire nail market still remains stationary, although the consolidation of a number of mills is having a tendency to make the market quite firm. It is not believed by those who are conversant with the intended operations of the new consolidation that there will be any material advance in prices, although it is believed by some that they will advance 5@10c but further than that make no immediate change.

Barbed Wire—There is no change to note in the barbed wire market. Prices are firm and the demand is good and there is very little unevenness in price as quoted from the different markets.

Window Glass—An advance has been made by all manufacturers which averages about 7½ per cent. Jobbers, as a general thing, have advanced their prices about 5 per cent. It is generally understood that there is no possibility of any lower prices being made by the glass association and that they will be higher before they are lower. Quotations at present in box lots range from 85 to 85 and 5 per cent. discount.

Carriage Bolts—The recent advance of about 7½ per cent. by the manufacturers seems to be firmly held and jobbers are gradually advancing their prices, in sympathy with the advance by manufacturers.

Rope—The advance in rope still continues and it is not believed that there will be any lower prices made during the next thirty days.

Tar Felt—Owing to the advance in old rags and other articles going into the manufacture of tar felt, another advance of \$3 per ton has been made by the manufacturers. Jobbers are now asking \$1.75 per cwt. and it is believed that it will be higher before it is lower. In sympathy with this advance, all kinds of building paper are materially higher.

G. J. Johnson, President of the G. J. Johnson Cigar Co., took a flying trip through the Upper Peninsula last week, making personal calls on the trade at Marquette and Ishpeming.

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

The Grocery Market.

Sugar—Raws are firm, although it is claimed the refiners are not buying very freely. Refiners claim to be oversold on refined grades and a still higher range of values is very generally looked forward to by experienced buyers.

Tea—The general conditions of the tea market are unchanged from last report. Import orders are now being placed and dealers are looking for values to drop a trifle on the higher grade goods and to advance on the lower grades. The inspection rules of last year will hold this, and very poor grades of tea will be entirely excluded.

Coffee—Rio grades are strong and higher, No. 7 having advanced from 5¾ to 6¾c during the past week. The talk of putting a duty on coffee in the event of a war with Spain is the principal factor in the advance. Arbuckle and the roasters throughout the West, with the exception of Woolson, advanced their quotations on package brands ¼c Monday.

Dried Fruits—There is no change as yet in prices, although there is report of the worst frost on the Pacific Coast for several years. The statement is made by many authorities that the crop of apricots, prunes, almonds, peaches and many other lines of fruit has been wellnigh wiped out in many sections, and that there is no quarter of the State in which the deciduous fruit has not been damaged to a great extent. The Santa Clara valley is the only section that has escaped with a light penalty. Just how much dependence may be put on this report is not yet determined, but there is no doubt that frost damage, and a considerable of it, has been done to the deciduous fruit.

Canned Goods—The tomato market is easy rather than otherwise, and purchases are being made for immediate wants only. The demand for future tomatoes exceeds the supply, by reason of the reluctance of the packers who were burnt last year to make very large offerings. There is a moderate demand for spot corn at a low price, and the market is unchanged except in the way of being slightly easier. Spot peas are very dull, and prices are unchanged. Stocks in first hands are light, and full prices will probably be asked later. Peaches are very slow, and prices are unchanged.

Molasses and Syrups—Buyers are taking small lots, as a rule, to meet urgent requirements. Dealers are inclined to hold onto their supplies so that they are willing to sell only at full prices. The offerings of syrups were not at all large, as refiners were not turning out much stock. The syrups offered were taken at full prices.

Fish—Mackerel is no stronger, and if anything, is probably a little easier. The future of the market is uncertain. Suffice it to say that it has a better chance of remaining steady than of either declining or advancing. This applies to the immediate future. There may be an advance in two or three months. Statistically, mackerel is in good position. Cod is selling fairly well at unchanged prices. There is a better demand for canned salmon, which also rules at unchanged prices. Domestic sardines are slightly easier. There are rumors of the purchase of all the New England sardine canneries by an English syndicate, but they are unreliable.

Provisions—Trade in smoked meats is brightening somewhat, as dealers expect a better demand after Lent. The

extremely low prices at which provisions have been selling have caused the demand this season to be larger than usual. There have been no changes of importance in the market during the past week, except a slight shading off in the prices of pure lard. Compound remains unchanged.

The Grain Market.

The wheat market is in a very unsatisfactory position at present for both the millers and the dealers. The May corner is raising hob with prices generally. Cash wheat is 90c here, while May wheat in Chicago is worth or is selling at \$1.05, but May wheat in New York is only 99½c. On that basis Chicago should be only about 90c, but the bears do not sell any May, as the Leiter clique has about all the cash wheat in sight. There is nothing new as regards exports except that they are very large, but the same can be said of the receipts. When a decrease in the visible of 1,500,000 bushels was expected, reports show that it increased 162,000 bushels, which gave the market a temporary setback, but it soon gained strength again. This uncertainty will last until the middle of May or at least until after May 1. Foreigners are still buying wheat, but they are not as heavy buyers as they were, as we are drawing near a harvest, day by day. This fine weather would have a depressing effect on present prices were it not for the scarcity of wheat.

Corn and oats are both very strong; in fact, prices are better than they were last week. The same rule holds good as regards rye.

The receipts were rather under the usual amount, being only 35 cars of wheat, 4 cars of corn and 9 cars of oats. The receipts from farmers' wagons are merely nominal. C. G. A. VOIGT.

Hides, Pelts, Furs, Tallow and Wool.

There are no hides of consequence, compared with the demand, the few there are being poor in quality. Tanners are tired working them, but find nothing else to take their place. They forced down prices, first by staying out of the market, but finding nothing better, they are taking a few at a slight advance. Dealers ask more for their goods and it looks as though they would secure the price asked. Light stock remains firm and in good demand, with no excess. Harness stock is in good demand, on account of large Government orders for harnesses. The supply is light but ample for local demand.

Pelts are few, but pullers keep working, securing their supply from sources which weaken on their holdings and sell at a loss.

Furs are off in supply and quality, as well as price, with little competition.

Tallow shows a slight advance, with no demand beyond the ordinary.

There is no movement in wools. Prices do not change, as there are no buyers at any price and no enquiries. Cancellation of cloth orders have forced manufacturers to be cautious while they have enough stock on hand to fill such orders as come. Others looking for Government orders prefer to wait.

WM. T. HESS.

Frank Stanton, a North Carolina moonshiner, recently caught in the toils of the law, made his defense in court that he only engaged in illicit distilling in order to get money enough to paint the church. The judge who tried his case observed that most of Stanton's efforts went toward painting the town so he gave him the customary two year for reflection.

Woman's World

Exercising Benevolence in the Care of Unwelcome Callers.

The spirit of benevolence is one thing and the spirit of beneficence quite another. Every woman living possesses the former, although many a woman never calls it up. She is not even aware of its possession, although it can do more to keep the sex young than all the toilet soaps, face bleaches, and complexion beautifiers ever compounded. Benevolence is simply wishing well to all mankind, while beneficence means doing good. One spirit is attained by a passive process and the other requires activity. One grows into the other, however, for one can not be benevolent long without wanting to be beneficent. A woman whose spirit of benevolence is constantly vying with her spirit of beneficence gave a number of other women some sound advice on the subject the other day. It all came about this way:

"What do you all do when a person you really dislike calls?" asked a sad-eyed woman, with feeling enough to give evidence of a recent experience along that line. "It has puzzled me for over twenty years to know what is the right thing to do under such circumstances."

"Why, the proper thing to do is to rush right into the drawing room and tell the caller that he is the very person you most wanted to see and that you were just wishing for him," answered a woman with a mischievous twinkle in her eye.

"I don't think so," put in a matron with a large fund of common sense. "I think the thing to do is to send word that you are out, although I don't always do it."

"I don't believe in that at all," spoke up a usually quiet woman, emphatically. Most women contend that it isn't lying to say that you are not in when you are, but it seems to me that it is a case of a difference without a distinction. Lying is lying, just as black is black and white is white. People talk about big lies and little lies, but all the same, lies do not run like shoes and gloves, by sizes.

"Of course, I grant you that there are two kinds, but they are not distinguishable by 'big' and 'little'; they must be characterized as 'harmful' and 'less harmful.' To say that one is out to a visitor when one is really at home belongs to the less harmful class, but it is an untruth just the same and every perversion of truth weakens the character of the one who preverts it. No, I for one do not believe in saying that I am out when I am in. And yet I do not believe in pretending to be glad to welcome a person whom I dislike, so after all I am as much at sea as the rest of you about this question, which confronts nearly every woman living in a city nearly every day, year in and year out."

"Did any of you ever try calling up your spirit of benevolence when a visitor whom you do not like calls?" asked she of the benevolent and beneficent spirit. "If you haven't just do so and you'll be amazed at the result."

"Why, what do you mean and how do you do it?" asked a young woman eagerly, and every one listened earnestly for the reply.

"You know we all possess a spirit of benevolence," explained the old lady.

"Some of us never find it out because we never call it up. The more we call

it up the more it expands and grows. There was a time when it fretted me to death if I received a call from a woman distasteful to me. One day I would send the visitor word that I was out, the next I would go into the drawing room and actually gush over her to hide my real feelings and again I would treat her indifferently, almost coldly. No matter what I did I was miserable after the caller had departed; and as I'm just a plain, everyday sort of woman I take it that my experience is the common experience of womankind. Well, one day the maid brought me the card of a lady I thoroughly detested. Her character and personality were alike disagreeable to me. Instantly I said 'Not at home and I never shall be to her.' A look came into that little maid's eyes that struck me like a Spanish bomb. It said as plainly as words, 'I'm disappointed in you' and quick as a flash I exclaimed, 'Oh, Mary, how unkind that was of me! Tell Mrs. Blank I shall be down presently.'

"The next flash I got from that servant girl's eyes repaid me for what I was pleased to term my spirit of self-sacrifice. While I was rearranging my hair and putting a few touches to my toilet before going down I communed with myself something like this: 'This woman downstairs is a woman just like you. You may not like her, but many people undoubtedly love her, so she must have a beautiful side to her nature. Perhaps there are people who dislike you as much as you dislike her. How would you like to be treated by such people? At any rate, you and your visitor have a universal Father and belong to the same universal brotherhood. She is a divine creature as well as every other human being, and it is probably your own blindness which keeps you from recognizing her divinity.'

"With this thought in my mind I entered the drawing room and was dumbfounded to find that I greeted my guest with an easy, sincere cordiality. My feeling to her was really kind and in my heart were only good wishes for her. This seemed to communicate itself to her, and when she left I found myself thinking her a very agreeable person. I never came to love her devotedly, but after that I felt nothing but good will toward her and was able to enjoy her society. That came about because I called up my benevolent spirit that day she called. Since then I always call it up when an unwelcome visitor comes to see me, and I am always able to greet her cordially but without hypocrisy. This calling up the spirit of benevolence sounds like a complicated process, but it can be done in a second if one only tries it often enough. You can put yourself in a thoroughly benevolent frame of mind while you are putting a dash of powder on your face, changing your neck ribbon, or patting your curls into their right place.

"Every woman possesses the spirit of benevolence, but many confound it with hypocrisy. Every time you see one woman greet cordially another whom she dislikes, you needn't set her down as a hypocrite. Call up your spirit of benevolence in judging her, and give her credit for having done the same toward the other woman. If we all did this, our sex would be much more closely bound together. If women only realized that the Fountain of Immortal Youth is found in this spirit of benevolence they would call it up in their relation with every human being. You know the mind moulds the body. What

we think, we look. Think only of self and you will look selfish. Think mean thoughts and you will have a mean look. Call up your spirit of benevolence, and the good will you feel for others is sure to radiate from your own face and form. Try it. It is such a simple thing and yet it makes life so much more livable. It simplifies our social relations amazingly. Finally, it is balm to the conscience. You have each and all admitted that you are troubled to know how to receive visitors for whom you do not care. Oust that trouble by calling up your spirit of benevolence, and the visitor and the visited will be the better for it."

WINNIE WEATHERLY.

The Merchant's Bank-Profits.

In these days of close competition and narrow profits the business man, to be successful, must study every detail of his affairs with careful scrutiny. It is by this means alone that he can discover where unnecessary expense can be cut off and where additional profits can be realized without sacrificing liberality toward patrons and without diminishing the popularity of his store.

It is frequently discovered that a merchant, while progressive in most matters, still fails to perceive the profits to be made from discounts. A case in point comes to my mind: Some time ago a customer of a certain house was found to be very tardy in his payments. Investigation of his statements made to the commercial agencies showed that he was in good financial condition, having a surplus of some \$20,000 over all indebtedness. He carried a stock of about \$10,000. His annual sales were about \$30,000, which would indicate that he turned his stock three times a year. In other words, with a capital in use of only \$10,000, he was doing a business three times that volume in amount. This is an important fact to bear in mind. It was found further, upon investigation, that this merchant, in common with many others, had gained the idea that he could place his money in outside investments to better advantage than would follow from using it in his business.

Finally I had the opportunity to do some figuring for this man. In some lines of goods which he carried he received a discount of 6 per cent. on bills paid in ten days. In other lines the discounts varied, grading down to 2 per cent. for the minimum. The average discount allowed for prompt settlement was 4 per cent. It was soon made clear that, inasmuch as the capital employed, say \$10,000, was used for purchases three times a year, and each time by claiming discounts was entitled to 4 per cent., it was possible to make a profit of 12 per cent. per annum upon the investment through this means alone. The merchant at once perceived that a yearly income of \$1,200 upon a capital of \$10,000 is a much better return than he could expect from any outside operations that are absolutely safe.

Such a return for prompt payments will go far toward making any business an unqualified success. One prominent merchant whose annual trade is very large recently asserted that he is entirely satisfied with the profit from his cash discounts as the net return from the business.

The question arises in many cases, how to take advantage of discounts when ready cash is not at hand. This, however, is a problem of no very great difficulty, provided the business is in

good condition and shows, by the relation of live assets to liabilities, that the merchant is entirely solvent and in possession of a reasonable surplus. Money is plentiful in the banks, and bankers are always ready to lend to responsible borrowers.

The rate of discount at which money can be secured from a bank is rarely above 7 per cent. per annum. Accordingly, the merchant who occasionally borrows from his bank for the purpose of claiming discounts which net him 12 per cent. per annum is enabled to make a clear profit of 5 per cent. upon the transactions. Or where he borrows for all his payments, with a business of the size mentioned above, there is still a gain of \$500 in discounts. These facts clearly show that every merchant who does not arrange to discount his purchases is neglecting a very important source of profit. F. R. BOOCOCK.

A Maryland judge has decided that a town ordinance prohibiting the riding of wheels on sidewalks when the streets are impassable is not effective. The rider who was arrested turned on the sidewalk to avoid an exceptionally bad place in the roadway, and, although he rode a distance of only 25 feet on forbidden ground, a warrant was issued. The evidence showed that a wheel could not be pushed through the mud hole, and the court, in dismissing the case, ruled that under such conditions riders and drivers were justified in trespassing on private property. It is possible that the higher courts may not sustain so liberal a ruling, but its reversal will not deprive the judge of the lower court of his reputation for common sense.

A man may be both a success and a failure; he may be a success as a failure and a failure as a success.

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.

Tea Tea Tea

This is the time to place your orders with us for Teas for the coming year. The success of our

**Quakeress, Queen,
Princess and Perfection**

in past years has been of such a nature as to remove all doubt as to the future. **THEY ARE POSITIVE WINNERS** and cannot fail to please every consumer. Please give us your orders at once and we will guarantee you will never regret it.

Canned Goods

This is also the time, and our house is the proper place, to give your orders for future Canned Goods. We have made larger contracts than ever before for

**Quaker Tomatoes, Quaker Corn,
Duchess Corn and
Dinner Party Vegetables and Fruit**

Book your orders with us at once and secure the best goods that can be procured from the best packers in the country.

We take this opportunity of thanking you for your orders for these goods in the past, and can assure you that the high standard already established for them will be fully maintained.

Worden Grocer Co.,
Grand Rapids, Mich.



Devoted to the Best Interests of Business Men

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

ONE DOLLAR A YEAR, Payable in Advance.

ADVERTISING RATES ON APPLICATION.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY. . . . APRIL 6, 1898.

STATE OF MICHIGAN } SS.
COUNTY OF KENT

Henry Patterson, being duly sworn, deposes and says as follows: I am pressman in the office of the Michigan Tradesman and have charge of the presses and folding machine in that establishment. I printed and folded 7,000 copies of the issue of April 6, 1898, and saw the edition mailed in the usual manner. And further deponent saith not.

HENRY PATTERSON.

Sworn and subscribed before me, a Notary Public in and for said county, this sixth day of April, 1898.

H. B. FAIRCHILD,
Notary Public in and for Kent County,
Mich.

EVIL RESULTS OF AGITATION.

One of the evils attending the use of unduly large elective boards in the management of city schools is found in the fact that, in the struggle for recognition and an opportunity to get to the front, there will always be some elected on such boards who must needs introduce all sorts of ill-considered and disturbing schemes and "reforms," so as to keep up a continual campaign or agitation and uneasiness seriously detrimental to efficiency in the school work. Instead of entrusting the management of the schools to a board selected with special reference to its fitness, the elective system, at least in this city, affords an opportunity for any ignoramus ambitious for political preferment to use this means to get a start and then to improve the advantage gained by doing something for self-distinction—it little matters what.

Just now there seems to be an epidemic of this sort of disturbance on the local board, and so in all departments of the school work. The recent elections appear to have been unusually unfortunate in giving opportunity to the class described, and these, with the aid of the natural proportion of the older iconoclasts, have "put in their oars" until they have succeeded in getting matters into a pretty turmoil. Just what are the questions at issue it would be difficult to determine; but the injurious effects of the agitation are sufficiently in evidence, especially in the High School.

As a sample of the questions of "reform" under consideration, a resolution was introduced at the last session of the Board to the effect that the services of all married teachers should be dispensed with, and that in future the marriage of a teacher should be considered equivalent to a resignation. It so

happens that several of the best qualified and most experienced educators in the High School are in the class which this resolution proscribes. These are such as have retained their positions on account of especial fitness, despite the tendency which has always existed to favor the unmarried in appointments. They hold their positions by a tenure of personality and efficiency, which makes the possibility of the passage of such a resolution a matter of serious concern and uneasiness in all divisions of the school.

This, with other less easily defined projects and meddling, has come to seriously hinder the efficiency of the work, especially in that department. It is a matter to be greatly deprecated, although eventual good may come of it in the recognition of the need of a change in the personnel of the School Board and in the taking of measures to secure such a change.

GENERAL TRADE SITUATION.

The fact that last week marked the close of the first quarter of the year seems to have had more influence on the business situation, in the tendency to lessened operations, than the continued serious political outlook. As to the latter the branches of trade most sensitive to speculative influences have been characterized by more decided strength than for several weeks, although fluctuations dependent upon the political developments have been decidedly pronounced. The reports this week show a more decided strengthening, which, considering the continued unfavorable outlook as to an amicable settlement, would indicate that the market has been kept below its natural level by these influences.

The lessening of volume in other lines of trade is sufficiently accounted for by the season and corresponds with a similar lessening for the same time in past years. As compared with these the showing is favorable; indeed, taking the country as a whole, there can scarcely be said to be an abatement. There is a falling off in bank clearings and a hesitation in the placing of future business in some lines on account of the possibility of war; but, on the other hand, some lines, as, notably, iron, show a decided increase in both present and future business.

The wheat situation continues to show strength, based on generally favorable conditions. Changes in price have been small, and the reactions have been quickly recovered and last week showed a substantial advance, which this week is continuing with apparently increasing strength.

The continued increasing demand for manufactured iron and steel, especially structural forms, accounts for a slight increase in the price of Bessemer at Pittsburg. The pressure of demand is such that additional works are coming into operation and others are increasing output to utmost capacity.

The unfavorable condition of the textile industry continues, although cotton scores a small advance. Wool sales have been very small, although prices are nominally unchanged. The boot and shoe movement continues heavy and the decline in hides at Chicago promises an easier tendency in prices of goods.

It is easier to work than it is to be always looking for an easy job.

The five-dollar bill loaned is keeping Lent all right.

QUESTIONABLE ADVERTISING.

All advertising mediums are coming to be more and more strictly classified, as to value and effectiveness, as a result of continued experience in their use and a more careful consideration of the principles governing the work of securing public attention. It would be strange, indeed, if merchants should continue indefinitely to pay out good money with no substantial returns without eventually learning the relative value of such investments. As a consequence of this experience it is coming to be recognized that the best advertising mediums are found in the best established newspapers and periodicals, and that in these there is a great variation of value, dependent upon the class of readers and the degree of attention such periodicals are calculated to gain. Thus the discriminating advertiser is coming to first select the best mediums accessible and then to add to these such as may be warranted to meet the requirements of his business from those of lesser value.

But, unfortunately for both advertisers and mediums, there are too often other considerations than strict, dispassionate business judgment in the placing of advertising contracts; and, while much has been learned as to what is the best to do, the lesson of how to do it is a more difficult one. Too often the placing of the contract is decided by the pertinacity of the solicitor and it goes to the medium employing the most effective talent in this direction regardless of the value of the publication. The art of saying No is also being acquired, but more slowly.

Another factor in the problem which has long exercised a material influence is the giving of orders for advertising on account of other than business claims on the part of the medium. These claims may vary, from the demand for support of worthy and laudable undertakings to the threat of lost patronage and influence. It may vary from the claim of the periodical for support on other than the basis of value given to the taking of worthless space in society publications for fear of the consequences in case of refusal. In the degree that such influences are effective in gaining the advertiser's business they are effective as a means of blackmail.

During recent years there has been some progress in the art of defense against these vampires of business, but there yet remains much to be accomplished in this direction. In many instances, as in this city, business organizations have taken cognizance of the matter, and in some cases agreements have been made to refuse all such demands whatever the basis. Many have learned from the operation of such agreements that a manly refusal to be mulcted by this sort of blackmail, however laudable the scheme or influential the projectors, does not mean any substantial loss in patronage. If it is found desirable to help a good cause by donation, it is coming to be recognized that the transaction should be put upon its proper basis, instead of disguising it by charging to such an essential part of the business as advertising, in which it is absolutely worthless.

The stand taken by many dealers has served to lessen the army of fake advertisers to a wonderful degree, and yet it still infests business to a serious extent. Exceptions are made in favor of various society annuals and programs which certainly are not justified on the

basis of legitimate business. It may be necessary to support these undertakings, but the charge should be borne by other than the advertising appropriation.

One of the most serious annoyances of this kind, which has increased in importance during recent years, is the publication of school, or school society, annuals. Not only are the university and college schools taxing their business communities with these productions, but most of the high schools are taking up the fad; and in the more important towns the annoyance and expense are increased by the division of the school into several societies, and these are competing in elaboration and expense. In this city each of the past two or three years has witnessed the production of several sumptuous publications, costing many hundreds of dollars, each beautifully illustrated with the portraits of the publishers, teachers, etc., and embellished with schoolboy pranks and jokes, printed in the highest style of the typographic art, on the finest and heaviest paper, expensively bound in boards and cloth, with gold stamping, all in the most finished style. Now these are no doubt interesting to those who appear in the pages, but the exponent of the advertising value to those who pay for the publication is a quantity so small that the contribution can hardly be regarded in any other light than that of a donation. It is the observation of those who have given the matter attention that such advertisements are practically worthless. If it is necessary for the business community to assume the expense of paying for these vehicles of schoolboy rivalry and vanity, let it be done as cheerfully as possible, but any expectation of their serving any other purpose will be disappointed.

The saddling of charitable and other schemes on the advertising portion of a business is of more than questionable policy. All expenditures for the purpose of gaining returns in publicity should be carefully gauged by the strictest business principles, and the careless admission of schemes of questionable value can not be afforded in the properly-conducted advertising department of any business.

New York bank clerks may go to war and still draw their salaries. Officers of all the leading downtown banks say that the expressed intention of the Chemical National Bank's officers to continue the salaries and retain the positions of its employees who are members of the National Guard should they be called to duty as defenders of the Nation was the plan of every bank in the city. The precedent of the course adopted when the militia were called to duty by the railroad trouble at Buffalo was cited. In this instance no bank employe lost either salary or place. It was estimated to-day that about 4 per cent. of the employees of New York banks are militiamen.

A bill is to be introduced in the Maryland Legislature, copied after the pattern of that in Ohio, which provides that all applicants for marriage licenses must pass an examination before a duly appointed board of physicians. If either one of a couple be suffering from insanity or disease likely to be transmitted to children, the bill provides that the license shall be refused. It also provides that the salaries of the physicians composing the board shall be \$1,000 a year.

BANKING REFORM.

Review of the Present and Proposed Systems.

Written for the TRADESMAN.

The Committee on Banking and Currency of the House of Representatives is engaged in the preparation of a bill to revise and reform our currency and banking system. It is hardly to be expected that any such bill will become a law at the hands of the present Congress. It may pass the House, but is quite sure to be defeated in the Senate, where the prevailing sentiment seems to be strongly in favor of revolutionary schemes rather than any real reform in financial matters. This situation is an unfortunate one for the business interests of this country for, aside from and independent of the question of a standard of values, there is an urgent need for reform along the lines recommended by the Committee. Partisan politics should not enter into the settlement of a scientific question such as this and the sooner the American people recognize this fact and act upon it, aside from all party considerations, the quicker will be their reward in the way of business growth and stability. Our present currency and banking system is the best we have ever had, but it is weak and inadequate in many essential points and quite out of harmony with modern business conditions and requirements. Having been established during a war period it was of necessity based largely upon war conditions, and its creators undoubtedly expected that many of its weaknesses would be overcome with the return of normal business conditions. It might have been reconstructed with profit to the American people many years ago, but the passing from war to peace conditions is a matter of social evolution and matters such as these can not, especially under a democratic form of government, be accomplished in a day or a decade.

When our country was split into halves over the slavery issue, the question of establishing a credit system to meet the needs of the hour carried with it many perplexing problems. We had reached the limit of tolerance in the matter of taxation; the ordinary expenses of government had to be met and, in addition thereto, we had to provide our army with supplies and pay our soldiers. The meeting of these extraordinary obligations was no small task, and the Government did all that could be done to meet them in the best possible way. Money does not fall from the clouds, as we are told manna did in the days of yore, and the power of tax-

ation—the only means a civilized government has of raising money—failing to meet the needs of the hour, some forced system of credit had to be resorted to as an act of self-preservation. To meet this condition, the Government compelled the citizens to accept its promises to pay, in lieu of the pay itself, and issued the greenbacks and other forms of credit to accomplish its purpose. These forced loans were necessarily allowed to find their own level of value, and in a short time it took three dollars of promises to purchase as much product as one dollar of real money would purchase. This was a natural result of the hazardous conditions surrounding the power issuing them. There was an element of risk attendant upon their acceptance every moment they were in circulation until the war terminated. The future was clouded with doubt. The conflict might end favorable to the North or the South might prevail. In either case the credit notes of one side or the other would become worthless; or the side that ultimately prevailed might, before gaining the victory, be compelled to issue so many promises that, after hostilities ceased, the burden of redeeming the over-issuance of such notes might prove too great a task and the Government might be compelled to accept the alternative of meeting the promise to pay one dollar with fifty cents. If the conflict ended in defeat for the North, its promises would not be worth the paper they were stamped upon. This was the experience of the South—the vanquished government. We make this brief reference to the greenbacks merely to call attention to the hazard attending their use during war times and the way they were received in the public mind. They were but emergency notes and should have been treated as such when the emergency was over and retired in some such way as is now proposed.

Another feature of our currency system which it is sought to change is that of basing the credit notes of banks on Government bonds. Our war debt made an issuance of bonds necessary, just as a corporation's debts may make the issuance of corporation bonds necessary, to tide over a period of ill-luck or financial embarrassment. What would the reader think of a corporation, with a bonded indebtedness outstanding, issuing credit notes upon its debts? This is precisely what has been done upon the Government debt through an arrangement between the banks and the Government. This plan is not assailed because anyone now doubts the security of

the bonds or the ability of the Government to ultimately take care of them, but because it is an unscientific basis for credit notes and quite out of harmony with the laws that should govern credits. Credits to be safe should be based largely upon merchandise process of exchange, so as to be capable of being temporarily and quickly turned from the channels where they are not needed into the channels where there is an existing need for them. This is the only way in which elasticity can be had in a credit system and such credit notes are far superior to those based on Government bonds and the power of taxation. Credits should rise and fall contemporaneous with the rise and fall of production and exchange in each community. What system of credit notes will do this as well as one based upon the very exchanges that call them from the banks when needed or send them back for redemption and retirement when not needed? Under such a system the credit notes have the best possible values behind them—all the wealth of the community in process of exchange. If we keep the liquid character of credits based upon the general business assets of a bank constantly in our thoughts, we will have no trouble in detecting the weaknesses of a credit system based upon Government bonds. Government bonds are long-time investments which neither rise nor fall with local exchanges, and this lack of flexibility necessarily attaches to credits based on them. Long-time investments can not be utilized with profit to meet emergencies and be restored without loss when the emergency is over. Bonds, mortgages, and other long-time securities may be good investments for those not in the banking business, but they are not good to hold as a basis for a credit note system. The very essence of an elastic, responsive credit system is the rapidity with which such credits can be realized on in an emergency and no long-time securities can be as safe or desirable as the general assets of the banks, which pass through their hands at least once in three months. Banks issuing notes are required under sound banking systems to limit their loans to periods of a few months, which insures a perpetual stream of credits convertible at once, into coin, if the necessity arises. If the proportion of loans to cash reserves are found to be too great it can be changed in a few days by temporarily restricting loans and accumulating the cash received on loans repaid. In this way and in no other can a bank prepare itself to meet a threatening emergency. The adoption of a

system of banking upon business assets would place our banking system upon the broadest possible basis—the productive and negotiable resources of the country—and not upon any narrow margin of gold and silver. Backed by supplemental securities and kept strictly under governmental control and regulations, which we shall mention later on, this system will give a many fold greater capacity and security to our paper obligations than we now have.

ANDREW FYFE.

The production of American tin, the American tin plate industry, so-called, has increased twenty-five fold in seven years, and incidental to its development and expansion there has been a large increase in the canning business of the United States, which now amounts to \$75,000,000 in a year, requiring nearly 2,000,000 boxes of tin plate, and keeping at work more than 2,000 canneries distributed throughout the country. The sale of canned goods is subdivided in the United States into four branches. There is, first, the canning of food preparations of all kinds, except fish, fruit, vegetables and oysters. In it are included meats, cereals and soups, and this branch of the American canning business gives employment to 5,000 persons and represents a capital invested of some \$7,000,000, while the business amounts in a year to \$15,000,000. It is the largest in New York. The fruit and vegetable canning business of the United States is very much more extensive, representing an invested capital of \$15,000,000, an annual trade of \$30,000,000, and employs to the number of more than 60,000.

Some time ago it was decided to convey school children in Berlin to and from school in special omnibuses, on the theory that their morals and manners were contaminated by riding in the public trams. But they have been indulging in so many fights and otherwise misconducting themselves that the special omnibus service has been discontinued. Among other things, they would constitute themselves into a band of Corsairs and dump one or more of their number into the street. They are now riding in public trams, and their behavior is angelic.

The influence of the bicycle on cities yearly increases. Toronto has just appropriated \$4,100 for cycle paths on Hanlan's Island. It is not stated whether or not the new paths will be open to Sunday riders, for the powers that be in "Toronto the Good" abhor the very appearance of pleasure-seeking on that day.



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.

was the Store-Keeper's Appearance an Hallucination?

Written for the TRADESMAN.

I simply relate what actually occurred, and the reader may pronounce it a vision, a dream, or fiction; or accept it as one of those unexplainable mysteries which occasionally occur in this strange world we inhabit. I shall not quarrel with him, or "ought set down in malice," should he cry, "Humbly!" as he lays the sketch down.

Jerry Lee was a manufacturing confectioner in a village not far from Bedford, Lawrence county, Indiana. Jerry was not wealthy, but was in comfortable circumstances at the time of which I write. He had lost both father and mother by death when quite young, but had an only twin brother, Perry Lee, who was known to be somewhere in the Southern States before the war, and who at that time was a bachelor. The two boys had grown to manhood and most of the time had been spent in each other's society. As is often the case with twins, the boys resembled each other in feature, disposition and action to such a degree as rendered it wellnigh impossible to be certain which you were addressing, Jerry or Perry. There was one way only by which you might always be positive, and that was "the scales would tell;" Perry was ten pounds the heavier at any stage of their growth after the twelfth year.

There was a psychological consciousness always noticed between these brothers, from their boyhood, which was an astounding mystery to everyone except themselves. There really seemed, in this case, to be two distinct bodies with but one and the same mind, whether near each other or separated by distance. They were often together during their hours of sleep, remembering afterward what occurred and what was said by each to the other, although hundreds of miles apart. To each this was as real and pleasurable as if face to face in the body. If one of the brothers was ill, the other was always conscious of it when he was first attacked; and, when the suffering ceased, he knew that fact also, but had no means of determining whether he had died from that attack or was still living, unless he afterward became conscious that he was again ill. But, as both the brothers were generally in good health, neither was alarmed if a year or more passed without a conscious assurance of the illness of the other, even had no letters passed between them.

Jerry knew that during the war for the Union, Perry was a sutler in the Union army; and, as he had neither trade nor profession, Jerry reasoned that it would be natural that he was still in the mercantile business somewhere. He believed, and so stated to his friends, that he should in the near future either hear from or see his brother in person.

At the close of one blustering winter day, Jerry, believing he had seen his last customer, replenished the fire in the stove and seated himself by its cheerful warmth to enjoy his evening cigar. He had hardly finished smoking, however, when the front door opened, and in strode his brother Perry, so closely wrapped in cloak, cap and muffler that for a few moments he failed to recognize him. Perry briefly informed his brother that he had arrived by the night stage and must depart with it within the next hour; that he was about to start on a long journey, perhaps around the entire globe, but should first visit Europe; that he was

alone in the world, and had a large stock of merchandise in a rented store at Manchester, Clay county, Kentucky, which he desired his brother to take possession of and either sell or remove at once to his own place of business, and furthermore that the legal conveyance papers would be found in possession of a Mr. C. D. Woodward, his attorney at Manchester.

"Make use of those goods or the cash arising from their sale," continued Perry, "just as if it were your own, for, if anything occurs that I do not return within two years, you may know that I have extended my visit to the planet Mars, and possibly to one other planet; but, whatever may happen to me, there will be no other claimant."

Then, asking Jerry for paper, pen and ink, he seated himself by a table and wrote and addressed a letter to Mr. Woodward, over his own signature, introducing his brother; and, taking from his pocket a small stick of sealing wax, he sealed the envelope firmly with it and stamped the yielding wax with a peculiar signet ring which he wore upon the second finger of his right hand, and which contained the initials of his name. Embracing his brother affectionately, he then passed out of the building.

Jerry was so astonished at this brief visit from his brother, after his long absence—his strange determination to travel—to visit some of the planets—to bequeath him his property, together with his inability to persuade him to converse upon other subjects—that for the time being he was completely dazed and dumb with amazement. Yet he was looking so well, and had acted with so much earnestness and apparent pleasure and in so businesslike a manner, that he concluded his brother's whimsical freak might be to his own advantage after all.

Briefly informing his wife of the visit and business of his brother, he made immediate preparation to leave for Manchester, where he at once called upon Mr. Woodward, giving his name and the circumstances connected with his visit, and placing in his hand the letter from his brother Perry.

"This letter was evidently written by your brother, as the superscription and his own private seal will attest; but it was certainly written by him several months ago—possibly a year or more," said Mr. Woodward, as he proceeded to break the seal and read the contents.

The next moment he dropped the letter upon the table and gazed excitedly in the face of his visitor. "My dear sir," said he, "what does this mean? You bring me a letter evidently in the chirography of your brother Perry, sealed with his own private signet ring, and dated only ten days ago! Yet it is my sad duty to assure you that your brother Perry died, and was buried in this city, nearly two months ago! And now I feel that I shall almost require further proof that you, sir, are not Perry himself who sits before me as if both brothers were here. I could not tell one from the other, even by the voice."

Jerry instantly rose to his feet, his eyes suffused with tears. "O sir! do not trifle with me at such a moment!" he exclaimed. "You must be mistaken in the man who died, as I will make oath that I had a warm handshake and a half hour's talk with my brother on the evening of the date of that letter. And I saw him write, fold and seal it! If he is dead to the world he is yet living to me, and I shall be responsible to him

America's Finest Flour

25,000 barrels made every day.

Largest production in the world.

Always of uniform excellence.



A Brand That Means Something

Makes the Best Bread.

Makes the Most Bread.

Makes the Whitest Bread.

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.

for the property left in my possession." "This is a most extraordinary case," replied Mr. Woodward; "but, as the papers you bring are recognized authority, I shall not hesitate to deliver the property. Should you prefer cash to the stock, I have a purchaser for you, by deducting 10 per cent. from the original invoices, which will save the labor and expense of removal."

Jerry Lee carried home with him a draft for \$2,450, instead of the goods; but has never seen nor heard from or of his brother since. But how did he obtain that signed and sealed letter, so readily identified by Mr. Woodward, even to the signet ring? Was the attorney in error regarding Perry Lee's death and burial? Or, is it possible that Perry was enabled to appear before his brother after death, completely materialized in the form, and converse with him?

These, and other kindred questions which may be asked, the writer will leave for others to answer.

FRANK A. HOWIG.

What Constitutes Business Extravagance.

All expenses are relative. What in amount is extravagance for one is only reasonable economy for another. For a small business to be saddled with the expenses of a large operation would bring speedy bankruptcy. For the large business to attempt to get along with the insignificant expenditure appropriate for the small enterprise would not only be foolish, but would also work a retributive disaster.

Whether a given expenditure is prudent or extravagant can only be determined by a careful examination into the conditions which exist. The only rule that can be laid down is to study conditions and make comparisons intelligently. Other things being equal, the larger the business the larger may be the expense account without reaching extravagant outlay. The ratio, however, is not fixed and constant. It varies at different points in expenditure for different purposes. A very small business, as a rule, has a larger percentage of expenditure upon sales than the very large business, but this is compensated in turn by the close oversight of the proprietor and his intelligent administration of the smallest details. In this he saves much that is lost in the large concern that is dependent upon the perfunctory efforts of salaried employees.

What apparently is extravagance, in some cases, is only good advertising, and the outlay, large though it may appear to the public, is very frequently compensated by some special economy in another direction. The buying public loves a liberal merchant, and a reputation for liberality has been secured before now by what, from one point of view at least, could have been classed as extravagance. Inside the office, however, it was known that the general outlay had not been increased by this sudden display of liberality.

Summed up, business extravagance may be defined as including all unnecessary and unwise expenditures. Whoever pays more for an article or a service than it is worth to him makes an extravagant or foolish outlay. Whoever pays no more than what an article or a service is really worth, no matter how high the price, makes only a reasonable investment. Nothing but a study of details and an analytical comparison of results with their cost will determine what is economical and what is extravagant in business outlay.

WALTON DAY.

Advantages and Disadvantages of Promiscuous Buying.

The retail merchant who adheres strictly to one grade or brand of goods, without change or variation, has the advantage of always serving his customers with the same known quality. He has the disadvantage, however, of lack of variety. Sometimes, by strictly adhering to the one grade, he is deprived of the very best articles of their kind, because of improvements that have been made in the goods of other manufacturers, the standard of those from whom he has been buying not having been correspondingly raised. There are, then, before the retailer two well-defined paths between which to choose—one is, sticking to a single source of supply and building up in standard goods a reliable and satisfactory trade; the other is, buying in various markets, and thereby always having something new, although untried, to which to draw the attention of customers.

Promiscuous buying, while having certain apparent advantages, has also many disadvantages. It is risky in that the goods offered by unknown houses are sometimes far below sample, and fall woefully short of general representations. Accordingly, to be disposed of they must be sold at a loss. Promiscuous buying is also a disadvantage in that the merchant's accounts are thereby largely scattered. Instead of the merchant keeping his business well in hand, as is the rule where he buys regularly of the same houses, he finds his liabilities distributed among a large number of creditors, the majority of whom he can by no reason claim as friends old and tried.

It is possible to suggest a third path in business management, and that is a judicious combination of the two already referred to. Maintain the old line of goods, tried and found acceptable by many customers through long years of use. Always have these goods in stock as a backbone of strength and satisfactory service. Then judiciously sample the most attractive of the competitive articles that are offered. Under these conditions, when the customer calls there is always the ability to serve him with that which has pleased him in the past, and also the chance to offer him something new in case he is minded to try an experiment.

Promiscuous buying, in the wide application of the term, is inexpedient for financial reasons. A few accounts, even although the amounts are large, with creditors who are friendly are infinitely better than numerous accounts, although small in amount, widely scattered and held by those of whose friendship the merchant cannot be fully assured. Standard articles as leaders are far better than all the novelties that can be gathered by a careful search of the market, but the value of the standards is sometimes made more apparent by contrasting with them some of the specialties which enterprising firms are continually offering.

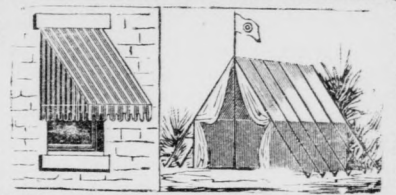
A. O. KITTREDGE.

Among the cigarmakers now working at West Tampa, Fla., is a man named Ricardo, who ten months ago was worth \$4,000,000 or \$5,000,000. At that time he was a resident of Cuba, owning a great deal of property in Havana, besides much tobacco land. Shortly after Weyler's arrival in the island he was accused of giving aid and comfort to the revolutionists. He was banished, his property was confiscated and he now earns \$40 per month.

Awnings and Tents

Best goods and lowest prices in the State. All work guaranteed. 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, MI. H.

Michigan Acetylene Gas Co., Ltd.

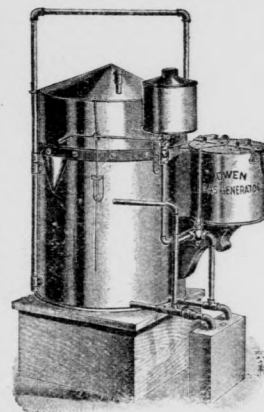
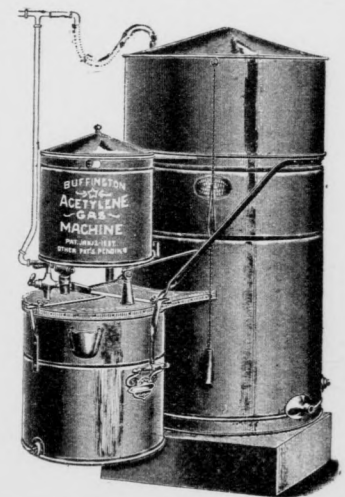
Jackson, Mich.

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 & McGurrian,

General Agents for Western Michigan.

DISPLAY ROOMS, 184 E. FULTON 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 UNDERWIT-
- TERS' 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.

Shoes and Leather

The Footgear of Our Forefathers.

No greater difference may be noted between the cavalier settlers of Virginia and the sturdy New England Puritans than in their foot coverings. The Virginians wore long, nattily-fitting boots, while the Puritans attended meeting and plowed their fields in low coarse shoes, which some of the wealthier of their number adorned for Sabbath wear with steel or silver buckles. In 1628 "four hundred peare of shues" were ordered for the one hundred settlers of the Massachusetts Bay colony. These were made in England, and during the next few years large quantities of best bend leather were imported from the mother country. But this was in all probability the first and last large shipment of shoes ordered by the Puritans. A great race of shoemakers—the greatest in the world—early sprang into existence in New England, and in little more than a century these hardy American pioneers were leading the world with rapid strides toward perfection in the art of shoemaking.

The rise of the Yankee shoemaker is one of the most interesting features of early colonial development. His occupation was the result of his own necessity, and his products have since become a necessity to the inhabitants of three continents. The more wealthy colonists of New England imported their clothing and shoes from the mother country, but to the poorer farmer this expense was severe, and he immediately took measures to supply his own demand. The women made his clothing, and the men set themselves to learning the art of shoemaking. It soon became a profession to them, and many farmers' sons journeyed from house to house during the winter season with their tools and strips of leather on their backs. There was work in plenty awaiting them, and soon the young men found it profitable to leave the plow and take up the new trade altogether. The more expert among their number were engaged by neighboring farmers to make up a stock of shoes for their families two or three times a year. Leather began to be imported from England as the number of these workers increased, and shoemaking was thus early established as a permanent and lucrative vocation in New England. In Connecticut leather tanning and shoemaking quickly became leading trades. In 1670 coarse shoes with straps and buckles were manufactured in Lynn, Mass. This town made great strides in shoemaking during the next century.

In the early days, shoes were always made to order, the buyer often indicating the precise material and style he wished to have, as the following contract will show:—"Agreed with John Henson to make eight peare of wett neates leather shues closed on the outsydes with a seam; to be substanciall good over leather of the best and 2 soles, the inner sole of goode neates leather, and the outer of tallowed backs."

Brogues, batts, cockers, startups, clogs and goloshes were the favorite styles during the first century of American colonization. A brogue was a heavy, coarse shoe made of rawhide and originally of a single upper piece of untanned hide sewed on a heavy sole. It was held on the foot by a single tie lace, and was commonly worn in Maine about 1640. Nineteen pair of "broags" were worth

£1 8s. 10d. Battis were heavy low shoes, laced in front, and much used among the poorer classes, while cockers (also spelled cocurs, cocrez and cokers) was the name applied to high laced shoes or half boots. Startups were also a sort of buskin, or man's half-boot, commonly worn for field labor. They were laced to the small of the leg, and the thick soles displayed numerous wooden pegs. Clogs were overshoes made of various materials, and "brocaded, leather-eared, leather-toed, silk, velvet-banded, worsted, black velvet, white damask, flowered silk, and prunella clogs" were advertised for sale during the Eighteenth Century. The stilted soles were of wood or thick leather, and the upper bands matched the shoes or slippers with which the clogs were intended to be worn. They were in great demand by the women, whose thinly-soled shoes necessitated the use of these more substantial overshoes. In 1717 common clogs were worth 15d. a pair, and in 1764, 1s. 6d.

Another style of overshoe was the golosh, or "galage," "which had nothing on the feet but a latchet." The golosh consisted of a thick wooden or leather sole which was fastened to the shoe by straps. It was only worn in bad weather, and was an inadequate predecessor of the modern rubber shoe. Goloshes were used at an early date in this country, for in 1687 Judge Sewall writes: "I sent my mother's shoes and golow-shoes to carry her," and in 1736 Peter Faneuil, of Boston, sent to England for "galoushies" for his sister. Pattens consisted of iron rings, four or five inches in diameter, supporting a sole of wood which was fastened to the foot with leather straps. They were but little used in this country, although popular in England in the age of Queen Anne.

All the early New England colonists, however, did not wear shoes. Many of the boys and young men performed their farm duties barefooted, and the young women of this class did not wear shoes and stockings while at work in the kitchen or dairy. But if their children were sparing with shoe leather, the same cannot be said of the fathers. The shoes of the elder males had great square toes, were exceedingly heavy, and many of them measured thirteen inches in length. Assuredly these New Englanders were of good footing in their colony.

Shoddy shoes made their appearance in Connecticut as early as 1647. Many pairs of home manufacture proved of poor construction; the thread was weak and the leather of bad quality. The incensed shoe buyers hauled the dealer—Meigs by name—before the magistrates, whereupon Meigs promptly blamed his workmen. The latter brought witness to prove that Goodman Meigs said to Goodman Gregory, "Flapp them together, they will do well enough," and Gregory flapped them accordingly. In the final judgment the court reproved the shoes rather than Meigs. It said, in part: "In a single pair of shoes several evils appear: such as contempt of court, continued unrighteousness and other similar evils; and how many shoes he has made of such faulty materials, and so loaded with evils the court say they know not." Thus were those evil inanimates reproved by the Puritan magistrates. As the leather did not prove to be of the quality represented, the court decreed that every shoemaker in town should mark all shoes he made of neat's leather with an N on the lap.

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.

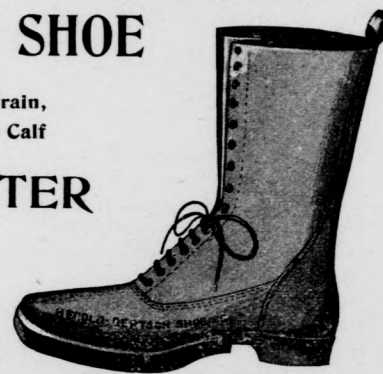
OUR RIVER SHOE

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.

This is our "Gibraltar" Line

• Solid as a Rock •

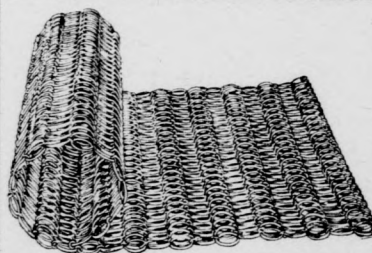
Our prices on shoes are lower, with the Quality Better than ever. Please note the following:

- No. 45. { Men's plump, first quality, Satin Oil, Coin Toe Tip,
Sole Leather Counter, Solid Inner Sole, Solid Out } \$1.00
Sole and Slip Sole, Fair Stitch, Bals, 6 wide,
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 Foster, 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

Thereafter Gregory also put his initial G within, and the N G appearing on the finest shoes of this period often denoted their quality with greater accuracy than their doubtful manufacturer could wish.

Sizes were designated by numbers as at the present time. In Boston in 1651 No. 11 shoes were worth 4s. 6d. a pair, No. 12 shoes 4s. 8d. a pair, and No. 13 shoes 4s. 10d. In 1672 a law was proposed in Boston to prevent shoemakers from charging more than five shillings for sizes 11 and 12, but this evidently did not go into effect. Less fortunate were the Connecticut shoe dealers. In 1676 they were restricted by law to charge only "five pence half penny a size for all playne and wooden beeled shoes, and seven pence half penny a size for well wrought French falls." These French falls were in vogue at that period. They were commonly worn in Maryland as early as 1653, and were advertised as being worn by a runaway Indian servant from Boston in 1711.

From the advertisements for runaway slaves in colonial newspapers we learn something of the prevailing styles from the descriptions therein. In 1707 a truant servant wore "round to'd shoes;" another in 1711 had "a new pair of wooden beeled shoes," and another in 1712 wore "square to'd shoes with steel buckles." In 1723 low leather heels began to be fashionable, as were shoe buckles of steel, brass and silver. In 1764 Boston servants wore very low heeled shoes, cut from coarse neat's leather. Previous to the Revolution no hired man or woman wore anything so fine as calfskin; that was the exclusive privilege of the gentry. Southern slaves wore what was known as "Virginia shoes," and these were in use by the field servant throughout the country up to the present century.

The use of boots as a commonly worn and fashionable footgear dates from the Revolution. They early went under the ban of Colonial governments, and this undoubtedly led to their exclusion. In 1651, no man in the Massachusetts Bay Colony worth less than £200 was allowed to "walk in great boots." This law was framed from both an economical and religious prejudice. The few boots made were very broad at the tops, and this was looked upon by the Puritans as a waste of a valuable commodity—leather. As these boots were also manufactured with a view of lasting throughout the owner's lifetime, they were of the heaviest and clumsiest description, and the clatter they made in the house of prayer was a strong argument in favor of their abolishment. Hence the law against them and the arrest of several persons who wore the obnoxious articles in defiance of Puritan magistrates. It is curious to learn that these ponderous boots are mentioned in wills, but so were shoes and numerous other articles of wearing apparel.

Previously to 1775, then, few boots were worn except those of lighter materials used by hostlers and sailors. In 1715, "English boots, half jack and small, tops and spurs," were advertised for sale in Boston, as was a "fresh hogshead of Half Jack English Jockey Boots." These, however were only used by the gentry for equestrian purposes. The first boots appearing during the Revolution were worn with black tops, after the military style, and strapped up in union with the knee buttons. Light tops speedily followed, and soon snowy tops and polished legs

were demanded by the elegant beaux of the period. These gentlemen wore close-fitting leggings of buckskin, which served admirably for displaying a well-turned leg.

But the men who rendered the most courageous duty for their country and were risking their lives in its service gave little thought to white-topped and polished footgear. In Colonel Trumbull's painting of the "Declaration of Independence," the gentlemen assembled wear small clothes, long stockings and low shoes fastened with buckles. The natty, white-topped Hessian boots, the Suwarrow, and the tight pantaloons were unknown in the forming Republic at that period. They were to be introduced from France as the last years of the Eighteenth Century rolled away.

Little is known of women's footgear during the Seventeenth Century. Doubtless the Puritan dames and maidens had their shoes patterned after and of the same material as their husbands, fathers and brothers. It is to be hoped that their shoes were a few trifles less than thirteen inches in length.

In 1730 pointed shoes for women came into style, and these, fashioned after the English shoes, were of thin material. "Mourning shoes" were advertised in Boston in 1740, and two years later Mrs. Nutmaker proclaimed that she had on sale at the Three Sugar Loaves and Cannister, "women's fine silk, flowered russet, white callimanco, black russet, black shammy and girls' flowered russet shoes, black velvet, white damask and flowered silk clogs, women's black and children's red morocco shoes and pumps." Shortly after, another Boston merchant advertised "the greatest variety of beautiful silk shoes as has been imported in many years; russet and callimanco shoes 52s. 6d. a pair."

Assuredly such a pretty array must have pleased the most exacting feminine vanity, as their prices perturbed the good-natured spouses who were cajoled into purchasing them.

Women's shoes were also made of damask, cloth and lasting. In 1751, Avis Binney had on sale "women's best damask worsted shoes in fashionable colors, viz.: Saxon blue, green, pink and white." Light colored shoes were undoubtedly in fashion at that date. In 1782 "embroidered shoe vamps" were on sale in Providence, R. I., as were "satinet patterns for ladies' shoes, of various colors, with a set flower in the vamp." Observe the change in name. Previously to the Revolution, "women's shoes" were in vogue; at this period all the fashionable dealers began to advertise "ladies'" shoes. All these varicolored and many-shaped shoes had extremely thin soles. In fact, nearly all women's footgear of the Eighteenth Century was made with paper soles, rendering these shoes quite unfit for outdoor wear without further protection. Hence the large sales of clogs and goloshes.

Previously to 1793, high heeled shoes were fashionable among women, but at that date the leveling spirit of the French revolution shaved the heels from the fashionable boot as thoroughly and effectually as it severed the heads from the bodies of its victims. Low heels gave place to no heels at all, and sandal-shaped footgear for women came suddenly into style. Many of the fashionable dames and maidens, the Bettys and the Dolls of a century ago, found this come-down rather sudden and a trifle painful. But they were as much the

slaves of fashion as their great-granddaughters of 1898, so after undergoing the agony of walking on tiptoe for a season, they finally became reconciled to their smooth-soled slippers, each lady discovering her own level, doubtless becoming so well pleased with it that she demurred on beholding the next revolution of the never-ceasing wheel of fashion.

Transparent Leather.

According to a recent German patent, in order to make hides transparent and bornlike the skin is heated in oil, vaseline or fat, without any previous tanning. The skin thus treated assumes a horny structure, to which a glassy appearance can be given by polishing. The skin becomes thicker during the heating; the length of time necessary for the heating process depends upon the structure and resistance of the skin. When thus treated the skin is pressed, dried and polished. It is almost transparent, and any degree of toughness can be imparted to it; it can be shaped into any desired form and treated in any convenient manner to produce articles of commercial value. It is almost incombustible, and can be used in place of celluloid, horn and wire, and can be used in electrical work to replace hard rubber, being cheaper and more durable.

The World's Copper Product.

Of the 387,207 tons of copper which formed in 1896 the world's product, the United States contributed 212,112 tons. The total product of 1895 was 339,699 tons, of which the United States furnished 175,294 tons. Of the 6,280 tons of nickel produced in 1896 the United States furnished 1,677 tons.

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.



Grand Rapids LUMBER AND BARK COMPANY.

419-421 MICH TRUST BUILDING

GRAND RAPIDS, MICH.

We Pay HIGHEST MARKET PRICES in SPOT CASH and Pleasure Bark When Loaded.
Correspondence Solicited.

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.



Fruits and Produce.

Poor Cheese and Its Effect Upon the Market.

As near as can be estimated, about one-tenth of all cheese made in Michigan comes under this head, which, for convenience, I will divide into two classes—poor and very poor. The former causes the more trouble and loss, as the latter is so very poor that it has no effect on the market and is, therefore, a loss only to the manufacturers of it, being only so much worthless stock; while the former goes upon the market in various shapes and forms to take the place of good cheese. A fair estimate places the number of cheese made annually in the State of Michigan about 200,000 boxes, or 8,000,000 pounds. I believe every retailer of cheese will agree with me in saying that one pound of poor cheese will fill the place of at least three pounds of good, and, as previously stated, one-tenth or 800,000 pounds of poor cheese is being manufactured and put upon the market in Michigan annually, which is taking the place of at least 2,400,000 pounds of good cheese in this State alone. This should not be. This amount of poor cheese eliminated from our market would make room not only for the same amount of good cheese, but about 1,600,000 pounds additional good cheese, which, figured at the low price of 8 cents per pound, would show a loss of the enormous sum of \$128,000 annually to the producers of cheese in money, to say nothing about the kicks and fault-finders of the retailers and consumers of this poor stuff that is put upon the market every year and must sell below the market price of good stock at a still further loss to the producer, so that dealers will buy this quality of cheese and pay full price for it; in fact, they do not want to buy it at all, if they know it.

G. D. BROWN,

Seward, Ohio.

Opposed to the Use of Preservatives in Butter.

Washington, D. C., April 1.—During last year we were gratified to find that, with the exception of Denmark, this was the only country that seemed to be free from the practice of using preservatives of one kind or another in butter. Canada was largely free from the same evil and the practice has not been common in England, but the butter from Ireland, France, Australia and Argentina almost invariably contains preservatives, and it has been admitted in England that butter from those sources was expected to be pretty strongly borated.

Up to a very recent period the British authorities seem to have made no objection to this, but I am glad to see that they are now turning their attention in that direction. This should prove a timely warning to those in this country who are making butter for export.

In connection with the experimental exports by this Department last year, the question was raised as to whether it would not be desirable to use preservatives in a portion of some of our shipments for the sake of determining the comparative keeping quality of butter thus treated, with that made in the usual way. Upon fully considering the matter it was decided inexpedient to use any preservatives in butter sent abroad under the auspices of our Government, even although it was simply in an experimental way. It was felt that it would be a serious matter if any butter shipped from this country under the Department endorsement should pass out of our control and get into the hands of some party who should examine it and find it adulterated in any degree with chemicals for preservation. In this connection I was very sorry to learn that some of

the English merchants advised American exporters to use borax in their butter and that it was done by some private parties who made considerable exports last year. It seems to me very plain that such practices will eventually be extremely detrimental to the reputation of States butter and consequently to true dairy interests in this country.

In connection with the experimental exports by this Department the present year, we shall endeavor to be on the safe side and not only avoid all use of preservatives, but also insist that the butter which we send abroad shall not contain aniline coloring matter—the latter at least so far as concerns butter going to the continent of Europe. You know very well how closely all American products are being watched in foreign markets, and particularly in Germany. It would be very unfortunate if, in the early efforts to introduce our butter in some new market, the shipments should contain any ingredient for preservation or for coloring, no matter how insignificant the quantity, which could be asserted to be prejudicial to health.

Those who desire to extend our foreign trade in butter and cheese should firmly unite in insisting that the reputation of our products should be guarded in every way, and that our interests should not be prejudiced by the use of any coloring matter or preservative to which any of our foreign customers can possibly object.

HENRY E. ALVORD,

Chief of Dairy Division.

The Oleomargarine Law of France.

France takes the lead in the stringency of her laws regulating the sale of oleomargarine. The new French law now coming into operation prohibits all coloring of margarine, requires makers of margarine to register, subjects their factories to inspection, and requires them to specify the ingredients of their products. No margarine may be sold which contains more than 10 per cent. of butter, whether obtained from churning with milk or cream or directly added as butter. No commodity not exclusively composed of the constituents of milk or cream, with or without salt or coloring matter, is to be sold, imported or exported under the name of butter. A maker of butter must not keep margarine or oleomargarine on his premises, and these two commodities can be sold in only the special portions of markets set apart for them.

Eggs by Weight in Massachusetts.

There is a bill pending in the Massachusetts Legislature making it compulsory to sell eggs by weight. There is so wide a difference in the size of eggs that it is clearly the fairest way to sell them by the pound rather than by the dozen; but it will not be easy to drive our people out of the old dozens, fifties and yards into the consistent and convenient metric system, and it will probably be many years before eggs are sold by the pound. A Bangor dealer said to the Commercial of that city that while "store" eggs were weighing sixteen to seventeen ounces a dozen, eggs laid by his own hens, of which he had a flock of fifteen, would weigh from nineteen to twenty-two ounces.

A man is always wanting something he can't get and is always getting something he does not want.

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 2½ hours to Pittsburgh, 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.

Some Wholesale Grocers claim they charge no commission on

Butter and Eggs

Neither do we when you give us an opportunity to buy your shipments **for cash**, which enables you to buy your groceries where you can get best values for the least money. It's money that talks. Write for prices.

Hermann C. Naumann & Co.

Detroit, Mich.

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

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.

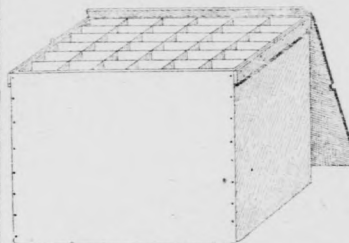
EGGS WANTED

Will buy them in any quantity on point of shipment or delivered.

R. HIRT, JR.,

PRODUCE COMMISSION MERCHANT.

36 MARKET ST., DETROIT, 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.

Wanted Creamery and Dairy Butter

for cash. Correspond with us. We have the trade on Creamery.

Detroit Commission & Manufacturing Co.,
27 Farmer Street, Detroit, Mich.

BEANS AND POTATOES

CARLOTS ONLY.

MILLER & TEASDALE CO.,

ST. LOUIS,

MISSOURI.

CHEAP JELLIES.

Apple Waste the Principal Ingredient—Wholesomeness of Glucose.

If the manufacturers of evaporated apples and pie bakers were all like the little boy who, when asked for the remnants of an apple he was greedily devouring, said: "There ain't goin' to be any core," the great American people could not have cheap jellies and preserves in such abundance. Few business men and less of the general public know what an important part the dried cores and skins of apples, known to the trade as waste, play in the domestic economy of the nation.

The output of waste varies greatly year by year, according to the size of the apple crop and the proportion of it evaporated. In 1896 the apple crop was unusually large, and so much fresh fruit was shipped into the distributing centers that the markets were thoroughly demoralized. In fact, oftentimes the return of sale would not pay the cost of picking, packing and getting the fruit to market. The quantity evaporated was phenomenal and the output of waste was unusual. In ordinary years the total amount of waste, according to conservative estimates, averages about 500 cars, but in 1896 it ran up to between 1,200 and 1,500 cars.

The principal consumers of this product are the manufacturers of cheap jellies and preserves, of which there are in the United States about 130, with an annual capacity of between 150,000,000 and 200,000,000 pounds. This is said to be a conservative estimate of the capacity, and refers to cheap jellies alone.

There is a mistaken impression abroad, due to the unfounded and ill-considered attacks of sensational newspapers and boards of health, that these cheap jellies are unwholesome and injurious, but there is nothing in their process of manufacture or composition to warrant such a belief. The principal constituents of the jellies and jams are, first of all, the juice expressed from the waste, which is taken to the factories from the evaporating establishments in clean bags or barrels; second, glucose, and third, other pure substances, according to the nature of the product: For raspberry jam, dried raspberries; for blackberry jam, dried blackberries, etc.

Glucose is a word that sticks in the craw of many people, although the substance itself passes down their throats under various shapes and colors without causing any trouble. The choice of the name was an unfortunate one, as it brings up immediately the thought, "chemical," and to the ordinary mind a chemical is bound to be more or less injurious. "Corn syrup" or "corn sugar" would have suggested familiar objects, and by those names no one would have dared to claim that the substance caused Bright's disease, fatty degeneration of the heart, diabetes, rheumatism, and "all the ills that flesh is heir to." Glucose is chemically pure, and that such is the case was made apparent some years ago, when the National Academy of Science, at the request of the Department of Internal Revenue, made an exhaustive examination of the product. The report of the Academy is voluminous and exhaustive, and gives in detail the methods followed in making the examinations. It concludes as follows:

Starch sugar, as found in commerce, is a mixture, in varying proportions, of two sugars, called dextrose and maltose, and of dextrine or starch gum. Dex-

trose was discovered in grapes by Lowitz in 1792, and was first prepared from starch by Kirchoff in 1811. In 1819, Braconnot prepared it from woody fiber. Maltose was first recognized as a distinct sugar by Dubonnfaut, in 1847, in the product of the action of malt on starch; no dextrose is thus produced according to O'Sullivan.

Starch sugar represents one distinct class of sugars, as cane sugar does the other—the former being obtained naturally from the grape, as the latter is from the cane and the beet. Starch sugar, which is a term chemically synonymous with dextrose and glucose, when pure, has about two-thirds the sweetening power of cane sugar. By the action of the dilute acids, both cane sugar and starch yield dextrose. In the case of starch, however, dextrose constitutes the sole final product.

Of mineral or inorganic constituents, the samples of starch sugar examined contained only minute quantities. The total ash formed in the "glucose" was only from 0.325 to 1.060 per cent. and in the "grape sugars" only from 0.335 to 0.750 per cent. No impurities, either organic or inorganic in character, other than those mentioned, were detected in any of the samples examined.

The elaborate experiments upon the fermentation of starch sugar would seem to be final on the question of the healthfulness—not only of glucose itself, but also of the substances produced by the action of a ferment upon it. Large quantities of a concentrated extract from the fermentation, representing from one-third to one-half a pound of starch sugar, were taken internally by the experimenters, and this repeatedly, without the slightest observable effect. This result, rigidly applied, holds, of course, only for those sugars which, like this, are made from the starch of Indian corn, or maize.

In conclusion, then, the following facts appear as the result of the present investigation:

First—That the manufacture of sugar from starch is a long-established industry, scientifically valuable and commercially important.

Second—That the processes which it employs at the present time are unobjectionable in their character, and leave the product uncontaminated.

Third—That the starch sugar thus made and sent into commerce is of exceptional purity and uniformity of composition, and contains no injurious substances.

And Fourth—That, although having at best only about two-thirds the sweetening power of cane sugar, yet starch sugar is in no way inferior to cane sugar in healthfulness, there being no evidence before the committee that maize starch sugar, either in its normal condition or fermented, has any deleterious effect upon the system, even when taken in large quantities.

Dr. Cyrus Edson, Commissioner of Health of New York under Mayor Gilroy, in replying to a question by the Mayor relative to the wholesomeness of glucose as an article of food, said:

Glucose may be justly called pre-digested starch, since, as I have said, it is starch in the exact condition that we find it prepared by the digestive organs for assimilation. Glucose is pre-eminently a fat-forming, heat-producing food. Under a diet of glucose a man can perform more muscular work than under any other single article of food. Glucose not only is not injurious, but it is an essential article of food, without which, in some form, man cannot enjoy life.

Chemistry has shown man how to imitate exactly the products of nature. The honey of the flower and numerous other products of nature's laboratory can not only be imitated by man, but exactly reproduced by him through the agency of chemistry. It seems a pity that we should, instead of welcoming such glorious results of science, receive them with such distrust and suspicion.

—New York Commercial.

Bright advertising banishes dull times.

STRAWBERRIES

All Green Vegetables—

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

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

BUNTING & CO., Jobbers, Grand 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

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.

PRINTING FOR PRODUCE DEALERS

Tradesman Company
Grand Rapids.

Exports of American Cheese to England Increasing.

Washington, D. C., April 2.—From the beginning of the Nineteenth Century, exports of cheese from the United States to Europe increased year after year, with no fluctuation of consequence, 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 Congress 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 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.

Boric Acid in Butter Easily Detected.

J. A. North in New York Produce Review.

The English trade and dairy press are again vigorously protesting against the use of boric acid in butter as a preservative, and demanding the passage of laws against its use.

Boric acid is seldom offered to butter-makers, but the article is covered with fancy terms such as preservitas, preservine, coraline and many others. The basis of all is boric acid or some other of the antiseptic acids. I have no knowledge of the physical results of the use of these acids, but their use is commercially dangerous in the extreme to the butter interests of this country, owing to the laws against preserved butter in countries where our goods are freely taken.

In April last the Danish government passed laws forbidding the use of preservatives in butter. About the same time Germany followed with a similar law. Butter containing any preservatives is forbidden entry into any of the countries on the east coast of South America, including Brazil and Venezuela. At Rio de Janeiro, in January, some twenty lots of butter put up in foreign countries were seized, along with three lots of American, and confiscated. This being the only penalty under their law the owners suffered a total loss. One of the American lots contained one-fourth of 1 per cent of "Preservitas." The quantity usually used is from 1 to 3 per cent. From Great Britain we are being asked to guarantee the butter offered them as free from preservatives, and the seller here has got to give such guarantee or

the orders will go to other countries. An English buyer of our goods, if a preservative has been put in the stock he has received, is limited in his outlets; he can not sell to go to any country where the laws against it exist, he certainly will not be handicapped long with American butter, but will supply his needs where the laws of the country protect his purchases.

If the use of preservatives was so detrimental to the dairy interests of Denmark, Germany and other countries in the northern continent as to force them to pass laws against their use, it behooves us to study the subject well before being tempted to use them.

The presence of boric acid or any of its kindred acids in butter, even when the butter contains but $\frac{1}{4}$ of 1 per cent., is as easily detected as if it contained 5 per cent. by using the alcohol test, which is simple and inexpensive and never failing.

In view of the butter preservative laws existing in so many of the countries where our goods are consumed, and the strong probabilities of such laws being passed in Great Britain, my advice would be to exclude from the dairy product of the United States all forms of preservatives.

The Bungling Poor.

Deacon in Furniture News.

There are poor who are poor because of misfortunes over which they have no control. There are poor who are poor because of appetites over which they have no control. But, as a rule, the poor workman is poor because he is a poor workman.

The bungler will always be poor. He ought to be poor. If he could make a good living at bungling, what incentive would there be for any man to become skilled? Any attempt to save a bungler from his poverty, that is not aimed at saving him from his bungling, is so much water poured into leaky buckets. You only encourage him in his bungling.

I have had some recent experience in this line. I have made it a rule never to give a poor person money if I can help him to the earning of that money. So it resulted a few weeks ago that, when a poor widow with a pitiful story and a tear in her eye came to our house wanting work, we gave her \$3 worth of plain sewing to do—work that would have been done by our regular dressmaker for the same price. This she was to have done according to certain directions, and to have returned within a week. Nothing was heard of the matter for a month, when the woman came back with the work practically ruined, wanting \$4 for her work, because she had had the neuralgia in her head. She could not do the work over because she was packing up to go to Chicago that night. When told that she had not done as ordered, had not finished her work, and had ruined what she had done, she set up a pitiful whine, telling of her woes, and pitying herself, until we were glad to get rid of the fraud by giving her the \$3.

Now, if such a piece of work had come back from our regular dressmaker in such a condition, or in any kind of unsatisfactory condition, we could have had it remade as we wanted it. But what satisfaction can you get from a bungler whining at your door—a creature without responsibility or skill?

We have had much the same experience with a poor man who professes to know the trade of an electrician. He wanted to wire the offices for electric bells. After working and dallying for two weeks, and getting an advance of several dollars for materials, he left the work hopelessly mixed, and we paid a man for tearing out the wires and putting in everything new from the start. This bungling electrician solicited the work because he was out of work and his family was suffering.

Such people are poor because they haven't the grit to be anything else. It is a mistake that they should live in any other state than that of pinching poverty, until by their own volition and effort they earn their deliverance from that state.

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:

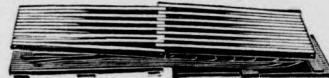
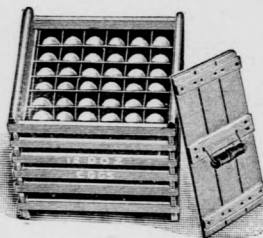
Corn Exchange National Bank, Philadelphia.
Western National Bank, Philadelphia.
W. D. Hayes, Cashier Hastings National Bank,
Hastings, Mich.
Fourth National Bank, Grand Rapids, Mich.
D. C. Oakes, Coopersville, Mich.
E. A. Stowe, Michigan Tradesman.

Eggs

Eggs

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.



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.

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 FANTLIND, 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. WILSON, Marquette.

Gripsack Brigade.

W. C. Hume succeeds Wm. M. Averill as traveling salesman for Hume & Co.

John Fell has resigned his position with the Bradley & Metcalf Co. (Milwaukee) and gone on the road for Geo. F. Owen & Co.

Jas. A. Morrison, formerly city salesman for the Olney & Judson Grocery Co., has been elected a director of the Shields-Morley Grocery Co. at Colorado Springs, Colo.

"Speaking of extraordinary feats," remarked Col. W. P. Curtis the other day, "reminds me of an amusing experience I met with in Texas about thirty years ago. I was traveling for a tobacco house and was on a fifty-mile ride by stagecoach. Opposite me sat a mighty pretty girl and a shaggy man with a sombrero and a small arsenal of pistols in full sight. We had journeyed on for about an hour, and not a word had been exchanged or a look between my fellow travelers. The girl was everlastingly pretty, and, finally, catching her eye, I was tempted to wink slightly as a sort of preliminary toward breaking the ice and having some pleasant conversation. Instantly, to my horror, she turned to the human arsenal and whispered in his ear. 'Did I understand you, stranger, to wink at this here young lady?' Only presence of mind, as there couldn't be absence of body, saved me. I replied at once. 'Yes, sir, but let me explain. I have a nervous disease of the eyelids. If you had noticed me before, you would have noticed that I winked involuntarily very frequently. Honestly, I couldn't help it.' 'Your explanation is extraordinary, stranger, but I accept it for the present,' he answered gruffly, and from that time I think he never took his eyes off me. So, to keep up my part, every moment or two I had to wink one eye or the other, sometimes both. Hour after hour my ocular exercise continued. I believe I am the only man living who ever winked to save his life, and I wunk and wunk for at least forty miles, until we reached our destination. How was that for endurance?"

Sam Jones, the Evangelist, recently addressed Post B of Nashville in part as follows: I know of no men so peculiarly endowed or so equipped to do either good or bad as you commercial men. If we preachers would go after the sins of the world like you drummers go after trade, we would soon bring the millennium upon us. There is no class of men with whom I have mingled more at hotels, on trains and elsewhere than with commercial travelers. You and I are very much alike. I am a sort of commercial traveler myself. We are

both away from home more or less. A genuine man loves his home. You can't get anything else except a dog to forget home. A man who does not want to go back home to his mother and loved ones when he is away is no better than a dog; and if you would give him some hair and a tail, he would make a good coon dog. Show me a man who loves father, mother and home, and I will show you a man who has some foundation for character-building. I love to see a man thorough in business, with energy, enterprise, push and vim, and I don't know a fellow of that sort but what's getting there with both feet. If you'll get a live fellow turned in the right direction he'll show you some speed. The gait that a fellow strikes determines the amount of obstacles he'll find in his way. That is the way it is with religion, and I know it is that way with business. It is very easy to get disheartened, but if you start out with the determination to make the landing and keep right ahead, you'll land. It is that that has made many a drummer a wholesale merchant worth a million. I want a fellow to be clean in his mouth, clean in his heart and clean in his life. If I was a drummer I wouldn't tell a lie for any house. No man is a true man who does not think more of his character than of his life. I love a good character, and there is no man who has a better opportunity for building character than a business man."

"We have tried putting women on the road," said the junior partner of a prosperous New York house, "but we have given it up. They talked well, and they knew their goods; but we found that they did not impress the trade favorably, particularly in the small towns. Then, they couldn't stand the work. They hadn't the strength to put up with the life as men do. One strikes pretty rough living in some little places, especially in the newer section of the country, and it takes an ostrich to digest the food and a pachyderm to sleep in the beds at some of the hotels. Of course, there's a good deal of hard traveling on poor trains, and a woman feels that more than a man. You see, she can't hunt up a jolly fellow in the smoker and put in the time swapping yarns and playing cards. Then it seems to play the deuce with a woman's nerves to be everlastingly catching trains. Why, there was one nice girl who traveled for a Chicago house two years ago. She sold lots of goods, too. Her employer bragged to me about her when he was down here, and said she was worth any two men he had out. This winter he came on again, and one day when we were lunching together he asked me if I remembered about the girl who traveled for him. I said I did, and he told me that she went along all right for nearly a year and never complained about anything; said she liked the work, and had her salary raised twice. Then, one day last spring, the firm got word from a hotel man in Denver that she was very ill there at his hotel. They sent her sister out to her, but, do you know, that girl had gone completely to pieces all of a sudden. Her mind has been wrong ever since, and the queer thing about it is that she is always wild about catching some train and making connection. She doesn't rave about anything else. I suppose that was one of the things that wore on her nerves most, and it stuck in her mind. You see, that story goes to prove what I've been saying—that women haven't the physical endurance for the road business."

Greetings from Two Presidents.

John A. Hoffman (Michigan Knights of the Grip): At our last State convention, which was held in the city of Kalamazoo, I was honored by being unanimously elected President of the Michigan Knights of the Grip. I have the interest of the Association very much at heart and propose to do all in my power to advance it. Your Directors, Secretary and Treasurer are all men of wide experience and active workers in the organization, doing everything possible for its success. We are increasing in numbers and growing more prosperous year by year, yet we are anxious that every worthy traveling man in Michigan should become an active member. Will you consider it your duty to help increase our numbers? Let each of us strive to add at least one new member.

C. C. Snedeker (Michigan Commercial Travelers' Association): The Board of Trustees, knowing it to be the desire of every member of the Association to show an increase in membership, realizing the fact that in the infusion of new and young blood depends its future existence, have, in the hope that it may be an aid to its members in securing applications, instructed the Printing Committee to prepare, and have printed, information which should be in the possession of every member, to intelligently present the merits of the Association to persons eligible to membership, showing what has been done in the past, our standing at the present, and giving an idea of our stability for the future; also to bring out prominently some of the features of our Association but little known by our members generally. The work of securing applications should not be confined to the few active workers, but every member should be interested in the growth of the Association and put a shoulder to the wheel. It is the one important thing needed to perpetuate its life and usefulness and keep it on a sure and reliable foundation. Surely you are interested in this. Your insurance is at stake, and no one can be more interested.

Movements of Lake Superior Travelers

Will C. Brown broke his back from too much order writing and carried it in a sling for a week, but is much better now. He can get out of bed now in fifteen minutes without swearing once nor crawling upon all fours.

Alex Stevenson (Buhl Sons & Co.) is at the head of the Lakes this week.

J. W. Richards (W. Bingham Co.) was at Marquette Saturday, trying to work a flimflam game on an innocent hardware dealer who was buried up in politics. Dick got the short end himself—50 cents' worth.

The other day one of Marquette's bright four-year-old girls called to see a commercial traveler's three-weeks old baby. When the little one got home she told her mother that the new baby was just as cute as cute could be. "But, say, Mama!" she added very earnestly, "what do you think! the baby was eating its own mama!"

Must Import Pure Tea.

The motion of William Crinkshank & Co. for a preliminary injunction restraining Collector Bidwell, of New York, from destroying condemned teas, valued at \$40,000, imported by them, which were seized in November and December last, was denied last week by Judge Lacombe, in the United States Circuit Court. Tea condemned by the Board of Experts that does not come up to the legal standard is burned at the expiration of six months if the importers do not take it out of the country. This was a test case.

Our faults attract more attention than our virtues.

A young Scotchman has made a miniature train which is only twenty-nine feet in length, but which is perfect in every particular. He never had any technical training, but made all the patterns and the castings, and put them together with his own hands. The engine is a little over six and a half feet long and drags six cars, in each of which two children can be comfortably seated. Six gallons of water in a tank in the tender with five gallons in the boiler of the engine provide enough steam to propel this miniature train for two hours, while a small electric battery beneath the engine supplies light for the various lamps in place of oil. It is a brilliant example of engineering talent upon the part of its maker.

Men of the navy are always given credit for showing more bravery in battle than men of the army, but it should be remembered that when a battle-ship rounds to for a fight, there is no chance for a sailor to run away, no tree for an officer to get behind, and no telling, in torpedo times, which is the safest part of the ship. There is nothing to do but fight.

HOTEL WHITCOMB

ST. JOSEPH, MICH.

A. VINCENT, Prop.

THE WHITNEY HOUSE

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

Chas. E. Whitney, Prop., 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., until May 1, to look after my clothing customers.

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 HEIM, 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.

Patent Medicine Testimonials.

It is a popular impression that testimonials for patent medicines and similar articles offered for sale are paid for or are secured by other inducements; and in many cases this may be true, but the advertising manager of a much-advertised remedy assures me that thousands of people are so ambitious to see their names and their faces in print that they send in volunteer certificates and offer their photographs to be used at the pleasure of the manufacturer. Even women by the thousands court this terrible notoriety. Many of the testimonials are genuine and conscientious and come from people who believe they have been cured, and not only want to express their gratitude, but convince other sufferers of the efficacy of the remedy. Such certificates are, of course, highly appreciated and are filed away for public or private use. The testimonials are so numerous that nearly every patent medicine manufacturer has his department to attend to this branch of the business. Several clerks are necessary, who first assort all that are received and lay those which seem to be genuine before experts for examination. Men become so skilled in this inspection that they can detect the false from the true with almost unerring accuracy. Special cases are investigated either by further correspondence or by reference to the nearest druggist or in some other manner. The fake testimonials are packed away in chests for temporary preservation, but are usually destroyed at the end of the year, when there is no longer any prospect of needing them. The genuine ones are filed in reference cases by states and counties, and indexed so that they can be referred to without any trouble.

Twice and often three times as many testimonials are received in the winter as in the summer, which is due to the fact that the country people have more leisure to think and write and use more patent medicines in the winter than they do in the summer. They spend long winter evenings talking over their pains and aches and the different remedies they have used, and the natural result is an acknowledgment to the manufacturer. Many of the writers ask money compensation for their testimonials or a free bottle of the remedy. Others offer to give a testimonial if money or medicine is sent to them. These letters are never replied to, but when the inspectors find genuine expressions of appreciation they are usually acknowledged with thanks and permission is asked to use them in their ad-

vertisements. Sometimes these volunteer witnesses are asked for their photographs.

The Drug Market.

Trade in this line is in much larger proportions than for several years and the prices of goods show very little change.

Opium—Is very firm under advices from primary markets, the lay down price in Smyrna not being far from \$3.30 per lb. This market is lower than any other in the world. A sharp advance would not surprise the trade.

Morphine—Is firm at unchanged prices and an advance has been expected for the past two or three weeks.

Codeine—Price has been reduced 10c per oz. There is an increased demand.

Quinine—Is weak. Auction sales of cinchona bark at Amsterdam, which came off Thursday, were at a lower price, but most of the quinine in the hands of large manufacturers was made from high priced bark, and for that reason no reduction in price is expected for a short time.

Cinchonidia—Is dull and weak and prices are unchanged.

Pyrogallie Acid—Prices have been reduced under strong competition.

Cocoa Butter—Prices have been reduced.

Cod Liver Oil—Is advancing steadily abroad, due to short catch. This market has responded somewhat and there has been an advance of about \$1.50 per bbl. of 30 gallons.

Insect Powder—There are large quantities of cheap and unreliable powder in the market. First-class powder can not be sold under our quotations.

Balsams—Copaiba is in active demand and prices have been advanced. Tolu is very firm and stocks are light.

Barks—Soap is in a very firm position, as it is about out of market. The outlook favors higher prices, as the bulk of stock in Chili is of poor quality and will not come to this market. Sassafras is in large supply and lower.

Essential Oils—The market is dull for all kinds. Bergamot and lemon have declined. Sassafras is dull and easy.

Flowers—German chamomile is scarce and higher prices are asked for prime goods.

Gums—Arabic and tragacanth are back to old prices. The Treasury Department now rules that they come in free of duty.

Roots—Sarsaparilla is very firm. Honduras has advanced and Mexican also. Jamaica ginger is in good demand and prices are steady.

Seeds—Canary and hemp are firm. Celery is scarce abroad, but quiet here. California mustard is advancing, owing to the dry weather. Higher prices must be looked for, owing to short crop.

Spices—Cassia is a trifle easier. Cloves have declined.

Avoiding Gritty Zinc Ointment.

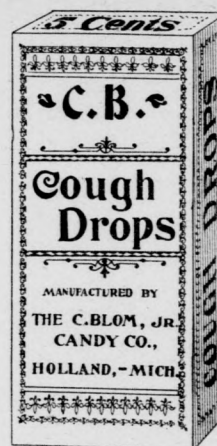
To avoid the gritty preparation which frequently results in making zinc ointment, even when the zinc oxide is sifted into the melted benzoated lard, J. H. Williams (Connecticut Pharmaceutical Association Proceedings) suggests that 10 per cent. of the lard be replaced with castor oil. The oxide should be placed in a warm mortar, the oil added hot, and the whole rubbed into a smooth paste. The cold lard should then be added and the whole mixed without heating, thus avoiding precipitation of any benzoic constituents, and securing a perfectly smooth product.

Essence of Ginger Causes Blindness.

Dr. Thomson (Medical and Surgical Reporter) reports the peculiar case of a sailor, possessed previously of good eyesight, who came ashore for a spree. He was unable to buy whisky, and so resorted to commercial "Jamaica Ginger." During two days he drank about a quart and a half of this, taking it with water. The third day he had nausea and headache; the fourth day his sight began to fail him; the fifth day he could only grope his way about; the sixth day light perception entirely disappeared. This condition lasted a week, when vision slowly returned, but after three weeks sight began permanently to fail.

Queen Victoria objects both to electric light and gas—that is, so far as her own personal use is concerned. Oil is permitted very slightly, but candles of an extra special make are still her favorite illuminant.

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



For Sale by Leading Jobbers.

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.

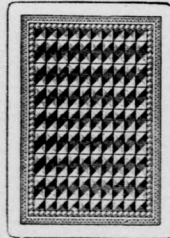


While William Alden Smith was in suffering Cuba to obtain pure Havana fillers for S. C. W. cigars, he was interfered with by the Spaniards, and to obtain his point he displayed the courage of Samson among the Philistines with a jawbone.

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.

The Cheapest Enameled Playing Card

ON THE MARKET IS THE
NO. 20 ROVERS



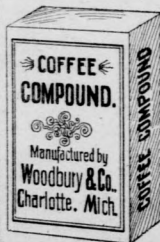
Has a handsome assortment of set designs printed in different colors—Red, Blue, Green and Brown; highly finished, enameled, and is the best card in the market for the money. Each pack in a handsome enameled tuck box. Put up in one dozen assorted designs and colors. A good seller. List price \$20 per 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.

RICH DRINK

of choice coffee with palatable cereals and other wholesome ingredients. Far superior to all "cereal" drinks. A beautiful Tea and Coffee Pot Stand given with each 2 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.



Use Tradesman Co.'s Poison Labels

WHOLESALE PRICE CURRENT.

Advanced—

Declined—Turpentine.

Acidum			Conium Mac.			Scilla Co.			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina			Sina					
--------	--	--	-------------	--	--	------------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	--	--	--

GROCERY PRICE CURRENT.

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

AXLE GREASE. doz. gross Aurora.....55 6 00 Castor Oil.....60 7 00 Diamond.....50 4 00 Frazer's.....75 9 00 IXL Golden, tin boxes.....75 9 00 Paragon.....75 9 00 Paragon.....55 6 00	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	 Universal Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Superior Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Coupon Pass Books. Can be made to represent any denomination from \$10 down. 20 books.....1 00 50 books.....2 00 100 books.....3 00 250 books.....6 25 500 books.....10 00 1,000 books.....17 50	Fish. Cod. Georges cured.....@ 5 Georges genuine.....@ 5 1/2 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 1/2 bbl.....5 50 Holland white hoop, keg.....75 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 Whitefish. No. 1 No. 2 Pam 100 lbs.....6 75 5 75 2 75 40 lbs.....3 00 2 60 1 40 10 lbs.....83 73 43 8 lbs.....69 61 34	GUNPOWDER. Rifle-Dupont's. Kegs.....4 00 Half Kegs.....2 25 Quarter Kegs.....1 25 1 lb. cans.....30 1/2 lb. cans.....18 Choke Bore-Dupont's. Kegs.....4 25 Half Kegs.....2 40 Quarter Kegs.....1 35 1 lb. cans.....34 Eagle Duck-Dupont's. Kegs.....8 00 Half Kegs.....4 25 Quarter Kegs.....2 25 1 lb. cans.....45 HERBS. Sage.....15 Hops.....15 INDIGO. Madras, 5 lb boxes.....55 S. F., 2, 3 and 5 lb boxes.....50 JELLY. 15 lb pails.....40 30 lb pails.....73 KRAUT. Barrels.....3 50 Half barrels.....2 00 LYE. Condensed, 2 doz.....1 20 Condensed, 4 doz.....2 25 LICORICE. Pure.....30 Calabria.....25 Sicily.....14 Root.....10	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, 55 lbs.....25 Butter, sacks, 55 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 60 5 lb. sacks.....3 75 22 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 SOAP. JAXON Single box.....2 75 5 box lots, delivered.....2 70 10 box lots, delivered.....2 65
BAKING POWDER. Absolute. 1/4 lb cans doz.....45 1/2 lb cans doz.....85 1 lb cans doz.....1 50 Acme. 1/4 lb cans 3 doz.....45 1/2 lb cans 3 doz.....75 1 lb cans 1 doz.....1 00 Bulk.....10 Arctic. 6 oz. Eng. Tumblers.....85 El Purity. 1/4 lb cans per doz.....75 1/2 lb cans per doz.....1 20 1 lb cans per doz.....2 00 Home. 1/4 lb cans 4 doz case.....35 1/2 lb cans 4 doz case.....55 1 lb cans 2 doz case.....90	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 Peaberry.....17 Mexican and Guatamala. 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 Sanealbo.....22 Breakfast Blend.....18 Valley City Maracaibo.....18 1/2 Ideal Blend.....14 Leader Blend.....12	Credit Checks. 500, any one denom'n.....3 00 1000, any one denom'n.....5 00 2500, any one denom'n.....8 00 Steel punch.....75 DRIED FRUITS-DOMESTIC. Apples. Sundried.....@ 5 Evaporated 50 lb boxes.....@ 8 California Fruits. Apricots.....@ 5 Blackberries.....@ 7 1/2 Nectarines.....@ 7 1/4 Peaches.....6 1/4 @ 7 1/4 Pears.....8 @ 7 1/4 Pitted Cherries.....@ 7 1/4 Prunelles.....@ 7 1/4 Raspberries.....@ 7 1/4 California Prunes. 100-120 25 lb boxes.....@ 3 1/2 90-100 25 lb boxes.....@ 4 80-90 25 lb boxes.....@ 4 1/2 70-80 25 lb boxes.....@ 5 60-70 25 lb boxes.....@ 5 1/2 50-60 25 lb boxes.....@ 6 40-50 25 lb boxes.....@ 6 1/2 30-40 25 lb boxes.....@ 7 1/4 cent less in 50 lb cases Raisins. London Layers 3 Crown.....1 45 London Layers 4 Crown.....2 00 Delectas.....3 1/2 Loose Muscatels 2 Crown.....4 1/2 Loose Muscatels 3 Crown.....4 1/2 Loose Muscatels 4 Crown.....5 1/2	FLAVORING EXTRACTS.  Jennings'. D. C. Vanilla.....2 02 2 oz.....1 20 3 oz.....1 50 4 oz.....2 00 6 oz.....3 00 No. 8 4 00 No. 10 6 00 No. 2 T. 1 25 No. 3 T. 2 00 No. 4 T. 2 40 D. C. Lemon.....2 02 2 oz.....1 20 3 oz.....1 50 4 oz.....2 00 6 oz.....3 00 No. 8 4 00 No. 10 6 00 No. 2 T. 1 25 No. 3 T. 2 00 No. 4 T. 2 40 Souders'. Oval bottle, with corkscrew. Best in the world for the money.	MINCE MEAT. Ideal, 3 doz. in case.....2 25 HATCHES. Diamond Match Co.'s brands. No. 9 sulphur.....1 65 Anchor Parlor.....1 70 No. 2 Home.....1 10 Export Parlor.....4 00 MOLASSES. New Orleans. Black.....11 Fair.....14 Good.....20 Fancy.....24 Open Kettle.....25 @ 35 Half-barrels 2c extra. MUSTARD. Horse Radish, 1 doz.....1 75 Horse Radish, 2 doz.....3 50 Bayle's Celery, 1 doz.....1 75 PIPES. Clay, No. 216.....1 70 Clay, T. D. full count.....65 Cob, No. 3.....85 POTASH. 48 cans in case.....4 00 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.....4 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, No. 1.....3 30 Deland's.....3 15 Dwight's.....3 30 Taylor's.....3 00 SAL SODA. Granulated, bbls.....75 Granulated, 100 lb cases.....93 Lump, bbls.....75 Lump, 145 lb kegs.....85 SEEDS. Anise.....9 Canary, Smyrna.....3 Caraway.....6 Cardamom, Malabar.....6 Celery.....11 Hemp, Russian.....3 1/2 Mixed Bird.....4 Mustard, white.....5 Poppy.....10 Rape.....4 1/2 Rattle Bone.....20 Scotch, in bladders.....37 Maccaboy, in jars.....35 French Rappee, in jars.....48	CLYDESDALE 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, 60 1-lb. bars.....3 75 Uno, 100 1/2-lb. bars.....2 50 Doll, 100 10-oz. bars.....2 05 Scouring. Sapollo, kitchen, 3 doz.....2 40 Sapollo, hand, 3 doz.....2 40 SODA. Boxes.....5 1/2 Kegs, English.....4 1/2 SPICES. Whole Sifted. Allspice.....13 Cassia, China in mats.....12 Cassia, Batavia in bund.....25 Cassia, Saigon in rolls.....32 Cloves, Amboy.....14 Cloves, Zanzibar.....12 Mace, Batavia.....55 Nutmegs, 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, Cochin.....18 Ginger, Jamaica.....23 Mace, Batavia.....65 Mustard.....13 @ 18 Nutmegs.....40 @ 50 Pepper, Sing. black.....12 Pepper, Sing. white.....20 Pepper, Cayenne.....20 Sage.....15 SYRUPS. Corn. Barrels.....15 Half bbls.....17 Pure Cane. Fair.....16 Good.....20 Choice.....25
JAXON 1/4 lb cans, 4 doz case.....45 1/2 lb cans, 4 doz case.....85 1 lb cans, 2 doz case.....1 60 Jersey Cream. 1 lb. cans, per doz.....2 00 9 oz. cans, per doz.....1 25 6 oz. cans, per doz.....85 Our Leader. 1/4 lb cans.....45 1/2 lb cans.....75 1 lb cans.....1 50 Pearless. 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. Manitowoc 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.....@ 10 1/2 Amboy.....@ 11 1/2 Byron.....@ 11 1/2 Elsie.....@ 12 Emblem.....@ 10 1/2 Gem.....@ 11 Gold Medal.....@ 11 Ideal.....@ 11 Jersey.....@ 11 Lenawee.....@ 11 Riverside.....@ 11 1/2 Springdale.....@ 11 1/2 Brick.....@ 12 1/2 Edam.....@ 75 Leiden.....@ 18 Limburger.....@ 10 Pineapple.....@ 43 Sap Sago.....@ 85 Chicory. Bulk.....5 Red.....7 CHOCOLATE. Walter Baker & Co.'s. German Sweet.....23 Premium.....34 Breakfast Cocoa.....45	COUGH DROPS. C. B. Brand. 40 5 cent packages.....1 00 CONDENSED MILK. 4 doz in case. Gall Borden Eagle.....6 75 Crown.....6 25 Daisy.....5 75 Champion.....4 50 Magnolia.....4 25 Challenge.....3 35 Dime.....3 35 COUPON BOOKS.   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	FOREIGN. Currents. Patras bbls.....@ 7 1/4 Vostizias 50 lb cases.....@ 7 1/4 Cleaned, bulk.....@ 8 1/4 Cleaned, packages.....@ 8 1/4 Peel. Citron American 10 lb bx @ 13 Lemon American 10 lb bx @ 12 Orange American 10 lb bx @ 12 Raisins. Ondura 28 lb boxes.....8 @ 8 1/2 Sultana 1 Crown.....@ Sultana 2 Crown.....@ Sultana 3 Crown.....@ 7 1/2 Sultana 4 Crown.....@ Sultana 5 Crown.....@ 12 Sultana 6 Crown.....@ 14 Sultana package.....@ 14 FARINACEOUS GOODS. Farina. 24 1 lb. packages.....1 75 Bulk, per 100 lbs.....3 50 Grits. Walsh-DeRoo Co.'s.....2 15 Bulk in 100 lb. bags.....3 00 Hominy. Barrels.....2 50 Flake, 50 lb. drums.....1 00 Beans. Dried Lima.....3 Medium Hand Picked.....1 00 Maccaroni and Vermicelli. Domestic, 10 lb. box.....60 Imported, 25 lb. box.....2 50 Pearl Barley. Common.....1 75 Chester.....2 00 Empire.....2 50 Peas. Green, bu.....81 Split, per lb.....2 Rolled Oats. Rolled Avena, bbl.....3 90 Monarch, bbl.....3 75 Monarch, 1/2 bbl.....2 00 Private brands, bbl.....3 20 Quaker, cases.....1 75 Huron, cases.....1 75 Sago. German.....3 1/2 East India.....3 Wheat. Cracked, bulk.....3 1/2 24 2 lb packages.....2 50	FLY PAPER. Tanglefoot, per box.....30 Tanglefoot, c'se of 10 b's.....2 55 Tanglefoot, 5 case lots.....2 50 Tanglefoot, 10 case lots.....2 40	CONDENSED MILK. 4 doz in case. Gall Borden Eagle.....6 75 Crown.....6 25 Daisy.....5 75 Champion.....4 50 Magnolia.....4 25 Challenge.....3 35 Dime.....3 35 COUPON BOOKS.   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	CONDENSED MILK. 4 doz in case. Gall Borden Eagle.....6 75 Crown.....6 25 Daisy.....5 75 Champion.....4 50 Magnolia.....4 25 Challenge.....3 35 Dime.....3 35 COUPON BOOKS.   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

STARCH.



Kingsford's Corn.

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

Kingsford's Silver Gloss.

40 1-lb packages	6 1/2
8-lb boxes	7
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 1/2

Common Gloss.

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

STOVE POLISH.



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

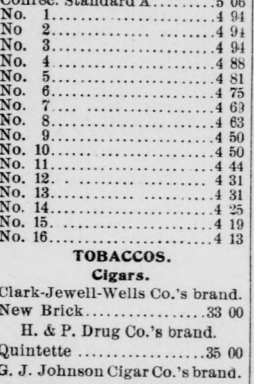
SUGAR.

Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.

Domino	5 69
Cut Loaf	5 69
Crushed	5 69
Cubes	5 44
Powdered	5 44
XXXX Powdered	5 56
Granulated in bbls	5 19
Granulated in bags	5 19
Fine Granulated	5 19
Extra Fine Granulated	5 31
Extra Coarse Granulated	5 31
Mould A	5 50
Diamond Confection A	5 19
Confection Standard A	5 06
No. 1	4 94
No. 2	4 94
No. 3	4 94
No. 4	4 88
No. 5	4 81
No. 6	4 75
No. 7	4 63
No. 8	4 63
No. 9	4 50
No. 10	4 44
No. 11	4 44
No. 12	4 31
No. 13	4 31
No. 14	4 25
No. 15	4 19
No. 16	4 13

TOBACCOS.

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



S. C. W. Michigan Cigar Co.'s brand.

Ure Unkle

Ure Unkle

Ruhe Bros Co.'s

Brands.

Mr. Thomas

Sir Will am

Club Fine

Generals Grant and Lee

Crown Hand Made

Crown Fine

TABLE SAUCES.

Lea & Perrin's, large

Lea & Perrin's, small

Halford, large

Halford, small

Salad Dressing, large

Salad Dressing, small

VINEGAR.

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

Washing Powder.



WICKING.

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

Fish and Oysters

Fresh Fish.

	Per lb.
Whitefish	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	9
Perch	3 1/2
Smoked White	8
Red Snapper	8
Cod River Salmon	10
Mackerel	25

Oysters in Cans.

F. H. Counts	40
F. J. D. Selects	27
Selects	22
F. J. D. Standards	20
Favorites	20

Oysters in Bulk.

F. H. Counts	21 00
Extra Selects	21 50
Selects	21 25
Anchor Standards	21 10
Clams	15

Shell Goods.

Oysters, per 100	1 25 @ 1 50
Clams, per 100	1 00 @ 1 00

Hides and Pelts.

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

Hides.	
Green No. 1	7 1/2
Green No. 2	6 1/2
Cured No. 1	8 1/2
Cured No. 2	7 1/2
Calfskins, green No. 1	7 1/2
Calfskins, green No. 2	7
Calfskins, cured No. 1	10
Calfskins, cured No. 2	8 1/2

Furs.

Large Bear	1 00 @ 15 00
Beaver	50 @ 6 00
Cat, Wild	50 @ 25
Fisher	1 00 @ 7 00
Red Fox	25 @ 1 50
Gray Fox	25 @ 70
Cross Fox	50 @ 5 00
Lynx	20 @ 2 00
Musk rats	2 @ 15
Mink	50 @ 1 20
Martin	25 @ 3 00
Oter	1 00 @ 9 00
Raccoon	10 @ 80
Black skunk	10 @ 1 00
Wolf	20 @ 1 50

Pelts.

Pelts, each	50 @ 1 00
-------------	-----------

Ta'low.

No. 1	2 1/2
No. 2	2

Wool.

Washed, fine	20
Washed, medium	25
Unwashed, fine	13
Unwashed, medium	18

Oils.

Barrels.

Eocene	11 1/2
XXX W. W. Mich. Hdt	8 1/2
XXX W. W. Mich. Hdt	8 1/2
D. S. Gas	7 1/2
Deo. Naphtha	7
Cylinder	25
Engine	21
Black, winter	8

Candies.

Stick Candy.

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

Mixed Candv.

Competition	@ 6
Standard	@ 7
Conserve	@ 7 1/2
Royal	@ 7 1/2
Ribbon	@ 8 1/2
Broken	@ 8 1/2
Cut Loaf	@ 8 1/2
English Rock	@ 8 1/2
Kindergarten	@ 8
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 @ 11
Choc. Monumentals	@ 11
Gum Drops	@ 6
Moss Drops	@ 8
Sour Drops	@ 8 1/2
Imperial	@ 8 1/2

Fancy-In 5 lb. Boxes.

Lemon Drops	@ 50
Sour Drops	@ 50
Peppermint Drops	@ 60
Chocolate Drops	@ 60
H. M. Choc. Drops	@ 75
Gum Drops	@ 30
Licorice Drops	@ 75
A. B. Licorice Drops	@ 50
Lozenges, plain	@ 50
Lozenges, printed	@ 50
Imperial	@ 50
Motives	@ 55
Cream Bar	@ 50
Molasses Bar	@ 50
Hand Made Creams	80 @ 1 00
Plain Creams	60 @ 90
Decorated Creams	@ 90
String Rock	@ 60
Burnt Almonds	1 25 @ 60
Wintergreen Berries	@ 60

Caramels.

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

Fruits.

Oranges.

Cal. Seedlings	@ 25
Fancy Navel 112	@ 25
126 to 216	@ 30
Choice	@

Lemons.

Strictly choice 300s.	@ 25
Strictly choice 300s.	@ 25
Fancy 300s or 300s	@ 30
Ex-Fancy 300s	@ 30
Ex-Fancy 300s	@ 30

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	@ 13
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
lb cases, new	@ 6
Sairs, 60 lb cases	@ 4 1/2

Nuts.

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

Grains and Feedstuffs

Wheat.

Wheat	90
-------	----

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-Well's 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 1/4s paper	5 35
Pillsbury's Best 1/8s 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 45
Gold Medal 1/4s	5 35
Gold Medal 1/8s	5 25
Parisian, 1/2s	5 45
Parisian, 1/4s	5 35
Parisian, 1/8s	5 25

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 60
Laurel, 1/4s	5 50
Laurel, 1/8s	5 40

Meal.

Bolted	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	33 1/2
Less than car lots	36

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.

Carcass	6 1/2 @ 7 1/2
Fore quarters	5 1/2 @ 6 1/2
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	4 50 @ 4 75
Loins	@ 7
Shoulders	@ 5 1/2
Leaf Lard	5 1/2

Mutton.

Carcass	7 @ 8
Spring Lambs	8 @ 9

Veal.

Carcass	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 50
Pig	14 00
Bean	8 75
Family	10 50

Dry Salt Meats.

Bellies	6
Briskets	5 $\frac{3}{4}$
Extra shorts.....	5 $\frac{1}{2}$

Hardware

Mission of the Commercial Traveler— Outcome of the Associations.

Ante Lucem in American Artisan.

How can we secure a more equitable division of trade and assure to every individual retailer a just proportion of business, granting an opportunity for an honest livelihood?

The commercial traveler's position and the important functions devolving upon him in a just solution of the problems of trade carry much weight. His mission is to search out the markets for the world's products and the distributing points of the manufacturers', importers' and wholesalers' stocks. In the performance of such work is his livelihood, the rearing and education of his family, and the hope of gain that will provide reasonable comforts when the sere and yellow period of life shall come and he is then no longer able to toil. In the prosecution of his work he has but one master (his employer) to serve. His bidding is a duty and the employee must be loyal to the charges imposed.

While discharging the duties incumbent upon him by the sale of his labor, he has two separate and distinct interests to conserve—those of employer and patron—both equally important. In trade the commercial traveler becomes the journal, looking forward to the one interest and backward to the other, thus maintaining the business balance. The best interests of the retail merchant are also the best interests of his house, and when he fosters and protects those interests he serves also those of his employer.

Whatever there is of a middle ground the commercial traveler stands upon it and holds largely the commanding position. To the interests he serves he is as important to the one as to the other and can not neglect the one without injury to the other. Not one of the great army but what knows perfectly the trade conditions and the causes that have led up to the present ruinous competition.

Every one is sent out for business, for orders, and he carries instructions from his house and must proceed along the lines laid down by the management, and he is a peculiarly constituted salesman who can resist taking an order or looking for an order under instructions defined, even although best commercial interests say, do not do it. It often becomes a case of positive performance or positive disobedience, and the loyalty of a traveling man to his house is seldom shaken, hence, whatever may be his instructions, those he will follow, making the best of the situation possible.

The whole duty then of the commercial traveler is to obey instructions, and, as the journal of trade, serve both interests to the limit of his instructions, if the greater service rendered the retailer is also a greater service rendered his house; but if his positive instructions are contrari-wise, then he must either follow instructions or sever his relations and seek employment elsewhere.

Goods are manufactured for sale. Wholesalers traffic in manufactured products for the purpose of gain; their stocks often are large, varied, covering innumerable things sold in all the varied business houses of the world. For years and years they have been seeking trade each new and succeeding year, branching out, adding new things to their multiplied line until they compass nearly all the known products, and one might as well expect to pass a four-inch hawser through the eye of a cambric needle as to expect the representative of such a house or the house itself to be always in line with the modern interpretation of legitimate merchandising—selling to regular line dealers only.

When a house has spent years in acquiring a trade, when a commercial traveler has spent years in working up a business, cultivating a dealer's patronage, securing his orders, it is indeed hard of relinquishment and will not come without a struggle. I think 99 per cent. of the traveling salesmen are

thoroughly aligned with the reform movement, but under the conditions of business as prosecuted for the last twelve or fifteen years and the instructions under which they labor it will be exceedingly difficult for all to follow the course they would most willingly pursue.

I am disposed to grant some latitude to many traveling salesmen and their respective houses, but not an indefinite tolerance. There is, no doubt, a disposition on the part of trade organizations to be conservative in their demands, granting a sufficient time for retracing steps, but the time is surely coming that, no matter who or what the house, they will be asked to conform strictly to the letter of the law as defined by the several associations.

It is related of a Wisconsin dealer that, after a continuous dealing of twenty-six years, he turned down cold the representative of a certain house because not in line with the association. A Minnesota dealer told me that he was late in his affiliations, and just previous to applying for membership placed several orders for various kinds of goods. With his membership ticket he received the listings of several houses, with two of which he had lately placed orders. His first act was to telegraph cancellation of orders. One house wired back, goods packed ready for shipment, and followed up the telegram with a letter urgently asking for immediate shipment, getting a negative answer, with reason, "You are not in line with our association." This dealer told me he recently placed an order with a Boston house because Western houses were not seemingly harmonious.

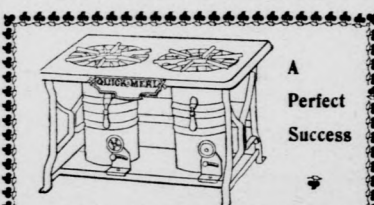
Another dealer told me he had passed up near-by houses and gone way south to place an order with a house that positively would not sell a department store. That is loyalty on a dealer's part that speaks volumes for the associations and what they will soon accomplish if all their membership but show one-half as loyal a spirit. There is positively no question about the justice of the association's demands. Loyalty on the part of manufacturers, jobbers and commercial travelers would very soon bring about most beneficial changes.

The observant traveling salesman visiting any town where all the dealers are members of the retail hardware association can not but note a marked improvement in their stores and business. The lines of home competition are easier, a spirit of thrift is apparent, and the good resulting from closer business relations is telling its own story.

What It Costs a City Retailer to Sell Goods.

According to a practical salesman's estimate, it costs the average city retail grocer 14 per cent. on sales to cover the fixed expenses of conducting his business, an additional 5 per cent. loss by bad debts when a credit business is done, and when trading stamps are given 5 per cent. more for them. This aggregates 24 per cent., and leaves, so he says, no profit for the retail dealer. He said that the custom of soliciting orders from house to house is the most expensive innovation of late years, and that each solicitor of orders costs an average of \$1,000 to the large average retail grocer, the system absorbing nearly all the dealer's profits.

Don't be above your business or it may get above you.



.....Quick Meal Blue Flame Stoves

D. E. VANDERVEEN,

STATE AGENT,

106 Monroe St. Grand Rapids, Mich.

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.

Clark=Rutka=Jewell Co.

Ionia Street,
Grand Rapids, Mich.

Opposite Union Depot.

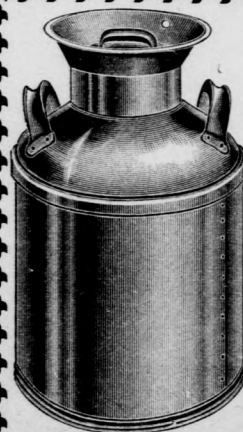
New Wholesale Hardware House

New House, New Goods, New Prices.

Call and see us when in the city.

Write us for prices.

Clark=Rutka=Jewell Co.



Wm. Brummeler & Sons

Grand Rapids, Mich.

Manufacturers and Jobbers of

Tinware and House

Furnishing Goods

New Illustrated Catalogue
sent to dealers if they drop us
a card. Every dealer should
have it.

GOTHAM GOSSIP.

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

Special Correspondence.

New York, April 2—While the uncertainty in regard to the outcome of pending negotiations between the United States and Spain has disturbed speculative markets, it has had comparatively little effect upon legitimate trade, and April opens with general business in good condition. The earnings of the railroads have been well maintained and money to keep the wheels of trade and commerce moving is plenty.

The market for Brazil coffee closed firm and prices have advanced. No. 7 Rio is selling at 5½c. The amount in store and afloat is 1,208,674 bags, against 728,877 bags at the same time last year. Mild grades closed steady, with Padang Interior selling at 23¼@31c as to grade and mark; Mocha, 17½@19½c; Good Cutcuta, 8¼c.

The demand for refined sugar has been quite active, refiners reporting that they have been oversold on all grades excepting granulated. This has led to an advance on all grades of refined, standard granulated selling to-day at 5.18. There has been a better business in raws, with Centrifugals 96 test selling at 4½c and Muscovado 89 test selling at 3½c.

The tea market has ruled steady, without change. Invoice trading is dull and featureless, the trade awaiting the next monthly auction sale of 16,438 packages on Wednesday.

There has been a firm market for domestic grades of rice, with the volume of business quite equal to previous weeks. Stocks are light and likely to be during the month. There is a steady movement at the South at higher prices. Foreign grades are quiet and firm, with stocks light, the quantity afloat being something like 350,000 bags less than at the same date last year.

Trade in spices has been slow, both in a jobbing and invoice way. There are few quotable changes in prices here. Cable advices report a firmer market for Singapore black pepper, with rumors of an advance in price. Cloves are dull. Nutmegs and ginger are steady.

Most of the business for canned goods is for future delivery. Brokers here report a heavy business during the first three months of the year. Sales have been made of New Jersey standard No. 3 tomatoes for future delivery at 75c and on the spot at \$1@1.05. New York State spct corn sold at 90c@91; for future delivery at 60@70c.

There is very little demand for molasses, but values have been firmly maintained. We quote New Orleans centrifugal, good to prime, 15@22c; New Orleans open kettle, good to prime, 27@30c. Syrups are firmly held, the demand from exporters being good. Home trade is light.

Trade in dried fruits has been light, holders remaining firm, in sympathy with advices from California. Raisins are dull and steady. Currants are firm and quiet. Tarragona almonds have

advanced, owing to the prospects of a small stock from California this year. Filberts are also higher. Brazil nuts are quiet but firm. Green fruits are in better request. Receipts of apples are moderate and sales of strictly choice goods have been made at firm prices. California oranges are freely offered at \$2@3 per box for choice navel. Jamaica oranges, \$2.25@4. Bananas are in good demand and are firmly held. Lemons are unchanged. Reports from different sections of California indicate damage to peaches and apricots.

Some improvement was felt during the latter part of the week in butter and the market closes at this writing firm on all grades. Sales of fancy creamery have been made on the basis of 20c and it has been difficult to buy anything below this. Imitation firsts, 15@16c; Western factory fresh, 15c for extra and 14¼@14½c for firsts. Export trade is light.

The market for cheese has been dull and prices favor buyers under liberal supplies. Large fancy full cream cheese, September, 8c; small size, fancy September, 8¼@8½c.

There is a good demand for fine fresh eggs and the market has ruled firm. Western firsts are quoted at 10¼c. Receipts yesterday were 12,990 cases.

The Old, Old Story.

Two complaints reach the Tradesman this week concerning the fraudulent Sprague's Collecting Agency, of Chicago—Welch & Russell, of Kalamazoo, and the Walsh-DeRoo Milling Co., of Holland. Each has paid the swindling concern \$25 and never received anything in return.

The Tradesman can also give the name of a house within a stone's throw of the Tradesman office which was inveigled into giving up \$95 by methods which would put the three card monte shark to blush. Why conservative business men will continue to listen to the fakirs who represent this concern and contribute to the support of an institution which never had any standing with the mercantile agencies or with its customers (victims) is more than the Tradesman can understand.

The following correspondence is interesting as showing the indifference of the Sprague concern as to whether the victim ever receives any returns after the membership fee is once safe in its till:

Holland, March 25—We are in receipt of some blotters from you, which is the first return that we have ever received for the \$25 which we paid you as membership fee some time ago. We sent you a number of claims, upon which you never made any return whatever, either in the shape of cash or report or return of claim. The experience of some other people in Michigan has also been extremely unsatisfactory in their dealings with your concern, and

we are inclined to think that it is nearly time for business men to report experiences of this nature for each other's mutual benefit and to discourage the acceptance of money by concerns like yourselves whose interest in the member apparently ceases after having obtained his fee. We thank you very much however, for the blotters, which are useful, although more expensive than we can regularly afford to use.

WALSH-DEEROO MILLING CO.

Chicago, March 31—In reply to your recent favor, would say we have been working persistently with your claims and have expected to hear from you reporting payments received in consequence. We are surprised and disappointed that you have not so reported, and we do not know how to account for it, unless your claims are even a harder lot than we ordinarily receive, for we are getting good results for most of our members, even with less expense than has been put upon your claims.

We have so far received no payments

at this end of the line, which fact we heartily regret; still we had not thought it remarkable, since debtors usually pay direct to members.

You are probably aware that there is no undertaking so fruitful of disappointment as that of collecting bad debts; nevertheless it is true that many who have been unsuccessful in collecting their own claims are prone to expect unwarranted and too speedy results and in their impatience say unkind things of those to whom they entrust their claims. We will make a special effort at once to bring your debtors to time and trust the results will be encouraging to both you and ourselves.

SPRAGUE'S COLLECTING AGENCY.

Some men remind one of a toy balloon; if they were pricked with a pin there would be nothing left of them.

Men and watches are judged by their works; both have wheels.

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.



TANGLEFOOT

Sealed Sticky Fly Paper

ONE OF THE MOST PROFITABLE THINGS YOU SELL.

Popular aversion to flies is growing, and Fly Destroyers are coming into greater use. Of all means for their destruction Tanglefoot is the most practical and the best on account of its greater efficacy, cleanliness, endurance and cheapness. This is why the sale of Tanglefoot increases yearly.

To increase your sales of Tanglefoot let your customers see it in actual use in your store, in the Holder; They will follow your example. Every customer to whom you sell a box of Tanglefoot will remember it with pleasure every day of the summer.



YOUR
WHOLESALE
SELLS
TANGLEFOOT.

PRICE, 30 CENTS A BOX.—\$2.55 A CASE.

The Meanest Grocers They Ever Saw.

Stroller in Grocery World.

One day last week I formed one of a party of salesmen who were passing away an hour pending the arrival of the next train out of a small town in Center county, Pa. The conversation turned on various matters, some connected with the grocery business, and some outside. There were four salesmen in the party outside of myself, and three were representing wholesale grocery houses, two in Philadelphia and one in New York.

Finally, the conversation shifted to the meanness which some retail grocers show. One of the salesmen present declared that he had seen some of the meanest men the Creator ever made behind grocery counters, but another one observed, very truly, that the mean men of the world were not confined to the grocery business at all, and that doubtless there were as many mean bunks in any other line of business as there were in the retail business.

"Who was the meanest grocer you ever knew?" I asked the salesman who had made the first observation.

"Well, let me see," he said, reflectively, "I've known so many. Well, I guess old man —, up here at —, this county, is about the smallest I ever saw. Know what he does? Well I'll tell you."

"Draw it mild, now," I interjected.

"Boys," he said, "I'll give you my word that what I'm going to tell you is an actual fact. If you don't believe me, ask the fellow himself the next time you make his town. He'll admit it—think it's great business."

"Well," he continued, "this grocer has a store boy. He's a little sickly-looking fellow; narrow-chested and thin. I believe he does his errands as fast as he can. — pays him a mere pittance, anyhow, because he isn't very strong. And it's a fact that when the boy starts out to deliver a basketful of goods the old man estimates how long, in his opinion, it ought to take to go that errand. And for every minute over that time he docks the boy a cent. That's a fact, as I'm sitting here! Why, one day when I was there the old man actually bragged to me that the boys wages for that week would only cost him something like 75 cents. The rest had gone to pay for the docking on account of not getting back when the old man thought he ought to."

"That certainly is pretty mean," observed one of the other grocery salesmen, "but I knew a grocer a year or two ago—he's dead now—who was more ingenious in his meanness than that. I've forgotten his name; think it was Morley; call it that anyhow. Morley's wife had money, but she kept it in her own name. Still she and her husband fixed up a scheme that she was to pay so much toward the keep of the family, and one of the expenses which Morley shrewdly apportioned to her share was the keeping of the table. The arrangement they had was that the wife should go in the store and get anything she wanted, marking it down on a slate which Morley had provided for the purpose. Then he was to keep an account and render her a bill every week, getting his pay in cash from the wife's funds. The wife didn't smell any mouse to start with, but she did when she discovered that Morley was charging her for everything she took out of the store at the regular rate he charged all his customers. In other words, he was making a profit out of his own wife. Great scheme, wasn't it? And the worst of it was that Mrs. Morley hadn't any way to stop it, so she kept on for several months buying stuff of her own husband and paying him a profit. And the best of it for Morley was that he could always collect his money. That's as true as I sit here!"

"Phew!" said one of the other salesmen, who represented a bicycle house, "there are some mean men in the grocery business, aren't there? I'll give you one myself. The first work I ever did was in a retail grocery store, and if there's a man on earth meaner than the grocer I worked for, I should think he could easily get a niche in some museum. This fellow was not only mean, but he was a hypocrite. He was a great

church man, and played a good deal on the charitable string. He pretended to be constantly on the lookout to help poor people, and in this way got a good deal of good advertising.

"As a matter of fact, this old grocer did give a good deal of stuff away, but it was every bit of it bad or rotten, and that's the only reason why he gave it away. Nobody ever caught old Hainsey giving away anything he could sell. For instance, he used to have eggs occasionally that got just a little by the point where they could be called good eggs. He couldn't sell 'em, so he gave 'em away, with a great show of brotherly kindness. The people who got 'em didn't like to raise a fuss, as they got the goods for nothing, so they kept still and Hainsey got his advertising out of it often by working the local paper.

"I remember we had a lot of hams once that we'd had on hand for a good while, and they got full of worms. We couldn't get rid of 'em, so Hainsey advertised that all worthy people who applied at his store within two days would be given a slice of ham free. As a matter of fact, the ham wasn't fit to eat, but we scraped out the most of the worms, and if you didn't suspect anything it didn't taste bad. But do you call that charity? I don't. I call it hypocrisy—imposing on the poor.

"Hainsey certainly did get a remarkable amount of advertising out of his skin games. You see, nobody knew anything about the meanness of his system except the people in the store, and they didn't say anything."

Here are three grocers who certainly were about as low down mean as you'll find in a year's travel.

Each one of 'em will easily give cards and spades to the grocer in that old tale who carefully brushed off the feet of the flies he picked from his sugar bins.

Evidently Nipped in the Bud.

Springfield, Ohio, April 4—The reputable commission merchants of Springfield feel under lasting obligations to the Tradesman for the efficient work it has done in curtailing the operations of the fraudulent DeWitt Produce Co. This concern is absolutely worthless and the banks here are now advising parties by telegram, as soon as they have any knowledge of goods being shipped to DeWitt, to prevent him from obtaining possession of same. Some consignments are still coming in from Michigan, from which we infer that every shipper in the State is not on your subscription list. If there are any such, they could have saved dollars by investing cents in your paper.

It has been several years since this market has been infested by a fraudulent produce dealer, and but for the timely work of the Tradesman in exposing the shyster, DeWitt might have done an incalculable amount of damage to this market and caused Michigan shippers enormous losses in the aggregate. We like the Tradesman on many accounts, but principally because of the enemies it has made—among the frauds and humbugs of the mercantile world.

Insist on Having Live Fish.

From the New York Sun.

The cod is the only fish that is sold alive in this market, and, of the whole number of codfish sold here, only a small proportion are sold in that condition, and those chiefly because it happens so. There are, however, buyers who won't take any but a live cod.

The fishing vessels that go from this port for cod have wells in which the fish are brought in alive. They will live for twenty minutes or half an hour after they have been taken from the well. So live cod may often be seen in Fulton market brought from the vessels lying in the slip just across South street.

The buyer of a live cod knows that he is getting a fresh fish. As a matter of fact the dressed cod may be perfectly fresh, but there can be no doubt about a live one, and the purchaser has it wrapped up while it is still able to move and takes it home and dresses it himself.

When men want to abuse a woman, they begin on the corset she wears, claiming that no savage ever tortured herself in such a manner. Men who go into the crusade carry pictures of the stomach squeezed out of all shape, and physiologies, compiled by men, show the female stomach so mis-shaped by the corset that you wouldn't know one if you met it in the road. Still, statistics show that the feminine stomach can endure more than the masculine; a woman will eat indigestible stuffs at all hours, and keep well on it, while a piece of cake will keep a man in torture all night. Statistics show that women live longer than men, in spite of corsets.

Notice was served recently on all grocerymen of Ponca, Oklahoma, not to sell lemon or other extracts which contain alcohol to any Indian or to any ward of the Government who is now upon the rolls as such. Lemon extract has been a favorite beverage with the Ponca Indians, and they can get a good drunk out of a 50 cent bottle. Often when they have money and are unable to get whisky they will buy nearly all the extract supply in town.

The great nutritive properties of chocolate are now so generally recognized that it has been adopted for campaign use in the armies and navies of nearly every European government. The increased consumption in Europe within four years is 35 per cent., and, although American consumption has, during the same period increased 50 per cent., France alone consumes seven times the quantity used in the United States.

In England much interest is taken by the army and navy authorities in a new method of preserving flour by means of compression. With hydraulic pressure apparatus the flour is squeezed into the form of bricks, and experiments are reported to have shown that the pressure destroys all forms of larval life, thus preserving the flour from the ravages of insects, while it is equally secure from mold.

In the absence of other sources of revenue in France it is now proposed that the government shall add to its income by the sale of genuine titles of nobility on a fixed scale of prices. This seems unrepugnant, but as the titles might be useful in capturing American heiresses, they would be a double source of wealth to France, while meeting a long-felt want over here.

At the recent postal congress, composed of representatives of all the nations belonging to the postal union, it was stated that two-thirds of all the letters which pass through the post offices are written in English.

The man who could use afterthought for forethought would be getting away ahead of competition.

Honest men need honest laws for their protection.

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—50 FT. LOT WITH STORE building and small dwelling, on principal business street in Traverse City. Address F. Brosch. 506

TYPEWRITER SALE—\$20 NEW ODELL. \$8. Circular free. Agents wanted. Novelty Typewriter Co., Detroit, Mich. 507

FOR SALE—FIRST-CLASS GROCERY, MEAT market and crockery stock, located in one of the best towns in Michigan; best location in the city. Good reasons for selling; a bargain for the right person. Will sell for cash only. Address No. 568, care Michigan Tradesman. 568

FOR SALE—I HAVE FOR SALE CHEAP A complete cigar factory, including tables, chairs, moulds, presses, zinc lined boxes, bookkeeper'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—LOCATION FOR A SMALL AND well-assorted new stock hardware. Address No. 564, care Michigan Tradesman. 564

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—1000 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 MERCHANDISE 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, returned 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 Sprout & McGurkin local agents for Kent, Allegan and Ottawa counties, or Michigan Acetylene Gas Company, Jackson, Mich. 549

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 State 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. Cilley & Alliger, Patent Attorneys, Grand Rapids, Mich. 339

MISCELLANEOUS.

WANTED—REGISTERED PHARMACIST; good references required; permanent position offered. Address No. 570, care Michigan Tradesman. 570

WANTED—SITUATION AS REGISTERED pharmacist or location for physician. Address No. 569, care Michigan Tradesman. 569

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

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)
EAST.
Leave. Arrive.
+ 6:45am Sag., Detroit, Buffalo & N. Y. + 9:55pm
+ 10:10am Detroit and East... + 5:07pm
+ 3:30pm Sag., Det., N. Y. & Boston... + 12:45pm
+ 10:45pm Detroit, East and Canada... + 6:35am
+ 11:10am Mixed to Durand... + 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... + 10:06am
+ 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.
BEN. FLETCHER, Trav. Pass. Agt.,
C. A. JUSTIN, City Pass. Agent.
No. 23 Monroe St.

GRAND Rapids & Indiana Railway Dec. 5, 1897.

Northern Div. Leave Arrive
Trav. C'y, Petoskey & Mack... + 7:45am + 5:15pm
Trav. C'y, Petoskey & Mack... + 2:15pm + 6:35am
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 + 8:35pm
Ft. Wayne... + 2:10pm + 2:00pm
Cincinnati... * 7:00pm * 7:35am
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. & L.) + 11:10pm + 7:45am
Lv. Mackinaw City..... 7:35am 4:20pm
Ar. St. Ignace..... 9:00am 5:20pm
Ar. Sault Ste. Marie..... 12:30pm 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

TRAVEL VIA

F. & P. M. R. R.

AND STEAMSHIP LINES
TO ALL POINTS IN MICHIGAN
H. F. MOELLER, A. G. P. A.

JERSEY CREAM



6 oz.
6 doz. in case
85c

9 oz.
4 doz. in case
\$1.25

1 lb.
2 doz. in case
\$2.00

O. A. TURNEY, Mfr., DETROIT, MICH.

Photographs

of
Samples, Display Cards, Etc.

It often occurs that traveling salesmen find photographs of such articles as are too large to carry a great convenience. The engraving department of the Tradesman Company is prepared to furnish such photographs of the best quality on short notice.

We are the Only Jobbers of

WALL PAPER in Michigan

We carry over 1,000,000 rolls in stock. Our line is very complete. Our prices the lowest. Samples on application.

HARVEY & HEVSTEK CO., Grand Rapids, Mich.

FIRE PROOF ASPHALT PAINT AND VARNISH

We are offering to the trade the genuine article, and at a price that all can reach.
Our paints are suitable for any use where a nice raven black is required. Contains no Coal Tar, and will not crack, blister or peel. Sold in quantities to suit purchasers.

H. M. REYNOLDS & SON,
GRAND RAPIDS, MICH.

The President of the United States of America,

To

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

GREETING:

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

ENOCH MORGAN'S SONS COMPANY,

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

Now, Therefore,

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

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

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

Witness,

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

[SEAL]

ROWLAND COX,
Complainant's Solicitor

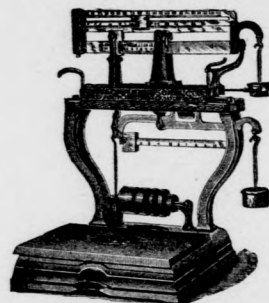
[SIGNED]

S. D. OLIPHANT,
Clerk

"There is a tide in the affairs of men,
Which, taken at the flood, leads on to fortune;
Omitted, all the voyage of their life
Is bound in shallows and in miseries."---*Shakespeare.*

Wasting, Losing===Lost

Is the song of the old pound
and ounce method.



Keeping, Saving===Saved

Is the song of the Money
Weight System.

You can join hands with the thousands who are using the
MONEY WEIGHT SYSTEM, and be successful in business if
you only will. Yours for success,

THE COMPUTING SCALE CO., Dayton, Ohio.

FOUR REASONS



why grocers should sell a brand of Stove Polish which, above all others, consumers want, and for which grocers can offer no substitute without injury to their trade.

Enameline

The Modern STOVE POLISH

First: It is Superior to all others in Quality. Second: It gives Perfect Satisfaction to consumers. Third: It is Thoroughly Advertised and sells itself. Fourth: No other Stove Polish on earth Has so Large a Sale.

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.**