

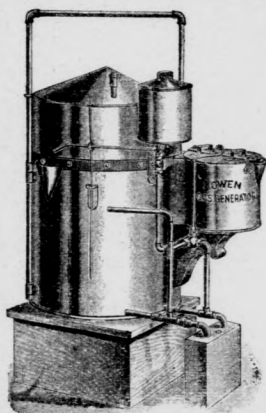
MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Volume XV.

GRAND RAPIDS, WEDNESDAY, APRIL 13, 1898.

Number 760



THE OWEN ACETYLENE GAS GENERATOR

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

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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

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General Agents for Western Michigan.

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LET US TELL YOU SOMETHING

about Acetylene Gas
Apparatus. It will
interest you.

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Grand Rapids, Mich.

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

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GRAND RAPIDS, MICH.

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

MUSTARD versus SAUCE.

BAYLE'S HORSE RADISH MUSTARD

Is the ORIGINAL and GENUINE Horseradish Mustard.

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

There seems to be a reason for this. Sauces, although appetizing, are made with drugs and are more or less disguised in their nature and artificial in their effects. Mustard, on the contrary, strengthens the natural tone of the stomach, increases the flow of the gastric juice, and thereby promotes the general bodily health. It is probably on account of this power of giving life to the system and enabling it to throw off unhealthy products that the English in former years used mustard as a medium of purifying the blood in skin diseases and similar ailments.

For some time past we have made quite a study of mustard, its proper preparation and the preservation of its qualities. Our line of mustards is quite complete, and each and all will be found to be so put up and packed as to last for years in perfect condition.

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

SOLE MAKER...

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ST. LOUIS, U. S. A.

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.

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CANNED VEGETABLES

Owing to the shortage of fruit in our State last season, we are having an unprecedented sale on all kinds of Canned Goods.

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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.

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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.



FLY BUTTONS A scientifically compounded, non-cathartic poison, killing flies or ants quickly. 6 thick 3 1/2 inch diameter sheets of green paper, with red label, retail at 5 cents.

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

COUPON PREMIUMS For 2 Coupons, Rubber Dating Stamp, worth 40 cents; prints, "Paid," "Ans'd," "Rec'd," "Acp'd," "Ent'd," and dates to 1903. For 3 Coupons, Patent Pneumatic Ink Bottle worth 60 cents; pressure into funnel top brings up ink from center of bottle; no thick ink with this. For 6 Coupons, 1/4 gross Fly Buttons, delivered.

TO START YOUR TRADE We furnish through jobber, free samples for your customers.

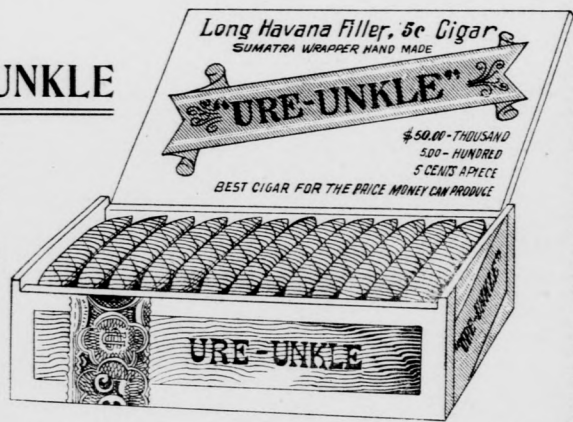
We are the only firm doing this; it increases sales 500 per cent. Try it. If your jobber don't fill your order, upon receipt of price we ship direct, paying charges.

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10C. Cigar
 For 5C.
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 Michigan
 Cigar
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Candy, Cough Drops, Tobacco Clippings, Condition Powders, Etc. Bottle and Box Labels and Cigar Box Labels our specialties. Ask or write us for prices.

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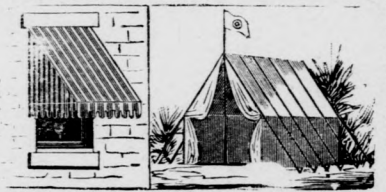
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Best goods and lowest prices in the State. All work guaranteed. Send for prices.

CHAS. A. COYE,
 11 PEARL STREET.



THE "EUREKA"

SELF-LOCKING HAND

POTATO
 SOLE MANUFACTURERS.



PLANTERS
 GREENVILLE, MICH.

RECORD:
 4 ACRES AND 280 HILLS IN 10 HOURS ON 500 GROUND, MEDIUM SOIL. 2500 HILLS IN 1 HOUR ON LIGHT SOIL.

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

THE "EUREKA"
 PATENT
 SEED AND FRUIT
 SACK

For Sale by Jobbers. Liberal Discount to Dealers.

THE "PINGREE"

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

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

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

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

Every tool warranted to work perfectly.

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

MICHIGAN TRADESMAN

Volume XV.

GRAND RAPIDS, WEDNESDAY, APRIL 13, 1898.

Number 760

THE MERCANTILE AGENCY

Established 1841.

R. G. DUN & CO.

Widdicomb Bld'g, Grand Rapids, Mich.

Books arranged with trade classification of names. Collections made everywhere. Write for particulars.
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The Commercial Credit Company, Ltd of Grand Rapids, Mich.

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

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R. J. CLELAND, Attorney.

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

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, from Thursday, April 28, until Tuesday, May 3. He has been with us 16 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.....	34,738.49
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.....	\$25

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

Blank Books

Inks,
Mucilage,
Etc.,

and all kinds of Office
Nick Nacks. Examine
our new device for copy-
ing letters.

Will M. Hine, Commercial Stationer,
49 Pearl Street,
2 and 4 Arcade,
Grand Rapids, Mich.

Save Trouble
Save Losses
Save Dollars

TRADESMAN COUPONS

FROGS' LEGS.

How They Vary in Grade and Price.

One of the summer delicacies of the table is frogs, and frogs are now in market. The frogs come with the birds and flowers in the spring and, although not so sweetly melodious, they are better to eat than some birds. Who discovered the edibility of frogs and when has not been preserved in history, but tradition tells us that it was a Frenchman who lived long, long ago. How the discovery was made is not told even in legend. It may have been by accident and possibly it was a "ground hog case," but blessed be the memory of him who did it, whether he did it by accident or design or was forced to it by dire necessity. The French, recognizing a good thing, became a nation of frog eaters, and frog eating has become with them almost a national characteristic. The French, however, no longer have a monopoly on the fondness for the swamp songsters. Frogs grow in this country, and a good sized appetite for them has developed in this land of freedom, and the appetite is steadily increasing in size. The frog has won a warm place in the heart—which is close to the stomach—of the American people and nowhere is the warm spot any warmer than right here in Grand Rapids. The coming of the frog is now hailed with joy, the table is spread in his honor and around the table gather devotees to do justice to his memory. And yet, some of those who to-day are most fond of the frog, a few years ago looked upon him with suspicion and distrust, and even with a qualm of the stomach. The frog has improved upon acquaintance, however, and whether flesh, fish or fowl, he is looked upon with favor and his circle of admirers and acquaintances is steadily growing.

It is, perhaps, needless to say that frogs are not served whole, like lobsters, nor with just their heads cut off, like fish. Any one can tell how frogs are dressed for the table. The whole frog business, except the eating of them, is mostly a boy's business, and it is fitting that to him those who do not know should go for information. It may be said, however, that only the hind legs are eaten, and for that matter the hind legs are about all there is of a frog anyway. The legs are cut off at just the right place, neatly stripped of the pretty green tights which cover them in life, and are then fried in a batter, and they are then good enough for any king to eat and dainty enough for any fair maid to nibble at.

Frogs for the market are brought in mostly by boys, but grown men engage in the hunt, and when they make a business of it, as some of them do, they make good money. The frogs are found in the swamps and marshes and small lakes and along the streams and creeks, and there are three ways of catching them. One way is to creep up behind the frog while he is singing and catching him by hand; but this is slow, unsatisfactory and uncertain, for there is no telling when he may look around and escape with a jump. Another way

is to go for him with a spear. To the end of a light pole is attached a pair of prongs or barbed tines. When the frog is seen basking in the sun the spear is cast before his suspicions are aroused and he is impaled before he knows what has happened. Some of the spear frog hunters are so expert in the cast that they can make a bull (frogs) eye every time and never mar the dainty legs. The third way is to fish for frogs with hook and line, using a bit of red flannel for bait. The red is a bait which the frog can not resist, and as he grabs for it he is caught on the hook and hauled in. This sort of fishing is not without interest and excitement, and many prefer it to the spear. Still another way is to shoot the frogs with an air gun, but not many practice this method.

When frogs are offered in the market, they are graded according to size into five classes. The smallest are called "grass" frogs—little fellows scarcely worth picking—and are worth about 5 cents a dozen in the market. The ordinary frogs, that is, frogs about a year old, and which would, if given the chance, grow to a larger size, are held at 10 to 15 cents a dozen. The next size larger, that is, the legs of frogs that have grown more, are worth 25 cents. Then come the "medium bulls," frogs two years old, worth 40 to 50 cents a dozen, the legs weighing six or eight pairs to the pound. The "full bulls" are the big three or four-year-old frogs and they are worth 65 cents to \$1 a dozen. Three or four pairs of legs will make a good pound and they are as dainty eating as the breast of any spring chicken.

Frogs are found in all the marshes and swamps around this city, and the frog hunter can go in almost any direction and find what he is after. Many are caught in Reed's Lake and Saddlebag swamp produces great quantities of them. The choicest frogs brought to this market, however, come from Barry county, from the lakes and ponds in the vicinity of Hastings. Gunn Lake, with its numerous bays and bayous, is a great frog producer and they grow to large size. A few miles south of here an enterprising farmer with a small lake on his premises has a regular frog farm and he makes money in raising them. He has the lake fenced in, both to prevent the frogs getting away and to guard against poachers upon his preserves. He feeds his "family" on liver and rough pieces of meat cut fine and they grow to enormous size. He lets the frogs grow until they are worth something in the market and ships extensively to Chicago, Cincinnati and other points. Some of the "farm" frogs weigh, alive, a pound or more, and they are more than half legs.

When men engage in frog hunting they usually travel in pairs and are rarely out more than two days. It is nothing uncommon for a pair of hunters to bring 50 or 60 dozen to market in a bunch, and there have been instances where double this quantity has been marketed in a single haul. The boys who engage in the business do not accumu-

late such stocks, but are satisfied with a few dozen. Instead of selling at the market, the small boys often peddle their "game" from house to house and in some instances enterprising boys have regular customers whom they keep supplied during the season.

Novel Window Displays in Williamsport.

Merchants in Williamsport, Pa., which by the way is one of the most beautiful and thriving towns in the Keystone State, have adopted a novel window show to attract the attention of passers-by. It is nothing more nor less than the utilization of one of their show windows as a temporary habitation for birds, fowls or animals. In one place I noticed a family of maltese cats, including tabby and three playful kittens. In a neighboring window I saw a hen with her brood of chicks, apparently as happy as they would have been in the farm yard. Sawdust was provided, in which the mother hen was taking her morning sun bath. In the same enclosure were four rabbits, two wee white fellows and a pair of old-fashioned "Mollie Cottontails." Still another enterprising West Branch merchant put up a free show consisting of a beautiful fox terrier with a litter of puppies. His competitor a few doors away offered the combined attraction of a flock of bantam chickens and a big Cochon rooster. The back of this window was protected by a wire netting reaching about halfway up to the ceiling. On this screen was perched the cock of the bantam family, crowing defiance to all comers. A bevy of quail, a parrot and a tame crow were the happy family in one of Fourth street's most fashionable millinery stores. In every case the second show windows were tastefully arranged with exhibits of the wares dealt in. Judging from the crowds attracted, this fad is a drawing card. It is an easy transition from the avairy or kennel to the display of wares for the eyes of the average passer-by, not a few of whom were shoppers. A candy store which had adopted the fad came in for the greatest share of trade, captured from the sightseers, many of whom were children with pennies to spend, and in cases where the tots were accompanied by adults it is natural to suppose that the amount spent by children was often augmented by more extensive purchases made by their elders. N. TRISSEL.

Peanut Oil to Displace Olive Oil.

In view of the fact that there is a superabundance of peanuts raised every year in Virginia, North Carolina and other parts of the South, the suggestion is made that peanut oil be used more extensively in pharmacy and be permitted to take the place to a certain extent of olive oil. Prof. S. P. Sadtler recently produced an experimental soda soap from the oil extracted from American peanuts. In reporting the fact he remarked significantly that the bulk of the Castile soap made in Marseilles is made from African peanut oil.

The average grade of American peanuts is slightly inferior to the East African peanuts in oil-producing value, but experience has demonstrated the excellent quality of the American peanut oil.

Dry Goods

The Dry Goods Market.

Staple Cottons—Orders for bleached cottons are being booked with considerable regularity, and the prices are steady. The limited stocks of wide sheetings keep the prices up to the mark in these lines in the leading tick-ets, and business is fair. Buyers are very cautious about placing any future orders just now in all lines. Coarse colored cottons merit no particular mention, and cotton flannels, blankets, damasks and quilts are dull, and without any features.

Prints—Shirting prints have been in good demand, and some of the best lines are well oversold. The demand for calicoes is in a fair state, but prices are somewhat irregular. The overproduction at Fall River still hangs over the market, and prevents any stiffening of prices. The low price of print cloths exerts a general influence over the entire market.

Woolen Goods—Many woolen manufacturers are now "having their troubles," as a result of making goods to meet "price demand" exclusively, without taking into consideration other conditions. These are the manufacturers who now realize that the trains and wagons "run both ways," and that goods can be returned to them by the same routes by which they were originally shipped, and just as quickly. The hardships thus suffered may not prove entirely an unmixed evil, as the lesson to be learned may be of lasting value to all concerned. The war talk has had a decidedly depressing influence on the entire woolen goods market. The opinion expressed in many quarters is that a declaration of war would be followed by an unprecedented stagnation in the woolen goods industry, although here and there is some optimist who professes that just the reverse will be the result of a beginning of hostilities between this country and Spain, although he does not make his reasons for this opinion very clear nor convincing. Notwithstanding probable war and other disturbing elements, prices on all woolen goods offered remain firm and steady, and wholesale clothiers are marking their fall goods in accordance with this season's woolen prices, notably Clays and kerseys, which proves conclusively that they do not anticipate any break in the woolen market later, otherwise they would mark these staples nearer to old prices, basing their action on their belief in their ability to buy the woollens later at their own price.

Lace Curtains—The Nottingham lines, both in white and ecru shades, are in very fair demand, and sell wholesale at from 50c to \$2 per pair. There should be about six weeks' more good business, unless something turns up to stop it. There are no goods of any amount in Nottingham imports.

Tapestry Carpets—Manufacturers thus far have had a very fair season. Some claim that they might have done more business. It is hoped that the improvement among the masses of the people next season will have been such as to permit them to purchase more freely. Jobbers are quite well supplied with tapestries and velvets. Manufacturers are now engaged in sampling on this line. Next season will find more competition.

Rugs—Japan has begun in Sakai the manufacture of rugs, of which the warps

and weft are cotton, and the filling wool yarn, the latter being made from Chinese wool yarn spun in Osaka. Fast dyes and beautiful shades are now being turned out that show a marked improvement over those of a year ago. As yet the product is represented by a daily output of 120 yards, from 120 looms, operated by 480 weavers. There are other rugs made from jute, the manufacture of which gives employment to 9,600 hands, mostly children between 7 and 16 years of age.

Shirt Waist Fabrics a Feature with the City Trade.

From the Chicago Dry Goods Reporter.

City retailers have had a very large season in shirt waist stuffs. The sale of cotton waistings has been unprecedented. Fabrics for this purpose have been made a special feature with manufacturers of fine cotton goods, with the result that special departments for shirt waist stuffs have been opened in all the big dry goods stores. The number and variety of patterns shown are almost a marvel, even to the initiated, and the rapidity with which the choice patterns and colorings are sold out is a testimony giving as strong proof as need be required in behalf of the popularity of the shirt waist for '98.

The experience of '97 with thin shirt waist fabrics has taught the trade that more practical materials are required for such purposes. All of the waistings this season are in heavy woven cloths, as gingham, madras, cheviot and Oxford cloths, piques, ducks and linen shirtings. The best ginghams are fine and smooth, and in checks, stripes and plaids of all kinds. Patterns are about equally divided between stripes and plaids. In plaids there are a good many Scotch effects and also a number of one color plaids, as blue, pink, red and green, barred off with white lines. This sue gingham, or poplin, as it is called by the newer name, is a novelty this year in fine thin woven cotton, and will be popular for warm weather, together with the many new lace stripe ginghams. Bordered Chambray ginghams are new, and make up into effective shirt waists. Tufted ginghams are also new, and are shown in all sorts of patterns.

The most popular shirt waist fabric however, is madras cloth. This may be obtained in a great variety of regular shirting patterns and in fancy effects or bold stripes and plaids. The quieter patterns are, however, the correct thing, such as narrow stripes in one strong color with white and fine checks. Cheviots in the coarse open weaves and basket effects will be used for shirt waists especially intended for outing wear, as golfing and cycling. They are to be had in about the same patterns and colorings as the madras cloth. Open mesh white cheviot in fine lace weaves is the swell fabric for pure white shirt waists. This cloth comes in several grades and weights.

Pique in white and colors promises to be a popular waist fabric. French piques in color, with printed Dresden figures, stripes, dots and checks, are shown in the lighter weight, especially adapted for waistings. Printed patterns on pique are given preference over the woven effects, as the latter are too heavy to make comfortable waists. Solid color piques barred off with white to form checks and plaids are among the choice novelties. Plain white pique comes in for a large share of attention, owing to the popularity of the pure white shirt waist. Linen waistings in white grounds with colored dots and stripes are cool and crisp looking, and will hold starch well. These lines are in small, neat effects without much color. Choice shirt waist fabrics command good prices. Ginghams in fine qualities cost from 30 to 60 cents, madras cloths sell from 35 to 50 cents in choice patterns, and cheviots are about the same. Printed linens cost 60 cents. Piques in white and colors range in price from 40 cents to \$1 a yard.

Adversity has sharp teeth.

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.



Parasols

Among the very latest in this line that promise to be big sellers are the **Canopy Tops**, in black, white and colors. You cannot afford to be without them. Our line of Eng-

lish Glorias and All Silks with paragon frames and steel rods, in assortment of handles, range of prices and values given, is by far the best we have ever shown.

VOIGT, HERPOLSHEIMER & CO., Grand Rapids, Mich.

Straw Hats

Men's, Ladies' and Children's.

Tam O'Shanter Caps

Yacht Caps

New Ideas for 1898.

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

Some Advice About Shopping.

Written for the TRADESMAN.

It is the proper thing to make calls among half a dozen merchants to see what goods they have on hand and prevent time hanging heavily on the hands of the clerks; no matter whether you desire to purchase anything whatever—you can at least have a little recreation and see and be seen. When you enter a store do it in a nonchalant manner, as much as to say, "I'm not particular whether I purchase anything, but thought I would call in and look over your stock." If you are one of the masculine gender and have no particular business there anyway (and it's nobody's business if you don't have), walk straight to the counter scales, if there are any in sight, and bob them up and down sharply for a minute or two to find whether they balance properly. If the weights are brass, knock one against another to find out whether they are solid and properly hardened or simply incased. If the clerks are all busy just then, seat yourself on the counter and reach across the desk, if possible, and examine the day-book or an open account that may be in sight, whichever is convenient. If this will not attract the attention of some one to wait upon you immediately, then pound your boot heels against the side of the counter until noticed. You probably know that it is the duty of some one to come from the farther corner of the store to enquire if you want anything, whether you do or not. It is also the polite thing for either sex to walk around behind the counters without invitation and stand so as to fill up most of the aisle and remain in that position examining the goods, perfectly oblivious to all else; never mind how many times the clerks may be obliged to crowd past you—they are nobody but servants anyway, you know, and are there to serve the public. If you are out of money, never think of asking for credit before selecting the goods. Cause people to think that under no circumstances would you accept credit. It is easy, after the article is put up for you, to carelessly remark that "you have no change with you;" and, as you turn to go out, say that "you will hand it in," and that "no entry need be made of it." If, then, the merchant should be so forgetful of politeness as to insinuate that he is not acquainted with you, and desires to know your name, reply to him rather curtly that "you guess you are good for that amount," and that "you could readily buy the entire establishment;" then, suddenly remembering (?) that you have a little money with you, pay him at once, disdainfully remarking that "there are other places to trade where they are not quite so particular." All this will doubtless cause him to consider you a lady or gentleman, as the case may be. Ten to one, he will apologize. And here is a capital idea, also, that I came near forgetting, and that is, should a merchant ask you a dollar for an article, offer him 75 cents for it, and at the same time gratuitously inform him that "you are offering its full value." Of course, he will be thankful for the information, although he may conclude to wait for a rise in the market. In the meantime, you can return in a few minutes and tell him that, "as you are obliged to have it, you will be under the necessity of suffering the imposition!" If you wish to purchase a liquid, never bother to take anything with you to hold it; ask the merchant to loan you something. If this rule were

followed, he would not be obliged to furnish more than from twenty to forty bottles and jugs daily. If you visit a drug store for liquid medicines, never take a vial with you; and should they dare charge you a few cents for one, remonstrate with them at once and say rather tartly that "you have dozens of them at home which they can have if they will send for them." (You are not obliged to add that they are old and worthless, having contained horse medicines and poisons, pitch, tar and turpentine; whether you have any vial or not, it will show him that you consider it small business refusing to "throw in" a vial and cork on a ten-cent trade). Never admit that any man knows more about the goods he is selling than you do. When a merchant tells you that he is selling an article at cost because it is out of style, faded or damaged, don't you believe a word of it; tell him, with a wise look, you know all about that, and remark that "he is making at least 50 per cent. profit at the price named." He will doubtless silently applaud your wisdom and regard you as a person of superior judgment. In fact, treat every merchant as if he required watching—you and I know most of them do—and, should he, in the hurry of business, make a mistake in your favor, don't think of calling his attention to it and attempting to rectify it, as he might stigmatize you as "green."

By following the above advice, shopping will become an easy and pleasant pastime, whatever old fogies may say to the contrary. FRANK A. HOWIG.

Where I Lost My Heart.

Written for the TRADESMAN.

Soft fell the twilight from the summer sky,
And gray the garden grew;
Alone we thought we wandered, you and I,
But Love went, too.

Yet all the while no word of him we spake—
We talked of trees and flowers and birds;
But still his mystic music seemed to shake
Through all our words.

Each word of yours I counted, even as gold
A miser gloateth o'er;
And twice and thrice the precious sum I told,
And then once more.

Each look of yours, the flowers you gave to me,
These were as jewels then;
Aye, as rare jewels ravished from the sea
For lordly men.

Those sweet, tuberoses, with their meaning, lead
To joy's ecstatic thrill;
The "dangerous pleasures" neither cared to heed,
Alluring still.

The flowers have faded, in a book;
Our talk has faded, too, in part;
But still I know that in that twilight walk
I lost my heart.

The honeysuckle's scent is in the air;
It is the same sweet hour;
I turn and see a face to me more fair
Than any flower.

And in that face I strive to read my fate,
And in those wondrous eyes;
And trembling in the balance, as I wait,
My future lies.

Sweet memories of the days gone by
Are ling'ring still with me;
But ah, they're broken with a sigh—
All, all for thee;

And yet those memories, like a piercing dart
Sent with intent Divine,
Sadly, regretfully, thrill the heart
Still wholly thine.

I dream I wander with you, even now;
I see the boughs that blend
Their glorious green o'erhead, and wonder how
Our walk will end.

Do you e'er dream of it as well as I?
Do you think of it yet?
I shall remember it until I die;
Shall you forget?

E. W. ROWELL.

J. D. Mackay, for many years the leading millionaire railroad magnate in the West, recently applied for work in Anderson, Ind., factories. He has lost his \$5,000,000, death has claimed his wife and daughter, he is penniless and homeless and wants to get a new start in life. His son has accepted a position as brakeman on a railroad. Mackay is past 50 years of age.



The Gem Union Suit

is the only combination suit in the market that has given perfect satisfaction. Being double breasted, and elastic in every portion, it affords comfort and convenience to wearer that are not obtained in any other make. We are the sole manufacturers and patentees and are prepared to supply the trade with a great variety of qualities and sizes. Special attention given to mail orders.

Globe Knitting Works, Grand Rapids.



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.

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.

Around the State

Movements of Merchants.

Jackson—J. C. Norris will open a grocery store in a few days.

Morrice—Cates & Eagon have opened a meat market at this place.

Butler—D. L. Pierce, general dealer, has removed his stock to Hillsdale.

Alpena—Ash, Eller & Co. succeed Ash Bros. in the hardware business.

Grand Blanc—Sawyer Bros. have opened a meat market at this place.

Portland—Derby & Robinson continue the grocery business of Moore & Derby.

Ludington—Dan McDonald has opened a grocery store on James street.

Manistee—Johnson & Dalquist have engaged in the grocery business at this place.

Bendon—H. H. Olds has sold his carriage and implement stock to Ed. Vaughn.

Robinson—Wm. Foster has re-engaged in the grocery and flour and feed business.

Traverse City—A. H. Miller has opened a grocery and notion store at this place.

Cedar Springs—R. S. Woodworth is opening up a stock of bazaar goods at this place.

Clifford—Buffum & Perry succeed Maud D. (Mrs. Jno. W.) Buffum in general trade.

Howell—Miner & Johnson continue the grocery and boot and shoe business of J. H. Miner.

Morenci—A. T. Smith, dealer in dry goods, groceries and shoes, has removed to Three Rivers.

Kalamazoo—Richmond Bros., meat dealers, have dissolved, Thos. Richmond succeeding.

Twining—R. J. Entriken, of Breckenridge, will shortly open a hardware store at this place.

Morenci—G. W. Acker has removed his stock of dry goods and notions from Reading to this place.

Hastings—F. D. Baker and H. E. Pancoast have purchased the cigar factory of Geo. H. Millard.

Elmdale—E. L. Grant has purchased the dry goods, grocery and boot and shoe stock of Lester Grant.

Ann Arbor—Herman Walters, formerly with E. Duffy, will shortly open a grocery store on East Ann street.

Fennville—Everett Betzer has purchased the Chas. A. Freeman shoe stock and will continue the business.

Port Huron—Frank W. Faulkner has opened a wholesale commission house, dealing in butter, eggs and fruit.

Hancock—Arthur Finley & Co. is the name of a new firm which succeeds J. S. Stringer in the grocery business.

Dowagiac—C. Redding & Co. succeed C. Bakeman & Co. in the flour and feed and confectionery business.

Sturgis—Chas. Thompson has removed his grocery stock to Detroit, where he will re-engage in business.

Charlotte—Lamb & Spencer have leased the Shepherd brick warehouse for use as an egg depot the present season.

Crystal City—F. C. Rottger and C. B. Fitts have formed a copartnership and embarked in the grocery and meat business.

Ithaca—W. K. Ludwig has sold his stock of dry goods, groceries, boots and shoes to Henry McCormick, of Au Sable, who will take possession May 1. Mr. Ludwig retires from trade on account of poor health.

Jackson—Mrs. Chase, located on North Cooper street, has closed out her stock of groceries and retired from trade.

Hudson—Harris Bros. are closing out their stock of harnesses and horse furnishings and will remove to Battle Creek.

Croswell—D. & B. Stern are succeeded by Benj. Stern & Co. in the dry goods, grocery and boot and shoe business.

Petoskey—Geo. E. Hensel, of Milwaukee, has assumed the management of the People's drug store, succeeding Ford Robbins.

Marshall—The partnership existing between H. L. Day & Son, lumber and coal dealers, has been dissolved, H. L. Day succeeding.

Petoskey—E. D. Ellis has purchased the meat market owned by Will Kennedy and will continue the business at the same location.

Kalamazoo—M. E. and H. H. Bennink have opened a grocery store at 619 West Walnut street under the style of Bennink & Co.

Alpena—The hardware firm of Ash Bros. has been dissolved and a new partnership formed between John Ash and Gustave Eller.

Morrice—H. Pierce & Co. have purchased the building owned by the late B. F. Grout and will occupy same with their grocery stock.

Quincy—H. A. Groves, of Fostoria, Ohio, has purchased the grocery stock of Hevenden & Jones and will take immediate possession.

Marshall—Hindenach & Mast, druggists, have dissolved. The business will be continued at the same location by A. L. Hindenach.

Charlotte—John Crout has sold his bakery and eating house to Miles Thorpe, of Marshall, who has already taken possession of same.

Bad Axe—E. H. Crosby & Co. are building an addition to the rear of their store building, thus making room for an enlarged grocery stock.

Hartford—Mrs. M. C. Conklin has purchased the ladies' furnishing goods and cloak and millinery stock of Pauline T. (Mrs. John) Heald.

Coldwater—The partnership existing between Adams & Perry, grocers, has been dissolved. The business will be continued by Jos. B. Perry.

Altona—Martin B. Armstrong, general dealer, has put in a line of clothing in a separate store building he recently purchased of Eli Lyons.

Ishpeming—Blumenthal & Rutenberg, of the Star clothing house, have closed out their stock and opened a department store at the same location.

Hancock—Andrew Bram, who recently purchased the N. Lindbohm stock of drugs and medicines, is having the store building refitted for his use.

Alma—Chas. E. Pettyjohn has purchased the stock of the Alma Mercantile Co. and will continue the business under the style of Chas. E. Pettyjohn & Co.

Ludington—Mr. Clausen, of East Ludington avenue, has purchased the grocery stock of S. D. Moon and will continue the business at the present location.

Holland—Matthew Notier has sold his dry goods and grocery stock to John, Gerrit and Ben Dumez. John and Ben were with P. Steketee & Sons twelve years, and later with Spring & Company, Grand Rapids, and Gerrit has for years been with Rutgers & Tien, at Graafschap.

South Lyon—E. R. Spencer and T. A. Welch, of Belding, have purchased the J. E. Just general stock, Mr. Welch assuming the management of the business.

Lansing—Chas. Brodhagen, who has been on the road for a wholesale house for the past year, has opened a harness shop two doors south of the Hudson House.

Hillsdale—H. D. Tisdale has purchased the drug stock of Chas. S. French, who has conducted the business since the death of his father, Dr. F. French.

Bangor—H. W. Ganson, driven from Chicago by the department stores, has located here and opened a dry goods, ladies' and men's furnishing goods and millinery store.

Coloma—F. W. Bryant, formerly publisher of the Coloma Courier, has purchased property on the main street adjoining the bank and opened the Central bakery and restaurant.

Manton—J. Ward Bailey has retired from the merchandise business on account of ill health. The stock reverts to C. B. Bailey, who will continue the business at the same location.

Ithaca—J. L. Sinclair has filed mortgages on his stock of groceries to the amount of \$520-\$200 to the Ithaca Savings Bank and \$320 to Mrs. J. L. Sinclair. E. H. Ashley is named as trustee.

Marquette—F. B. Spear, engaged in the forwarding and coal commission business has taken his two sons, Frank and Phil, into partnership. The firm name will hereafter be F. B. Spear & Sons.

Morrice—H. C. Hodges has purchased the building occupied by the F. E. Purdy grocery stock and will remove his hardware stock there. Mr. Purdy will remove his stock to another location.

Manufacturing Matters.

Flint—The style of the Flint Pantaloon Co. has been changed to the Flint Pantaloon & Woolen Co.

Bay City—The Michigan Chicory Co. will incorporate about May 1 under the style of the Michigan State Chicory Co.

Smith—D. Cochrane has purchased ground on which to erect a roller process flouring mill and has let the contract for the necessary machinery.

West Bay City—Ross-Bradley & Co., who operate a planing mill here, manufacturing lumber and boxes, have changed their style to Bradley, Miller & Co.

Owosso—C. J. Shaw has retired from the Castree & Shaw Co., founders, and formed a copartnership with A. Steggall, under the firm name of Steggall & Shaw.

Negaunee—Erick Laitilia, who has been engaged in the manufacture of carbonated drinks at Ely, Minn., has purchased the bottling business of Phil Hogan at this place.

Belding—C. R. Herrick & Co. is the name of a new firm organized for the manufacture of burial cases and caskets. The company is composed of Chas. R. Herrick and Mort E. Peck.

Saginaw (W. S.)—Wm. Rousch, E. M. Thal and Fred Fuchs have engaged in business under the style of the Rousch Tanning Co. They will give special attention to Cordovan tanning.

Allegan—E. A. Post and F. A. Langdon have formed a copartnership, under the firm name of E. A. Post & Co., for the manufacture of burial casket handles, patented by Mr. Post.

Saginaw—The Wolverine Cigar Co. has completed the construction of a 20x40 foot addition to the rear of its factory building and will enlarge its business and increase its force of workmen.

Hillsdale—A. Worthing and H. O. Alger have formed a copartnership for the purpose of manufacturing shoe leather. New machinery is being installed and an addition being built to the plant of the Robe Manufacturing Co.

Republic—Work on the new log and traffic railroad from Escanaba to this place will be begun as soon as the ground becomes settled. Twenty-five miles will be built and operated this year and the remainder in the following year.

Detroit—Articles incorporating the Tivoll Brewing Co. have been filed with the County Clerk. The capital stock is \$125,000, of which \$50,000 has been paid in. Following are the incorporators: Bernard Verstine, Frantz Brogniez and Louis W. Schimmel, 3,333 shares each; Edmund Joncas, 1 share.

Holland—B. Riksen has disposed of his stock in the Scott-Lugers Lumber Co. to G. J. Schuurman, formerly connected with the corporation as a stockholder. By the deal Mr. Riksen becomes the owner of the store occupied by J. B. Van Oort, on Eighth street. Mr. Schuurman will take charge of the lumber yard.

Middleville—Dr. Nelson Abbott has purchased the drug stock of W. H. Severance and will conduct both the Severance business and his own store until he finds a purchaser for either stock. Mr. Abbott is of the opinion that Middleville is capable of sustaining two drug stores but that three is one too many, which principally influenced him in making the purchase.

Detroit—F. A. Thompson & Co. has been organized as a corporation, with a paid in capital of \$21,200, to manufacture drugs, chemicals and pharmaceutical preparations. The shareholders are F. A. Thompson, Edwin E. Conely, John E. Clark, Fred Guenther, Fred G. Kendrick, Henry C. Raymond and Orla B. Taylor. The officers are as follows: Edwin F. Conely, President; John E. Clark, Vice-President; Fred Guenther, Secretary, and Frank A. Thompson, Treasurer and Manager.

Why the Cash Carrier Case Has Not Been Tried.

Pratt & Davis, attorneys for Julius Steinberg in the infringement suit brought against him by the Consolidated Store Service Co., of Boston, send the Traverse City Eagle the following explanation for the delay in bringing the matter to trial:

In the first place, after the suit was commenced, we obtained the consent of Mr. Nichols, the attorney for the C. S. S. Co., to waive the preliminary injunction on the ground that Mr. Steinberg was pecuniarily responsible, and if the C. S. S. Co. recovered, it could collect a judgment for the use of the carrier after as well as before suit was commenced.

In the second place, the trial of the case has been postponed to allow the questions involved to be decided in other cases now pending in the United States Court in the Eastern District of Massachusetts, the determination of which would practically settle the rights involved in the case against Mr. Steinberg. While there is no express stipulation to that effect, we have requested such delay, and we understand the case has been allowed to remain in statu quo for that reason.

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

Grand Rapids Gossip

A. Visser has opened a grocery store at 213 Bates street. The Olney & Judson Grocer Co. furnished the stock.

Geo. Miedema has opened a grocery store at 77 Quimby street. The Olney & Judson Grocer Co. furnished the stock.

Paine & Brown have engaged in the grocery business at Ballard. The Olney & Judson Grocer Co. furnished the stock.

John N. Louckes has opened a grocery store at Ottawa Beach for the summer. The Lemon & Wheeler Company furnished the stock.

Mrs. H. Klassen has engaged in the grocery business at 13 Houseman street. The stock was furnished by the Olney & Judson Grocer Co.

G. A. Beelby and W. D. Phippen have embarked in the bicycle business and general repair work at 22 Fountain street under the style of Beelby & Phippen.

Geo. F. Sinclair has sold his interest in the Heyman Company to David and Benjamin Wolf and retired from the office of Vice-President, which he has held since the incorporation of the institution.

Nicholas Popma, for several years clerk for C. Striker, the Grandville avenue grocer, has opened a grocery store at the corner of Godfrey and Driehaven avenues. The Ball-Barnhart-Putman Co. furnished the stock.

Boynton & Proos, plumbers at 282 Jefferson avenue, have dissolved partnership. Chas. W. Boynton will continue the business at the same location and Martin Proos will re-engage in the same business at the corner of Fifth avenue and East street.

Having settled with many of his creditors on the basis of 25 cents on the dollar, Paul V. Finch is now offering 50 per cent. to those who still hold out. He is doing very little business, compared to what he was doing prior to his collapse, and the general impression is that he is planning to seek fresh pastures where his reputation as a bankrupt will not operate against him as seriously as it appears to do here.

Walker & Fitzgerald have taken possession of the Joseph Tschauner bakery and restaurant, 97 and 99 Canal street, by virtue of a \$2,000 mortgage given to Mrs. Jos. Tschauner, by Felix Young, of Bay City, to whom she sold the bakery in January. Felix Young transferred the business to Harry Pollie, of Grand Rapids, who, Mrs. Tschauner avers, is depreciating the stock and business so as to leave her no security for her mortgage.

Another irresponsible so-called collection agency is undertaking to secure a foothold in Grand Rapids—The Van Alstine, Cliff & Co. Mercantile Agency, alleged to have its headquarters at Quincy, Ill. Enquiry at Quincy elicits the interesting information that the name of the concern does not appear in either the city directory or telephone directory, from which it is fair to infer that the institution has not yet reached preponderant proportions. The sole owner appears to be Wm. A. Van Alstine, who occupies desk room only in a small room in the Stein building, where he does business under the name of the

Quincy Collection Agency. Mr. Van Alstine originally resided in Michigan, where he traveled for a plow factory. He is represented to the Tradesman to be insolvent, having only recently taken the gold cure for dipsomania.

The Produce Market.

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

Bananas—The market is high, having advanced 25c per bunch. The demand is very active, and prices are higher at point of purchase.

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—Choice stock still holds its own, dairy bringing 14@15c for choice and 15@16c for fancy. Creamery is in good demand at 19@20c.

Beets—35c per bu.

Carrots—25c per bu.

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

Eggs—The price has held up well, considering the season, local dealers continuing to pay 8c on track. One reason for the firm position of the local market is the apparent strife on the part of Ohio and Indiana dealers to secure Michigan eggs, in some cases offers as high as 9c on track having been made. The quality has not improved quite as rapidly as was expected, the proportion of dirties and small eggs being still too large.

Green Onions—10c per doz.

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

Lemons—The demand is very good for the season. Prices hold steady at values quoted last week.

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

Onions—Dry stock has further declined to 50c.

Oranges—Seedlings have been showing an easy feeling this week, but there is a general feeling that navel are to advance, for prices here are now about the same as on the coast, and of course this state of the market can not exist very long. The movement is excellent under the low prices prevailing. The quality of the most of the fruit is high, and gives good satisfaction.

Pineapples—The market is fairly well supplied, dealers holding at \$3.25 @3.75 per dozen.

Potatoes—The local market is about 5c lower, dealers having reduced their paying prices to 45@50c and their selling price to 55c. The St. Louis market appears to be stronger and higher, judging by the following report from the Miller & Teasdale Co.: The market here on potatoes has improved some this week. The weather has been more favorable. There has been an advance of from 1@2c on the better grades of stock, such as Burbanks and Rurals, which are selling here now at 63@64c. Either of these varieties have to be fancy, bright, clean stock to bring these prices. There has been 4@5c advance in common stock. During the slump in potatoes, while the weather was bad and the market was glutted with common stock, the better grades, especially white varieties, did not decline in sympathy with the lower grade stock, and we have not seen the advance in them which has been experienced in low grade mixed potatoes.

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—50c per bu.

Strawberries—20c per qt.

Tomatoes—60c per basket.

Vegetable Oysters—20c per doz.

Coloma—The Star Steam Laundry has been removed here from Buchanan. Evan J. Bonine and L. D. Brody are the proprietors.

BANK NOTES.

Exceptional Record on Burglaries and Defalcations.

Most of the banks in this city are members of the American Bankers' Association. The Association is a national organization and its aims are to promote in various ways the interests of banks and bankers. It meets annually and at these annual conventions papers relating to banking matters are read and discussed, and even more important than the papers and discussions, the members, assembled from all parts of the country, get acquainted with one another and thus a spirit of fraternity and good will is promoted. The Association has at least one practical purpose in that it has a protective feature to guard against the wiles of robbers, burglars and thieves. If an Association bank is raided by burglars or robbers the very best detective talent is put to work on the case and neither pains nor expense is spared to run down the villain. In some of the banks will be seen a small placard to the effect that the bank belongs to the Association, and this in itself is a protection, for professional thieves know that to tamper with that institution would be unhealthy.

It is worthy of note that none of the banks in this city have ever been raided. In other cities the banks have suffered from burglars or have been held up by daylight highwaymen of the Jesse James type, but no incident of this kind has ever been recorded in connection with the banks here. Against burglarious raids the banks now are as thoroughly equipped as modern invention permits, with solid vaults and more solid safes, time locks and electrical devices for giving alarms, and various other precautions, including an alert police force. Before the police force was organized on its present basis the banks used to employ a watchman to make the rounds, but this was given up long ago.

The only loss any of the Grand Rapids banks ever suffered from robbery, so far as is now recalled, was from a breach of trust rather than a bold bad raid. The Old National Bank once had a janitor who proved unfaithful. If money was left outside the vault he made way with it. He was watched and caught in the act and served a term at Jackson. His pilferings reached a considerable amount but most of it was recovered.

Although none of the banks have ever been visited by daylight robbers, not one of them but is prepared for such an incident. In the desk of every bank cashier will be found a revolver, and many of the paying and receiving tellers are similarly armed. The weapons are usually in a position where they can be instantly grasped should the emergency arise and it is probable that the robber would have an interesting time of it should a hold-up be attempted. Much would, of course, depend upon who got "the drop," and whether it would be the robber or the man behind the desk will never be known until a robbery actually takes place or is attempted. It must be confessed, however, that while the revolvers look wicked, it is barely possible that in actual use they might in some instances prove more dangerous to any other person within range than the would-be robber. Expertness in handling a revolver has not yet been made a qualification for a cashier or a teller, and some of those who have guns con-



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stantly by their elbow freely admit that to hit a barn door at ten paces would test their skill.

While speaking of bank robberies and burglaries, it may be remarked that there are other ways of cleaning up the surplus. There have been cases on record where bank cashiers have taken hasty trips to Canada or to some other foreign shore and where trusted clerks have suddenly turned up missing. It is to the everlasting credit of the bank cashiers of Grand Rapids that instances of this kind have not occurred here. Bank cashiers have erred in judgment in making loans, but not one of them in the history of Grand Rapids banking has been a defaulter. The bank clerks have equally as good a record—at least instances of shortages and embezzlements, if they have ever occurred, have never been made public. In this modern day, however, the banks do not take many risks from the dishonesty of employees. The clerks are all under bond.

Another pleasant exemption to be recorded in connection with the Grand Rapids banks is that none of them have gone to the wall. In the early history of the city wildcat banks started on a capital of wind and confidence went down; but the present generation of financial institutions, dating back about forty years, have successfully stood up against every storm. In the panic four years ago, when the banks all over the country were suspending payment or taking advantage of the law requiring notice to be given before deposits could be withdrawn, the banks here met all demands with spot cash. Not one of them showed evidence of distress, although, now that it is long since passed, some of the bank cashiers will admit it was a period of anxiety and dread, with constant apprehension that some wild rumor would precipitate a crash. The banks weathered the storm and to-day stand high in commercial circles for their stability and soundness.

In the local elections last week, Cass county voted \$40,000 court house bonds; Muskegon county voted \$25,000 highway bonds; St. Louis voted \$20,000 electric light and water power bonds. Owosso voted bonds for bridge building purposes, Jackson for street paving and water extension, Hillsdale county for court house, and Manistee for water works.

Thomas L. Baxter, Auditor of the Chicago Lumbering Co., at Manistique, resigned his position last week and went to Chicago, where he committed suicide. He was unmarried and had an aged mother, who is traveling in the South.

Dr. Chas. S. Hazeltine, President of the Hazeltine & Perkins Drug Co., is spending a fortnight at Cedar Rapids, Iowa, as the guest of his son-in-law, Geo. B. Douglass. He is accompanied by his family.

Robins are all right; but spring isn't really here until your neighbor hangs her canary out of doors.

DRUG STORE CLUBS.

Stories Told by a Choice Collection of Liars.

M. Quad in American Druggist.

Having an hour or two of spare time in the evening, I went to the village drug store to be entertained. I had known the ways of the village drug store since boyhood, and had no fear that I would not be well received and made to feel at home. Only four of the regular liars had assembled when I entered the place, but six or eight more soon made their appearance. The meeting opened with fifteen persons present, but some of them were only callers, like myself. The counters on both sides of the store were occupied by sitters, as well as the three or four chairs, and for a time I was ill at ease. It seemed as if I ought to buy something, if not more than a stick of gum, but one of the regular liars assured me that there was no use throwing money away. The druggist ought to feel proud and glad to have the club meet there. If he wasn't—if he gave the least hint that he wasn't—then they would take their "custom" elsewhere and he might go to grass.

Before the regular proceedings were begun there was an interchange of news of considerable interest to me. I learned that farmer Johnson's red bull had broken out of the pasture that day and torn down ten rods of rail fence; also that a carpenter named Abbot had cut his thumb with a chisel; also, that Mr. William Taylor had decided to paint his barn a sky-blue. There was other news, but not of such startling nature. Of the fifteen men, fourteen chewed tobacco and the odd one was lonesome. Of the fourteen only seven had any of the weed with them, and those who didn't have proceeded to borrow. When all was finally ready, and the woman who had entered the store for a piece of court-plaster had got it and gone out, the first liar started off. It was an adventure of his in the early days of California and before he got through he killed two men and discovered a gold mine. Every man in that crowd knew that he was lying to beat the band, but they listened to him with absorbing interest and applauded him when he had finished. A man who came in for a hair-brush and heard the last of the story became so excited that he borrowed a match and forgot his errand.

Liar No. 2 was the proprietor of the local sawmill, but there was no sawdust on his hat. He said he was in New York once when a young man, and being dead broke he crawled under a banking building to sleep. An hour after midnight he was awakened by the advent of two men, who had a big augur with them to bore a hole through the floor. He kept still while they bored, but as the gold coins came rattling down he frightened the fellows off and filled his hat and pockets and decamped. There was a general groan of blank despair when he said he got away with but \$11,000. They thought he ought to have gone back with a wheel-barrow and two coffee sacks and taken the last stiver. He had lived to regret that he didn't, he said, but at that time his worldly experience was not great.

Liar No. 3 was a grocer, who had closed up his store in order to come over and lie. I didn't anticipate much from him, as he had a short neck and stubby fingers, but he acquitted himself excellently well. Before going into the grocery business he kept a flouring mill in Indiana, and one day, when all the stones were running and he was inspecting the product from time to time, he suddenly discovered that every hopper was turning out Paris green. That was his first idea, but when he came to examine closer he found bits of greenbacks. In one of the hoppers, among the unground wheat, he discovered ten \$1,000 bills, and these were rescued unharmed, and shoved down into his breeches pocket. Three or four days later he learned that a bank had been robbed of \$300,000, and that the robbers, when arrested, said that they had hidden the money in a farmer's wheat

bin. This was the wheat that came to his hoppers, and he had ground up \$280,000 of it, as well as spoiled two barrels of flour. No one had the impoliteness to ask him if he returned the \$10,000 to the bank, but when he said if he had found the whole boodle he should have presented the town with a hand fire engine, his liberality was duly applauded. I think even the drug store man heaved a sigh when he thought of that fortune being ground up in the way it was.

I could see that liar No. 4 was looked upon with distrust as he began to clear his throat. He had lately joined the Good Templars, and there was a suspicion that he might have pledged himself to let lying alone as well as whisky. He hadn't, however, as events proved. He first announced that he had never told the story before, fearing to be disbelieved and ridiculed, and he hesitated now, although among his best friends. He was fishing to be pressed, of course, and after the pressure he said that he was one night awakened from a sound sleep by some one whispering in his ear. He at first thought it was his wife, although she generally dug him with her elbow when she wanted to arouse him, but as he rose up he saw that she was sweetly sleeping. He was about to fall back and pick up his snore where he had dropped it when a voice from out of the darkness of the family bedroom came to his ears:

"Richard White, there is trouble! Get up and follow me!"

The voice was that of a woman, but of no woman who bought shoes at his store. As his wife was of a jealous disposition he crawled carefully out of bed and got into his clothes and followed a faintly outlined form downstairs and out of the back door and across the yard to the barn. Several times he sought to grasp the form, but it always eluded him. At the barn the figure wobbled about for a while, as if it had had too much beer, and then suddenly vanished. The liar didn't exactly know what to do, but concluded to enter the barn and see if everything was safe. To his amazement he found the family cow twisted up in her rope and standing on her head. Had his coming been delayed two minutes longer there would have been no milk for breakfast. After rescuing the cow he returned to his bed, but hardly got snuggled down when the same mysterious voice came whispering:

"Richard White, I have saved the life of your \$25 cow, and I want you to quit drinking and join the Good Templars. Will you do it?"

"I will!" answered Mr. White, and that's the way he came to be a member of the order.

If there was any question about the spirit visiting him and speaking the words it did, how should he have known about the cow? If he did not see the spirit, how did he follow it? And stronger proof still—when the spirit spoke to him the last time its voice woke up Mrs. White, who bounded out of bed in jealous fury and hunted the whole house over for a woman. Not one man in all that gathering sneered or ridiculed or argued against Mr. White, as he half expected. On the contrary, each one of them announced his earnest belief in such things, and each and every one had had startling experiences.

It was 11 o'clock when liar No. 5 began his tale, which was about a haunted house, but I didn't remain to hear the end. The druggist, who lived a mile from his store, was fidgeting about, and I felt to pity him. I asked for a dollar bottle of consumption cure, feeling that he ought to be required, but he kindly replied that I was under no obligations and he hoped to see me again.

At the Quick Lunch Room.

Proprietor—Don't you want some of this pepsin gum? Best thing in the world for indigestion.

Newcomer—But I never have indigestion.

Proprietor—That makes no difference. You will have it in a few days. "Tany rate, all our customers have it, and we sell lots of this gum."

Strong Plea to Drop the Term "Drummer."

It is now a good time to discuss the appropriateness, or rather misappropriateness, of the term "drummer" as commonly applied to commercial travelers. I forever most seriously object to being thrown, any longer, into the same pot with hotel drummers, quack doctor drummers, gambling hell drummers, besides a long list of drummers for callings entirely foreign to that of a commercial traveler.

The term "drummer," as applied to commercial travelers, is very rarely used now in the East, and when it is so used is intended only as an opprobrious epithet, spoken in a contemptuous and derisive manner of some cheeky misrepresentative of the profession. The time was, when the business of selling goods on the road was in its infancy, that almost any "scalawag" with sufficient amount of gall could obtain a position on the road; but now the situation is entirely changed, and has been so for a number of years. Such a man could not get a position to travel for any first class house, not even on commission. The manner of doing business through the commercial traveler has become a fixed part of the machinery of the commercial world, and representatives of manufacturers and wholesale merchants have a regular territory allotted to them, and, as a rule, the married man very soon selects some central point in which he takes up his abode, locates his family where he can enjoy their society, and endeavors to acquire a home, thus becoming a citizen, and helps along the business of the town, to the extent of the wants of his family, for the necessities and some of the luxuries of life. The unmarried traveler is not very slow in taking pattern from his elder brother in the profession; he keeps his weather eye open on his trip over his territory, selects some demure little damsel, lays siege to her heart and goes and does likewise. So why should the term "drummer" be applied to us, as if we were an ostracized class of beings, to be avoided and shunned as if coming in contact with us would breed a pestilence?

The commercial traveler of the present day is the peer of any representative of the leading professions, not excepting any of them. He represents the capital employed in the entire manufacturing and mercantile interests of this country; he is the accredited and confidential agent, and his principals are responsible for his contracts, and they, therefore, are careful to select only the shrewdest business men they can find, who will represent them with credit, and when they occasionally find that they have made a mistake in their selection, they very quickly and quietly dispense with the services of their unworthy representative, and he drops out of the ranks of commercial travelers and seeks some other calling more fitting to his calibre.

We, as commercial travelers, are representing our employers, and our customers in negotiating with us are talking to the manufacturers and wholesale merchants of this country by proxy. Our employers would not be so disrespectful as to apply some slang phrase or name to these gentlemen when they visit their respective counting rooms in the leading cities, so why is it that we, their representatives, should always be spoken of in contemptuous terms? Our employers never address or speak of us as "drummers," but always use the

term travelers, representatives or agents.

The term of "huckster" or "peddler" would be as applicable to merchants and brokers as that of "drummer" is to the representatives of manufacturers and wholesale jobbers. I think if the boys on the road would take this matter in hand and resent this epithet as an insult wherever applied to them, it would go very far towards correcting the evil.

GEO. F. BURCHARD.

A Virginia woman who owns a little land has gone into the business of raising sheep. She spent \$25, paying \$3 a head for ewes, and then turned her flock into her pasture land. She raised what she could care for on her land, selling the rest as soon as they were of marketable age. She gave only about one hour a day to them and paid a boy 50 cents a week to keep the sheep's sheds clean and the fodder cut up. She has been in the business about five years. The first year she came out \$30 ahead of her experiment. At the end of the fourth year she had a flock of sixty ewes, all she could keep with her pasturage, and in wool and mutton she found she had a clear yearly income of \$450.

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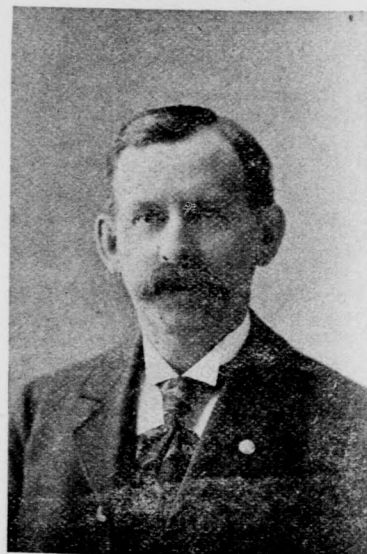
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GRAND RAPIDS, MICH.

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 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.

LYON BROTHERS, Successors to H. WOLF & CO.



40870

SPECIALS IN MENS' SUITS AT \$2.50.

OUR CLOTHING DEPARTMENT.

The popular demand for low priced clothing is becoming universal and in submitting to the inspection of our customers this line of Men's Suits at \$2.50 and \$3.35 we wish to assure them that these garments, notwithstanding the extreme low prices we are quoting on them, are manufactured in a manner that will enable the trade to sell them with the best of satisfaction to their customers.

In **FIT, STYLE and WORKMANSHIP** these suits rank higher than any similar offering ever made. Our ability to undersell any jobbing house in the country on these goods is due to the fact that our contracts are made for immense quantities, and in purchasing them from us you have every assurance of buying from headquarters.

DESCRIPTION.

40870 Our staple leader in spring and summer weight fancy mottled chevots. Suits cut in a 4-button round sack style, strong lined, all inside seams bound, 4 outside pockets with laps. Pants and vests to match.

40871 black chevot, best selling suit ever produced for the money. Cut in a 4-button round sack style, 4 outside pockets with laps, 1 inside pocket, strong black lining, pin striped sleeve lining, all inside seams are piped. Pants and vest to match.



40871

SPECIALS IN MENS' SUITS AT \$3.25.








DESCRIPTION.

40872 Extra heavy blue black cotton worsted. The leading suit in the market for the money. Cut in a 4-button round sack style. Strong black lining, pin striped sleeve lining, all inside seams piped, 4 outside pockets with laps, 1 inside pocket. Pants and vest to match.

40873 Same as 40872, in a blue black striped worsted.

40874 Suit cut in a 4-button round sack style. Made of an old gold Scotch chevot. Lined with black farmer's satin, all outside seams piped.

40875 Spring and Summer weight satin, 4-button round sack style, in a popular Scotch medium brown mixture, a perfect fitting and good wearing suit. Strong brown lining, pin striped sleeve lining, 4 outside pockets with laps, 1 inside pocket, fancy horn buttons, strong worked buttonholes. Pants and vest to match.

40876 Same as 40875, in a popular light Scotch mixed pattern.

40877 Black chevot, 4-button round sack style, gray mixed woven stripes, the very latest pattern for this season, strong black lining, pin striped sleeve lining, 4 outside pockets with laps, 1 inside pocket. Pants and vest to match.

\$3.²⁵



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E. A. STOWE, EDITOR.

WEDNESDAY, - - - APRIL 13, 1898.

GREAT SANITARY WORK.

We profess in this country to be pre-eminently progressive and liberal in the way of supplying needed public improvements and in the protection of the public health, but now and then we learn something from abroad that is calculated to take some of the conceit out of us. Mexico—poor and contemptuously-regarded Mexico—is now furnishing an example of enterprise that is worthy of admiration throughout the United States.

That a country supposedly so backward and so short of financial resources should undertake the vast sanitary improvements in progress in the federal district of Mexico is, indeed, a cause for wonder. And, yet for several years past, slowly but continuously, the work of cutting through great mountains and changing the drainage system and sewerage plans of an immense city has been going on. The cost has mounted into millions and still millions are to be expended.

The City of Mexico, 7,000 feet and more above the sea, is in a valley surrounded on all sides by great peaks. The valley is full of lagoons with no outlets. For centuries the filth has accumulated, and only by the altitude, supplemented by extra exertions in keeping the streets clean, has the death rate been kept down. Still it has been abnormally high—among the highest on the continent. It was finally determined by the Diaz government to cut an immense drainage canal from the city to the surrounding mountains, to then cut through or tunnel the latter and finally rearrange the entire drainage and sewerage of the city, so as to connect with this canal.

It was a project worthy of the patience and the skill of the old Aztecs and it has been in progress now for several years. The message of Diaz sent to the Mexican congress the other day calls attention to the continued satisfactory prosecution of the work. The tunnel and canal have been virtually completed, and streets are being extended, blocks of buildings removed, and great sewers pushed forward throughout the City of Mexico to make the necessary connections with the canal. "When finished, this work," says Diaz, "it is to be hoped, will completely revolutionize the sanitary conditions of the city."

The main point of interest for us is the distinct, enlightened recognition by the Mexicans of the overshadowing

importance of protecting the public health. Millions are regarded as nothing compare, to the necessity of lowering the annual death rate and adding to the comfort of the citizens. There is no narrow weighing of human life against the dollar in this big Mexican undertaking; no hesitation because the work will be costly!

Would there were in more of our American communities the same liberal and intelligent view of sanitary importance, above its commercial measurement, that is exhibited by the Mexican authorities in the ancient capital of the Montezumas.

OUTLET FOR SURPLUS CORN.

Some time ago the Tradesman referred to the experiments undertaken by scientists by which it was proposed to make the great corn crop of the United States more valuable, just as the cotton crop had been made worth more to the planter through the new uses to which the seed had been put. These experiments, although helpful, will never supply the place of a world-wide demand. When the latter occurs the American farmer can begin to count additional dollars and dream of greater wealth.

It begins to look now as if this long-hoped-for demand was in sight. A week or two ago over 1,000,000 bushels of corn for foreign shipment was engaged at St. Louis and nearly 2,000,000 bushels in Chicago—all in one week. Last year, the official reports now tell us, the United States sent in corn and corn meal about 200,000,000 bushels to Europe. This was a goodly amount in itself, but the encouraging fact about this shipment was the great increase over the preceding year, the gain being 65,000,000 bushels! That was a remarkable expansion in this line of export and if maintained at anything like the same ratio for four or five years would consume our surplus of corn and either raise the price of the grain considerably or stimulate a greater production.

The use of corn and meal by the Europeans and Asiatics would be as great a boon to the Old World as to the United States. There is no healthier food for man or beast and it is comparatively cheap. The underfed millions abroad could do nothing better to add to their physical and financial comfort than to begin the extensive use of American corn as a food. For America, of course, the general introduction of this additional food product into foreign homes would mean millions of more money here for our exports, and the corresponding improvement and prosperity of the agricultural classes.

As it has been shown that flax can be cultivated with profit in Oregon, tests are to be made of the capabilities of the soil and climate of the State in the production of other fiber plants. One enterprising farmer is to sow thirty acres to hemp this year, and offers a quantity of seed to other farmers who care to try the experiment. Seeds of the abutilon and ramie plants are also to be distributed, and the Oregon Railway and Navigation Company is to make a test of cotton, which has hitherto not been grown in so high a latitude. Of the fiber plants named, the abutilon is the least generally known. It is sometimes called the American jute, has a fiber running the whole length of its six feet of annual growth, and is said to be superior to Indian jute in strength and dyeing qualities. It is used for fine cordage, carpet-filling, matting, etc.

DISMEMBERMENT OF CHINA.

There is now no doubt that France has made demands upon China in the shape of a proposition for the lease of a naval station and other privileges of a commercial character. With Russia, Great Britain, Japan, Germany and France occupying points along the Chinese coast, it is evident that the dismemberment of the Celestial Empire is no longer a dream, but a reality.

The holding of a few ports on the coast does not of itself involve the lopping off of any great slice of territory, but the planting of the flags of the powers of Europe at these points is practically a division of the territory of China to be exploited hereafter. Henceforth we will hear of the Russian sphere of influence in China, of the British sphere of influence, and so on.

The occupation of Port Arthur by Russia means that the entire eastern end of the Empire, including the best portion of Manchuria, will eventually be absorbed by the Muscovite power. England's seizure of Wei-Hai-Wei means that England will gradually extend her influence over Central China, while France is sure to expand her frontiers so as to include a large slice of Western China.

The action of England in leasing Wei-Hai-Wei has created no little surprise, because that place is actually in the possession of Japan. That there exists an understanding between Japan and Great Britain appears certain. It also seems likely that Japan feels very keenly the leasing of Port Arthur, from which she herself was excluded by pressure from the powers to Russia. The unrest of the Japanese because of the recent trend of events is now the most serious feature of the Eastern situation. Japan is steadily preparing for a struggle, and it is believed that it will not be long now before she is ready to strike.

A POPULAR REFORM.

The mothers and fathers who are exercised from time to time as to the whereabouts of their "wandering boy to-night" will read with no little degree of satisfaction the announcement that up to the present date more than 300 towns of the United States have adopted some kind of a curfew ordinance—compelling youngsters to keep off the streets after a comparatively early hour in the evening.

This fact will excite some surprise, too, among those who have sneered at this kind of reform and regarded it as a proposed return to the old "blue laws."

The simple truth is, it is an admirable police regulation and in keeping with existing statutes prohibiting the sale of liquors to minors and denying to the immature youth the right to frequent saloons and certain kinds of amusement places. The streets of a large town, or a city, are the nurseries of vice and crime, and to allow boys or girls of 15 years of age, or under, or boys or girls even of 16 or 17 years, to loiter and loaf in the streets at night is to invite their corruption and destroy their chances for usefulness in thousands of cases.

Of course these curfew ordinances do not prevent the youth of the community from going from place to place for legitimate purposes, or from accompanying a proper guardian anywhere. The object is to clear the town of young loafers and hoodlums and Arabs after nightfall, both for the community's benefit and that of the youngsters themselves.

It is not surprising that such a practical, useful and promising reform should be steadily recommending itself to the good sense and moral sentiment of hundreds of American communities and it would be gratifying to see it spread extensively.

The type of architecture now generally known as "Chicago construction" has at last been put to the severest possible test and has emerged from the trial triumphant. In the earthquake at San Francisco a fortnight ago the destruction was general among buildings constructed in accordance with the old rules of architecture. Solidity of foundations and thickness of walls did not avail as protection against the seismic shocks; but the nineteen-story Spreckels building, the tallest in the city, was not injured in the least, although it swayed like a tree in a storm. Nothing could be more conclusive as to the stability of these sky-scrappers, which are merely interlaced skeletons of steel beams veneered with brick, stone or terra cotta. Nothing can disturb their equilibrium. The only disaster possible would be an actual yawning of the earth which should engulf them entire. Otherwise they are proof against anything short of bombardment by high-power guns.

One result of the financial depression—one of the good things that often come out of evil—has been the back-to-the-land movement among urban people. The illusions that drew thousands from the farms to the cities have been shattered by the hard conditions entailed by the panic. The vital, ever-present, inescapable necessities of life are bread and butter, and these the city can give only at second-hand. Whatever storms may strew the industrial sea with wreck, food, shelter and clothing are assured to the man on the farm, while the idle workman of the city must walk the streets in vain search for work.

A bill has passed the New York Legislature creating a commission to investigate the causes of the decline of the commerce of New York City. Those causes are not far to seek. For more than half a century, through the agency, largely, of the Erie canal, New York had almost a monopoly of the great Northwestern trade. She now has several energetic rivals for that trade, and the canal, having become antiquated, has ceased to have the preponderating influence which it so long exercised. In the natural course of events Gotham has ceased to be the whole thing, and that is all there is of it.

For years past there has been a large membership in Congress opposed to the rapid building of our navy. These men have flippantly replied to all appeals to their patriotism and good sense that whenever we needed boats badly "we could buy all we wanted!" The impossibility of getting just now the kind of vessels we need is another indication of the fact that it takes a long time to cut wisdom teeth.

The Shawneetown disaster again calls attention to mankind's propensity to build towns in the most dangerous and undesirable sites that can be found. The future is rarely taken into consideration in starting a town.

A nation that oppresses Cuban women and children will steal coal, and Uncle Sam should look after his depots of steam coal.

BANKING REFORM.

Review of the Present and Proposed Systems.

Since the termination of the rebellion there has been no attempt made at a general revision of our financial system, and such legislation as we have had has been along the line of patching up and strengthening the system, rather than attempting to change it. The vast sum of credits forced into circulation by the necessities of the times led the financiers of the world to doubt our capability of absorbing them without over-taxing our resources. That this feeling existed in the minds of most of the people of our country is evidenced by the fact that the greenbacks were not brought to a parity with gold until almost fifteen years after the close of the war. One thing that intensified this condition was the possibility of poorly considered legislation. We are proud to refer to the history of our legislation upon this subject, for such a reference shows that, while the American people may make mistakes of judgment in minor matters, they are always honest in purpose and in the long run right in principle. After the war we undertook the task of retiring our credit notes as quickly as the condition of things would permit. In 1875 we passed the law by which the Government promised to resume specie payments in 1879, and greenbacks rose to par with gold before the act went into effect. This act convinced the entire commercial world not only of our purpose to make our promises good, but also of our ability to do so. From that time until 1893 the business conditions of this country were fairly normal and nothing occurred to test the weakness or strength of our currency system, or to direct public thought towards an enquiry or investigation as to its weakness or strength. The panic, coupled with the agitation for the free coinage of silver, put our system to the test and the greenbacks, which we had considered as good enough for all practical purposes as a credit money, proved to be a source of danger and weakness. The Government had undertaken the work of redemption and had promised to maintain the parity of all forms of money and credit notes. The fear of a silver basis led to the gathering together of our greenbacks and their presentation for redemption in gold. The Government could do naught else than keep its promise and redeem them. But under the provisions of law they were immediately re-issued and again presented for more gold, thus forming what Pres-

ident Cleveland so aptly termed "an endless chain for depleting the reserve of gold held by the Government for redemption purposes." This disclosed the dangerous nature of such a system of credit notes and made peremptory issues of bonds for gold absolutely necessary, with the only alternative of a resort to a silver basis. Thoughtful men began to question the necessity or desirability of the Government keeping such notes outstanding and being compelled through them to assume practically all the work of redemption, while the banks escaped all such responsibilities. Such an object lesson was well calculated to make sensible men conclude that the Government should go out of the banking business, and to start a movement to make the banks assume their rightful duties in the work of issuing and redeeming the credit notes necessitated by the exchanges of the country. This movement has resulted in the preparation of a bill by the House Banking and Currency Committee containing the following provisions:

1. A division of issue and redemption is established in the Treasury, and notes redeemed in gold are not to be again paid out unless under exceptional conditions.
2. The work of redeeming United States demand notes is placed upon the national banks. When the banks deposit legal tender notes with the Treasury they are to receive national reserve notes in exchange for them, and the banks are obliged to redeem these notes in gold, excepting that the Government assumes their redemption in case of the bank's insolvency.
3. National bank notes will eventually be founded on, and a first lien upon, the general business assets of the bank issuing them. This change will take five years, by a gradual reduction of the bond deposit now required.
4. National banks can issue current notes based on their commercial assets to the aggregate of their deposit of United States notes with the Treasury. The Treasury notes of 1890 are to be eventually dealt with in the same way.
5. A national bank may issue credit notes equal to 60 per cent. of its capital without tax. If it issues over 60 per cent. it pays a tax of 2 per cent. on the excess up to 80 per cent., and on all issues over 80 per cent. of its capital and up to 100 it will pay a 6 per cent. tax. This tax will allow an increase of credit notes in cases of emergency and force their return to the bank for redemption when the emergency is over.
6. The bank notes are secured by a note guarantee fund, of gold, equal to 5

per cent. of the entire circulation of the banks, and if it falls below this percentage through the redeeming of the notes of failed banks, the solvent banks may be called upon to replenish it to the extent of 1 per cent. per annum. These notes are also secured by a first lien upon all bonds and other assets of the banks.

7. The national reserve notes will be a legal tender until received by the Government from failed and liquidated banks and canceled.

8. Silver dollars are redeemable in gold; silver certificates are redeemable in standard silver dollars. The parity of silver with gold is secured by a gold redemption fund deposited in the issue and redemption department of the Treasury and equal to 5 per cent. of the amount of silver which has been coined.

9. Silver certificates are to be issued only in denominations of one, two and five dollars; legal tender reserve and currency notes in denominations of ten dollars and over.

10. National banks are to pay a tax of $\frac{1}{2}$ of 1 per cent. semi-annually upon their capital, surplus and undivided profits, and are to be permitted to establish branch banks under such regulations as the Secretary of the Treasury may prescribe.

Our following articles will be devoted to a discussion of the merits of this bill, and we feel confident that a thorough understanding of it will secure its endorsement by every fair-minded citizen.

ANDREW FYFE.

In Iowa there is a co-operative colony which has been in existence for fifty-one years and is prospering, its success in a line where others have failed being ascribed to the modest wants of the Dutch people who compose it. It is known as the Amanna Society and is located at Homestead and vicinity, growing from a beginning with 3,000 acres of unbroken prairie to over 57,000 acres of cultivated lands, on which, in addition to Homestead, there are seven little villages of stone and brick dwellings. The co-operative idea is strictly carried out, and no one colonist is better supplied with worldly goods than his fellows. Each, on entering, deposits all he has in the common store, and if he cares to withdraw, his contribution is returned to him. Each man is allowed \$30 and each woman \$20 a year for clothing, but the money may be spent for other purposes. Up to a few years ago, only Dutch was taught in the schools, but now the young people are learning English. There are many men and women among the colonists who, born and bred on American soil, can not speak the English language.

THE WORLD'S GRANARY.

It has been commonly supposed that the great wheat-producing area of the United States is largely east of the Mississippi River; the fact is that what may well be termed the "world's granary" is west of that dividing line.

Some interesting facts on the subject are gathered and set forth in the New York Railroad Gazette, and the chief facts therein stated are here given. It appears that Northern Illinois in its earlier years produced wheat chiefly, not being able to market any other crop, and down to the war it was a large producer of wheat. But not long after the war the north third of the State virtually ceased to produce wheat, and for something like thirty years it has for the most part imported its bread-stuff. Yet the State, as a whole, continued to grow wheat, and as late as 1879 or 1880 it was credited with a production of 60,000,000 bushels—more than any State had ever produced in any one year down to that time. Now it seems that last year the whole State failed to produce enough for its own bread—only 11,500,000 bushels—while the consumption of the population of 1890 is more than 17,000,000 yearly.

Wisconsin, which has until recently been counted as peculiarly a wheat State, although the cultivated area has never been very large, last summer produced barely enough for its own use. Iowa, which is one of the most purely agricultural States, although not a great wheat State, last year had, perhaps, 4,000,000 bushels more than it will need for bread and seed.

It will be observed that Ohio and Indiana, which are important agricultural States, are not even mentioned among the wheat producers. Whence then, comes the vast treasure of golden grain that gives bread, not only to the American people, but to many others besides? From Minnesota, Nebraska and Kansas, which are credited with 145,000,000 bushels in 1897. The two Dakotas are also large wheat growers, although last year their crop was lighter than usual. California, Oregon and Washington are wheat States, but they do not figure in the business east of the Rocky Mountains.

The generation of illuminating gas from wood has been successfully accomplished by a Frenchman. The method is similar to that of the manufacture of coal gas, but is said to be simpler and cheaper. The wood used need be only of a low quality, and any kind of chips originating from the use of carpenters' tools, as well as ordinary sawdust, may be utilized to advantage.



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.

Woman's World

Minding Your Own Business.

Every now and then I am forcibly reminded of the fact that the millennium will have arrived when we learn to mind our own business.

But it will be an Eveless Eden, without a single woman in it.

No woman has yet arrived, or shows signs of arriving, at the point of grace where she can behold another person making a pie without putting her finger in it. It has always been her bane. She has broken her heart over other people's sorrows. She has lain awake nights, and lost sleep, over other people's worries. She has brought on more nervous prostration trying to run other people's affairs, and stirred up more heart-burnings and jealousy and bitterness and strife than all other causes combined, just because she would not mind her own business.

It is a distinctly feminine mania, the end whereof is trouble and tribulation. The average man feels he has got about all he can manage with his own affairs, and trouble enough of his own, without borrowing his neighbor's. The average woman attends to her business in the intervals she isn't speculating about why the Browns don't send their children to the public school when Brown is only on a salary, and the Smiths, across the street, can afford new carpets this season. And the queerest part of it all is that, by some quirk of feminine logic, this unwarranted meddling with other people's affairs is accounted a virtue. A woman's definition of another woman who was a selfish creature would be one who attended strictly to her own business and didn't interfere with some remedy of her own when the children next door had the croup.

This inability to attend to her own business, and leave other people to run theirs without any assistance from her, goes a long way towards explaining many of woman's failures. It is one reason why so many women break down. They try to carry the universe on their shoulders. They could manage well enough with their own work and bear with sufficient fortitude their own troubles, but when they add to that the accumulated afflictions of everybody in the neighborhood, they collapse under the nervous strain. It is doubtless a pity that Mrs. Jones should be such a poor manager and so wasteful and extravagant; it is much to be regretted that young Blank doesn't go to work and support his widowed mother; possibly it is a crying shame that the Gray baby should be fed on sauerkraut and beer instead of sterilized milk; but, after all, we are not responsible for these affairs, and there isn't a blessed thing we can do about them. The Jones and the Blanks and the Grays of our respective neighborhoods don't want our advice, and wouldn't take it at any price, and we merely wear ourselves into frazzles with unavailing worry over something that doesn't in the least concern us.

Of course, when there is any real need for a Solomon, we all feel capable of speaking right up, but it is well to occasionally reflect that other people are almost as capable of running their own affairs as we would be. This is always a surprise to us. There was probably never a marriage when everybody in the community didn't feel that they could have made a much more judicious selection for both parties than they

made for themselves, yet divorce is comparatively rare. Every one of us is dead sure that we could bring up everybody else's children much better than they are doing it, yet the children go along turning out all right in spite of our predictions to the contrary. We really afflict ourselves about these matters. We are reduced to tears because Sally So-and-So is going to marry the man she wants, instead of the man we think would suit her, and we aggravate our souls in vain because little Mrs. Somebody Else lets her babies play in the back yard with the cat instead of having them folding paper mats at the kindergarten. If the sympathy we lavish on people who don't want it and don't need it, and the amount of wasted energy we expend on other people's affairs, could be applied to some useful purpose it would revolutionize the world.

It sounds a bit contradictory to say that a woman's fondness for having a finger in every pie is at the root of the servant girl trouble, but it is a fact, nevertheless. In trying to attend to her own business a woman often overdoes it. She attends too much. When a man hires a clerk or a book-keeper he permits him freedom to do the work, within certain lines, pretty much as he pleases, in his own way. If he accomplishes satisfactory results it is all that is necessary. No one nags him continually or aggravates him with petty and infinitesimal, hair-splitting details about the way he does it. When he is in the midst of making out a bill or adding up a column of figures, the proprietor doesn't rush in with a few suggestions or take a hand just long enough to knock the other man's system silly. On the contrary, he knows it would simply put the clerk out. But that is the helpful device we use towards our servants. We never let them plan anything out or do it in their own way or have a chance to use any mind and judgment if they happen to have any.

There is no reason a servant shouldn't be treated as rationally as any other employe. It is but right the mistress should require that certain work should be done by a certain time, but after that, why not leave them free to do it in their own way? Every one who has ever tried it knows that the most aggravating and nerve-rasping thing in the world is to have some one stand over you while you work, with a continual flow of suggestions. "Put a pinch more spice in," "Don't use quite so much sugar," "Roll the crust a little thinner." It is enough to drive one crazy, and there is no wonder too many cooks spoil so much good broth. If the mistress would attend to her business a little more in the house, and let the cook run hers a little more in the kitchen, we shouldn't have to get up so many mornings and cook breakfast because our servant has taken herself and her outraged feelings to some other woman with other "ways."

One of the saddest effects of our not attending to our own business is the perennial family row. We speak of it as lack of sympathy, as unfilial conduct, we give this and that high flown reason, but the plain truth of the matter is that at the bottom of nearly every one of the family quarrels, that are so pathetic and so cruel in their estrangements, is some woman who wouldn't mind her own business. A man marries, and the woman he brings into his family has been reared differently, and has differ-

ent ideas about cooking or politics or religion from the women of his own family. It might be thought that the world is big enough and wide enough for them all to find occupation and amusement without attempting to interfere with each other. But not so. First thing anybody knows, his mother or sisters begin to try to regulate his wife's table or wardrobe or manage her children for her. Or perhaps she starts out on a missionary campaign to try to educate her husband's people up to her blue china standard. Anyway, trouble begins right there, and peace packs its grip and departs on the lightning express for parts unknown. Every living woman has seen this thing happen over and over again. Just think of giving up a brother's love, of being separated from him by a barrier crueler than death, of having a son's door opened to you only on sufferance and to know that you are the most unwelcome guest that ever crosses the threshold! Isn't it a pretty high price to pay for the doubtful privilege of trying to run another woman's business? And isn't it strange that women won't be warned, and remember that "hands off" is the motto on every woman's door and that one defies it at her peril?

Of course, we shall have no more gossip when we learn to attend to our own business. We shall be occupied in paying our own bills, instead of wondering how other people can pay theirs. If Mr. Clubman is out of nights, we sha'n't spend the time in pitying his poor wife and speculating if her cooking or temper drove him to drink. We shall merely presume the clubman knows his own business, and at any rate it isn't any of our affair. We shall be able to go and come as we please, without taking the neighborhood into our confidence or offering explanation or apology, for so long as we infringe on nobody else's rights, no one will trouble themselves about our movements. And what a peaceful, easy, restful time we shall have, if only we can learn to mind our own business and let other people's alone.

DOROTHY DIX.

It has been said that it is better to invent a sauce or a safety pin as a means to wealth than to discover a gold mine. The estate of the late C. Wheeby Lea, of Lea & Perrins' sauce fame, has been appraised at £1,070,000, equivalent to \$5,350,000. The deceased's late partner left a fortune of nearly equal amount—amassed, like Mr. Lea's, wholly from the famous sauce. The recipe of this preparation was given to them when they were chemists in a modest way of business at Broad street, Worcester, by the late Lord Sandys, who had picked it up casually in his Indian travels. The firm kept it by them for years without suspecting the wealth it embodied. Lord Sandys called at the shop when all the world was beginning to talk of the appetizing sauce and humorously suggested that he would like to share in the proceeds. The late Mr. Perrins replied complacently that Lord Sandys might share in the profits if he would stand behind the counter and assist in the sale.

Parisian women are discarding birds for animals as trimmings for their hats. Small chinchillas, not unlike rats in appearance, have become a favorite form of adornment, and it has been suggested that the new fad, if carried as far as the wearing of birds, may even extend to guinea pigs, kittens and puppies.

New Thoughts on an Old Subject.

Those of us who are in the way of reading the comic papers have regarded the alleged aversion of men to mothers-in-law as merely a kind of stock-in-trade joke that was a convenience to cheap wits. It seems, however, that the feeling is recognized, as such, in law, as in a recent case where a man sued his mother-in-law to recover some property, the jury were closely questioned as to whether they entertained a prejudice, either generally or specifically, against mothers-in-law that would prevent their rendering a just verdict. At last twelve good men and true, presumably bachelors, were found who testified to having no feeling on the mother-in-law question, and the case proceeded.

Probably very few men would admit to being influenced by the stale and silly gibes at mothers-in-law, but that they have great weight is proven by the attitude that almost every man takes towards his wife's mother. He has been warned by the comic papers that she will attempt to manage him and run his house; that she will incite his wife to acts of independence, and "put her up" to defying his opinion. So he is on his guard. He looks upon her with suspicion, and is apt to think that the most harmless suggestion is unwarranted interfering.

To a certain degree this feeling may be traced to a not unnatural jealousy. The young husband is always very self-important. He expects to be all in all to his wife. He is determined to be the arbiter of her destiny, the oracle who knows it all, the supreme court that lays down the law. Innocent and unsophisticated little brides don't, as a rule, see this at first. They blunder out with "Mother thinks you ought to do so and so," or "Mother says something else," and out of the blow they deal their husband's vanity springs much of the dislike to mothers-in-law.

Men seldom understand a woman's affection for her own people. They do not realize how deep the flower of love strikes its roots into the home where one was born, and that no matter how tender the hand that transplants it, some of the heart fibers must still cling to the old soil. If a woman could sunder the old ties without regret, if she could forget the faithful love that has cherished her and guarded her and sacrificed itself for her at every step, what a poor, disloyal creature she would be! How worthless any affection that one so shallow-hearted could give! Let the man who complains of his wife wanting to see her mother think of that.

As a matter of fact, the man is wanting in the very first element of common sense who chooses a woman for his wife whose mother is distasteful to him. For what the mother is the girl is almost sure to be. If the mother is charming, tactful, broad and liberal in her views, a good manager, rest assured that no man goes wrong in marrying into that family. If, on the contrary, she is slovenly, extravagant, loud-voiced, shrewish, no matter how gentle and attractive a daughter may seem, with increasing years and less desire to please, she will grow into such a woman as her mother. Choose the mother-in-law first, and then the wife will be a dead sure matrimonial tip to any man.

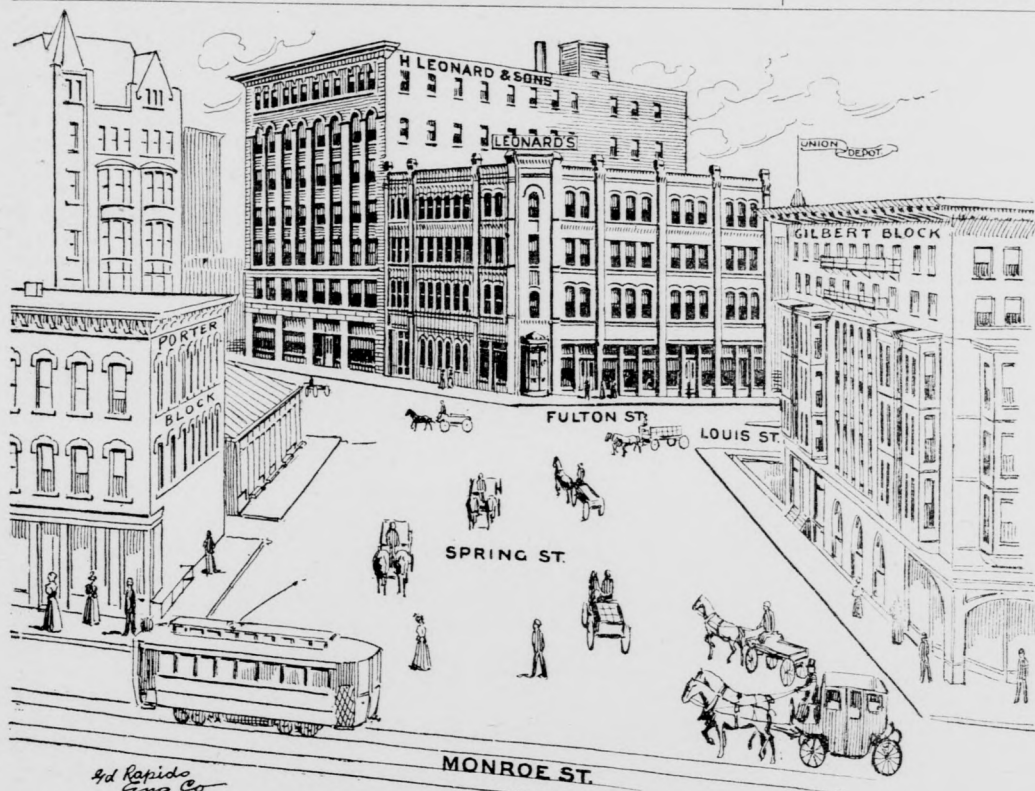
Out of His Element.

Patience: "What is the cheapest-looking thing you ever saw about a bargain counter?"

Practice: "A husband waiting for his wife."

H. LEONARD & SONS, GRAND RAPIDS, MICH.

Crockery, Glass, Lamps and
House Furnishing Goods
Wholesale Bargain Counter Supplies

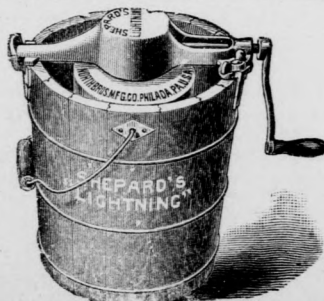


Cut showing the new seven-story addition to our wholesale stores, corner Spring and Fulton Streets, on the first floor of which our office and wholesale sample room will be located. Our business now occupies 110,000 square feet. Two blocks from Union Depot. Four elevators, steam heat, electric lights and every modern improvement for the quick despatch of goods and convenience of customers.



Children's Carriages.

Over one hundred and fifty numbers from which to select, ranging in price from \$2.50 to \$39.00. FOOT-OPERATING BRAKE on every carriage sold FREE OF CHARGE. Any carriage furnished with rubber tire wheels at a slight advance.

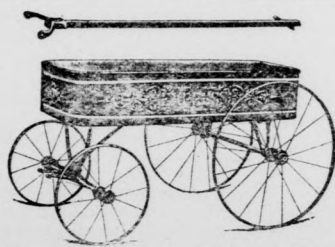


Two complete lines of Ice Cream Freezers any size from 1 to 20 quarts. Also all kinds of Ice Picks, Chisels, Shaves, Ice Cream Dishes, etc.

A Few Facts--Read Them

We are abreast of the times. Our prices are from 15 to 30 per cent. lower than those of many firms handling the same goods, as our facilities are superior. We show new and reduced prices on every line of HOUSEHOLD NECESSITIES and NOVELTIES, the result of constant hammering to get our goods before the people lower than ever before. Don't wait for agents. We can save you money on quick orders and prompt shipments. If not received drop postal at once for spring catalogue.

H. Leonard & Sons, Grand Rapids.



Do not place your order for Iron or Wood Express Wagons, Toy Carts, Children's Velocipedes and Tri-cycles, Croquet Sets or Hammocks until you have had quotations from us.



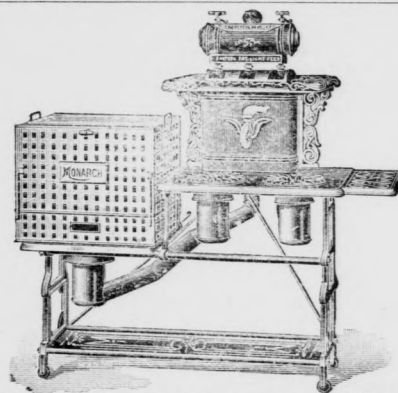
Ask for Crockery and Glassware
CATALOGUE

Importers and Jobbers of
All grades, all kinds, all prices of
Crockery, Glass and Stoneware.
Agency for
Alfred Meakins "English White Granite."
Johnson Brothers "English Semi Porcelain."
Knowles, Taylor & Knowles
Domestic Earthenware.

225 Men Employed in the Manufacture of Refrigerators.

Into every one of our Refrigerators we put twenty years' knowledge and experience.

That means more than we can explain here. The enormous success of our Refrigerators has brought out many worthless imitations. Your only safety is to look for our trade mark and insist upon having "The Leonard Cleanable."



We invite special attention to our line of "MONARCH" Blue Flame Oil Stoves and Gasoline Stoves. Nothing has been spared to make this line the finest finished, most durable and best operating stoves in the world. Sure to give the best satisfaction. We carry everything in the line of stoves. Write for catalogue.



The "TRUMAN." A guaranteed wheel with high grade equipments. The finished result of the finest workmanship and mature experience. Thoroughness marks this wheel at every point. Don't pay any fancy prices. Write for terms.

Shoes and Leather

Minor Shoe Notes.

A Chicago retailer displays an immense papier mache shoe for men's wear in his window display.

A man who has a good thing in footwear and doesn't let the people know it is not getting all the trade his offering is entitled to.

A Virginia retailer presents to customers buying \$6 worth of goods a medalion painting which is said to make a very handsome house ornament.

No matter how much time or money you put in on your window display, if perfect cleanliness is not a part of the plan it doesn't do full justice to your efforts.

Two things tend to bust a man in the shoe business. One is selling goods too light, through lack of leather, the other is selling goods too heavy—with age.

A new wrinkle in the back stays for men's shoes is to have them come down over the counter and, instead of following a straight line to the heel, curve gracefully toward the shank on either side of the heel.

Wooden shoes are now used to quite an extent by people working at ice cream making, and also used in ice houses, where the floors are covered with crushed ice which is constantly thawing, and their use for these purposes seems to be on the increase.

The one dollar oil grain creole is again in evidence and may be considered a sign of the times. This shoe has been a barometer of the leather market for the past two years and when it sees the shadow of a five cent pair raise it at once goes into retirement.

Among the new things on the market is a new stain or dye for coloring satin slippers any shade desired. This is an opportunity for retailers to change their soiled white satin slippers into a golden brown, ruddy red or a brilliant black at a small expense.

The demand for men's shoes in tan, cut from kid stock, is getting pretty general this season in the West and the style is popular. The experience last year with this light stock for men's wear appears to have been in its favor, hence the increased call this season. It certainly makes an ideal, light weight summer shoe.

There is a good deal of speculation among the trade at this time as to the new price lists on rubber footwear which are due to appear May 1, but as facts are not at hand, and as rubbermen are never elastic at this season of the year, the trade will, as usual, have to bide its time.

A very effective display for a window in a shoe store is a collection of leathers introduced among the shoes. The various shades of kid and Russia calf now on the market will help greatly to make a most striking display and one that is fully in keeping with and very suggestive of the business you aim to call attention to.

One of the new wrinkles in footwear which has made its appearance in New York is ladies' Juliets made from plaid silk and plaid cloth, with wood heels covered with the material to match the vamps, making some very striking effects in footwear for house and evening wear.

Do not assume, because we have had a run on silk vesting tops this season that the style will continue. It is subject to change as all other styles of footwear and must be looked upon as merely a fancy of the hour. The old saying that there is nothing like leather holds good in this case and observers of passing events can not fail to notice that the return to an all leather shoe is frequent and sure.

Good Things Said by Up-to-Date Shoe Dealers.

We must apologize for not giving every customer careful attention. It has been impossible during the first of the rush—now we are better able to, with

more help and better system. When we said that we needed money, and that to raise it we would sacrifice the entire stock, we little thought that such a response would follow. Yesterday people waited on themselves—with the sole idea of securing shoes at such extraordinary prices. To-day everyone shall be waited on unless the rush is even greater yet. We have amply provided. —Stoll's, Washington, D. C.

Children and birds are very much alike, as both are always singing and always in motion. Birds do not need shoes, but children do, for their feet are their wings. Children must have leather, and good strong leather, for they use their feet all the time except when they sleep and dream their sweet dreams. When they dream we do not want them to think of bad shoes that stick nails into their heels or toes, nor bad leather that has broken, nor bad soles that have fallen off. So we have only the very best shoes that can be made for them. We are praised and not blamed, and not only by the children, but by their parents and guardians also. —Cammeyer's Shoe Store, N. Y.

Shoemaking is going on every day—for we start makers on lots aggregating five to twenty thousand pairs. And so is shoe planning—often it is three months from the time a shoe idea is adopted before it is worked out into a thoroughly satisfactory shoe. Then it knocks for storeroom and some other lot—the yesterday's best—must go. That is what is back of this week's shoe selling—and money losing. And some of the ordered-out lots are not yet all finished. Yesterday fifteen hundred pairs came in—spick and span from the makers' benches—\$5 shoes at \$3. They show no crossed-off price—never had a mark on them until last night, but they are of our \$5 lots. —John Wanamaker, Phila.

Looking Through the Cases.

"Yes," remarked a shoe jobber who was taking the cartons out of the case of shoes and examining the contents, "we intend to look into every case that comes from the factory before it is sent out to our customers. Of course, it is not always possible to look at every pair of shoes, but by looking into a dozen cartons we can form a general idea of how the goods run."

"It is very important to do this, as we often find little matters which can be corrected without much trouble. For instance, here is a shoe to the upper of which a little piece of white paper from the carton has adhered. It can be taken off in a moment by a little careful manipulation without at all injuring the appearance of the shoe. This morning I found a shoe in the top of which a little tack had been imbedded. I was able to remove it without the least injury to the upper stock. Now if either of these pairs of shoes had gone out to the dealer without our seeing them they would probably have been returned to us as damaged and we would have had to pay 25 to 50 cents expressage, which would have gone a good way towards doing away with our profit on the entire case. So you see it pays to put in considerable time every day examining the goods carefully before they are sent out to our trade."

Revival of Button Shoes.

From Boots and Shoes Weekly.

The fall samples which are being made up in the factories furnish conclusive evidence that button boots on women's footwear are increasing. There is no doubt on this point. Not only is this noticeable in the Lynn factories, but information comes from Rochester and other centers that a greater provision is being made in fall samples for button boots. Manufacturers are not governed by the cost of getting out goods, because there is scarcely any difference between lace and button boots, although what little there is is in favor of the latter. Button boots have suffered for several seasons past, but they are now undeniably upon the gain.

We are all willing to admit the total depravity of some one else.

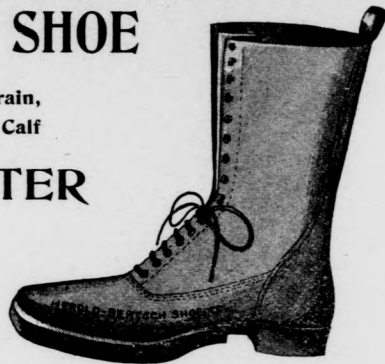
OUR RIVER SHOE

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, | \$1.00 |
| | Sole Leather Counter, Solid Inner Sole, Solid Out | |
| | 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

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.

DETROIT FLEXIBLE DOOR MATS

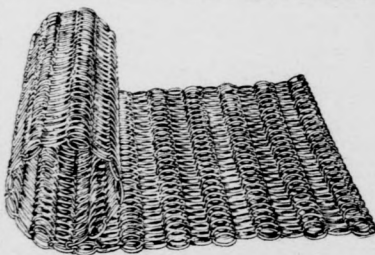
STANDARD SIZES

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

Golden Shoes.

May bought golden shoes for her boy,
Golden leather from heel to toe,
With silver tassels to tie at the top,
And dainty lining as white as snow.
I bought a pair of shoes as well,
For the restless feet of a little lad;
Common and coarse and iron tipped,
The best I could for the sum I had.

"Golden," May said, "to match his curls,"
I never saw her petted boy;
I warrant he's but a puny elf,
And pink and white, like a china toy.
And who is he that he should walk,
All shod in gold, on the king's highway,
While little Fred, with a king's own grace,
Must wear rough brogans every day?

And why can May from her little hand
Fling baubles at her idol's feet,
While I can hardly shelter Fred
From the cruel stones of the broken street?
I envy not her silken robe,
Nor the jewels' shine, nor the handmaid's care,
But, ah! to give what I cannot—
This, this is so hard to bear.

But down I'll crush this bitter thought
And bear no grudge to pretty May,
Though she is rich and I am poor,
Since we were girls at Clover Bay;
And ask the Lord to guide the feet,
So painfully and coarsely shod,
Till they are fit to walk the street
That runs hard by the throne of God.

"Good bye, friend Ellen," "Good bye, May,"
What dims her eyes so bright and blue,
As she looks at the rugged shoes askance?
"I wish my boy could wear those, too;
But he will never walk, they say."
So May, with a little sigh, has gone,
And I am left in a wondering mood,
To think of my wicked thoughts alone.

It needs not that I tell you how
I clasped my sturdy rogue that night,
And thanked the God that gave him strength
And made him such a merry wight;
Nor envied May one gift she held,
If with it I must also choose
The sight of little crippled feet,
Albeit shod in golden shoes.

Loaded, as Usual.

About ten years ago a tanner in Pennsylvania discovered that a preparation of zinc was a valuable adjunct in tanning. It gave weight and a fine texture to leather. He tanned with it and sent a carload to a commission house in New York. A currier looked it over and expressed his willingness to pay the price. A couple of sides were thrown off the pile. They were marked thirteen pounds. "Here," said the currier; "put those sides on the scales; they are about a ten-pound pattern." The weight was correct, as marked. "What kind of a d—d fraud is this," said he, as he cut open the side and showed the glint of the zinc with which it was weighted." He didn't buy. The transaction reminded one of Mark Twain's story of the "Jumping Frog," or the better one about John C. Southwick, the New York leather dealer, who was a practical joker. One morning John walked down Sixth avenue, and in Parker's restaurant saw a fish labeled, "The biggest shad in New York." John went in and enquired the weight. "I'll bet you a bottle of wine," said he to Parker, "I can bring a shad from the market to-night that will weigh more." Parker took the bet. John went to Fulton Market and picked out the biggest shad he could find. Then he bought some fine shot and filled the fish with it. That night he walked into Parker's with a couple of boon companions and his fish. It was weighed. John won the bet and the wine was drunk. A couple of hours later the cook opened the shad, and about three pounds of shot rattled out on the floor. There was, of course, some bad language used, but the wine had been finished. Parker got his revenge by putting the fish and shot in his window, labelled, "John C. Southwick's shad! Loaded, as he usually is!"

Reminiscences of Childhood.

Childhood is a good thing. It is something all of us have had more or less experience with. It is a pretty difficult matter to get along in the world without being a child at some

period of our careers. Childhood is the flush budding of life's young spring. It is the season of fairy dreams and golden ambitions, and cramp colic, and seed ticks. And, as we grow old, as the ghostly shadows of the great afternoon steal athwart our pathway, we love to sit down and recount the joys of the vanished past. We love to recall the exhilarating thrill which filled our breast when we stuck our thumb in our mouth and looked in at the dining room door just in time to see the fat chicken leg we longed for vanish down the throat of the local preacher. How cold and desolate the world looked! How we longed to bear a motion to adjourn! How we yearned to hand in a long letter of regrets! In fact, we threatened to go exclusively into the yearning business. Another pleasant memory that comes back to us mixed up with rose mist is that of pushing a wheelbarrow along the margin of a stony brook for the purpose of gathering up a job lot of stone-bruises. Then what noble aspirations thrilled our soul when we stole into the pantry and lassoed the fruit jar with a bowstring, and with a manly pull landed it on the floor with such violence that the cranky old bottom followed the example of South Carolina and seceded from the Union! And with what rapture do we recall the tidal wave of joy that swept over us when mother came softly in and wrapped us in the downy folds of the broom handle!

Indian Paints His Russet Shoes.

From the Washington Post.

One of the Delaware Indians who has been in Washington on business connected with the tribe called at the Capitol the other day for a pow-wow with Representative Curtis of Kansas. He wore a spectacular pair of shoes, which a few hours before were beautiful russets, purchased at a store uptown. Arraying himself in his newly-acquired shoe leather, Poor Lo started out for the Capitol. He decided that the russet color was not to his liking, and, after due enquiry, perched himself on a boot-black's chair, where he insisted that nothing but the blackest polishing would do for his sandals. The bootblack protested, but the Indian got his shine, paid for it, and proceeded on his way. Passing a drug store where some painters were at work, he took a brush and daubed the shoes with a color to his taste. Then with blankets and feathers he proudly tramped on to make his congressional call.

Rubber Shoes for Soldiers.

From the Washington Post.

Enterprising Yankees from New England are already coming to the front with their devices for use in time of war. One of the most novel of these was brought to the attention of a Rhode Island congressman last week by one of his constituents. It is an elliptical rubber shoe, intended for soldiers on the march. The advantage claimed for the shoe, which has been patented in this and other countries, is that it is easier on the foot, irritates the nerves less and enables the soldier to walk or run farther in a day than in any other kind of foot-gear. The Rhode Island congressman was requested to urge the adoption of this shoe for wear in the army.

Baby Rubber Soles.

Shoemakers are now frequently called upon to fasten two little strips of rubber across the sole of babies' shoes at the ball of the foot. This is done to obviate the constant tendency to slip back that attends the babies' initial efforts at learning to walk. Every one who has noticed a baby taking its first erratic steps from chair to chair, slipping back until the little soles are worn almost as smooth as glass, and has felt his own ankles ache with sympathy at the strain, will count this idea worth general adoption.

Offered to Show Her Strawberry Mark.

From the Anaconda Standard.

"There," she said, as she finally got the check properly endorsed and handed it to the paying teller. "I'd like to have the money, please."

The young man scanned it carefully and then looked at her.

"Is there anything wrong with it?" she enquired apprehensively.

"No; I am sure it's all right. Only we have our rules here, and before we can let you have the money you will have to be identified."

"But the friends I am visiting took a trip out into the country with my mother this morning."

"Then you will have to wait until tomorrow."

"But I need the money to do some shopping with this afternoon."

"I'm very sorry."

"Is it absolutely necessary to be identified?" she asked plaintively.

"Absolutely."

"Well, I suppose I can manage it. Will the bank be open for an hour?"

"Yes."

"Then I'll hurry home and put on my evening gown. It's a great deal of trouble, but it's the only way, and I'm glad I thought of it."

"I don't quite understand."

"Why, I have a strawberry mark on my right shoulder, and everybody who has read anything at all knows that there isn't any better identification than a strawberry mark."

Told in a Few Words.

Customer: "Is the cashier in?"

Clerk: "Yes; he's in."

Customer: "Where is he?"

Clerk: "In Canada."

Customer: "Is the proprietor in?"

Clerk: "No; he's out."

Customer: "How much?"

When a man divides all his property among his relatives, he should sit down and send for the fool killer.

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 store-keeper 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.

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.

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.



Grand Rapids LUMBER BARK AND COMPANY.

WAPHELPS, President
C. F. YOUNG, Vice President
CAPHELS, Sec'y & Treas.

419 421
MICH. TRUST
BUILDING

GRAND RAPIDS, MICH.

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

Fruits and Produce.

Detroit's Experience With Peddlers and Alleged Farmers.

Written for the TRADESMAN.

The farmers, gardeners, small fruit and vine growers in that part of Michigan tributary to Detroit have been, for some time past, asking for an explanation of the causes which are combining to make the prices for their products so low. Many of the most important products of the garden and vineyard have not brought enough, during the last two years, to return to the grower the money actually expended in growing the crop, leaving nothing to compensate the husbandman for his labor and the interest on the necessary investment in land and tools with which to properly cultivate it. The producer is not the only one who has been watching developments in connection with the trade in garden produce and perishable fruits. The city dealers in these commodities, both at retail and at wholesale, are watching with no little apprehension present tendencies in local trade circles. There are those who believe that conditions can be greatly improved by the rigid enforcement of more stringent trade regulations, while others insist that the trade in these products of nature must always be controlled by the law of supply and demand.

To the candid, disinterested observer, however, it seems as though some local regulations could be adopted and enforced which would prevent, to some extent, the demoralizing results which often follow close in the wake of an oversupply and the scarcity which is sure to follow. There are other natural products the supply of which is practically inexhaustible and for which there is only a limited demand, the trade in which is uniform and even, simply, because, as a rule, no irresponsible men are allowed to handle them. The dealer who controls a large remunerative trade and has the business capacity to keep his trade well in hand, so that he may make the most of it for himself and the men who ship to him, if he be a commission man, will prefer to sacrifice an entire consignment of goods rather than to ruin his business and that of others engaged in the same line, by pushing his stock into an already overloaded market, thus injuring the trade for the entire season. A case in point occurred early in the season of 1897 in connection with the berry trade of Detroit. On a certain Saturday all local commission men received large consignments of berries in a very bad condition, which they closed out to the peddlers at extremely low prices. Before noon of that fateful Saturday the "nickel a quart" cat-call—which, by the way, will ruin the berry trade of any city—was ringing merrily down the streets and avenues, sounding the knell of the season's trade in this important commodity. There is not a shadow of doubt but that it would have been better for all concerned if the local commission dealers had dumped these half-rotten berries instead of glutting the market with such a large quantity of stock for which so little money could be obtained. In either case a falling off in receipts was sure to follow; but the confidence of shippers could have been soon restored by a careful handling of succeeding consignments had not the trade of the entire city been seriously injured by this sudden radical cut in values. The die was cast, however,

and it was absolutely impossible to obtain a decent price for that variety of fruit during the remainder of the season. The peddler would not buy in the morning at fair prices and get out and sell his stock, as he had been doing hitherto, but would hang around the wholesale houses until the heat of mid-day had rendered the fruit less salable, and then buy the half-rotten stuff at a low price. Was it strange that the people who bought fruit of these peddlers suddenly discovered that they did not care much for berries anyhow?

Is there any other method so certain to diminish consumption as this plan of selling to the public, even at a low price, a worthless article? True, in the case referred to above, legitimate dealers continued to do a limited amount of business, but their trade was curtailed and they were annoyed while endeavoring to do the public a favor by selling a first-class article at a fair price; in a word, the ever-present ghost of the cut-rate cat-call hovered over the trade and rendered it of little value either to the grower, the shipper, the local dealer or the consumer. It does not follow that an individual is a rank monopolist, or that he is conspiring against the public weal, when he lifts his voice in favor of rules and regulations which will help to secure more uniformity in price and quality and decrease the opportunities and temptations to defraud a gullible public. Two facts have long since become apparent to all experienced vendors of table supplies, namely, the matter of a few cents, more or less, for an article which just suits the taste is not missed by the buyer, and that no price was ever low enough to make amends for an outraged palate.

It is doubtless more difficult to establish and maintain a uniform scale of prices for agricultural products than for any other line of goods handled by the trade, owing to the peculiar circumstances which influence values at different seasons of the year. There are short seasons when those connected with the produce trade of the city are largely at the mercy of the conditions which at those particular times affect the visible supply. Municipal, state and national laws are extremely jealous of the rights of the producer. And properly so. He is allowed to dispose of the fruits of his labors without let or hindrance from the authorities so long as he deals squarely with his customers. As a result of these conditions, an oversupply sometimes comes to hand and business must, of necessity, be done at a very small profit. At other times just the opposite of the conditions referred to exists and prices seek a high level for the time being. City dealers are often inclined to magnify the loss in trade which they sustain on account of house-to-house retailing by farmers and market gardeners. These men are too busy to spend much time during the busy season peddling from house to house when they can find customers who will buy at wholesale. Many farmers get better prices for what they bring in than do the regular retail dealers, and that which is sold too low is so widely scattered as to have little influence.

The class of traders who have worked the greatest injury to the general produce trade of Detroit, aside from the cut-throat tactics of the irresponsible peddler, have been the fly-by-night country hucksters who pose as farmers. Up to a few months ago, this rather shrewd, and completely unscrupulous, class had everything their own way, bringing in

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,

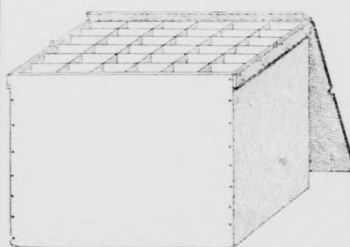
Grand Rapids, Mich.

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.

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.

produce by the carload and selling it in direct competition with local dealers without paying a cent of rent or license. One year ago last January, an ordinance passed the Common Council of Detroit which provided that all wholesalers not having regular places of business in the city, and who did not themselves grow the articles which they offered for sale, should pay a license of \$100 for the privilege of doing business in the city. There had been, for some years, an ordinance on the city's books which provided that none but farmers were to be allowed the privileges of the public markets; but, instead of insisting upon the rigid enforcement of this ordinance as they should have done, the aldermen granted special privileges to certain of their friends to retail on the markets, thus rendering obsolete the ordinance and encouraging a vicious and demoralizing practice. Of late, however, the practice of granting special privileges has been largely discontinued by the aldermen and they have themselves shown a disposition to help along the cause of reform in trade methods. A step which indicated the change in the opinions of the members of the Common Council upon this important matter was the passage of a peddlers and hawkers' license ordinance requiring the payment of a license of \$25 and the filing of a \$200 bond as a guaranty for the responsibility of the individual engaging in the business of peddling as a means of livelihood. The importance and necessity of protecting local trade interests had evidently forced itself upon the Council through seeing the great numbers of empty stores which were staring them in the face in all parts of the city, and the downcast and disheartened feeling which seemed to pervade the entire trade in some lines. As stated, these measures were passed by the Council, signed by the Mayor and went into force as city ordinances.

It was right at this point that the most difficult part of the work began for the local pioneers in trade reform. These matters had been allowed to go at such loose ends for so long that it was very difficult to induce city officials whose duty it was to enforce these new ordinances to take hold of the work with any degree of earnestness. There were a few well-known private citizens who kept hammering away at the officials until they were induced to take up the work and prosecute it with a considerable degree of thoroughness. There were certain difficulties which presented themselves, however, which rendered almost impossible the conviction of the parties arrested upon complaints made under these ordinances.

In connection with the ordinance against indiscriminate wholesaling the greatest obstacle was found to be the inevitable claim made by the offenders—that they were farmers. These worthy gentlemen would ship in a carload of produce by rail and run the car in on a side track in some quiet, outlying district. Dressed in blue jeans and other farmerlike attire, with an old wagon and a team of horses which had the appearance of having just arrived from the country districts, these make-believe farmers succeeded in fooling some of the shrewdest of the officials who had the courage to make an attempt to enforce the ordinance. This condition of things did not last long, however, for the officials soon "got next to" their little game and could recognize them as soon as they saw them and would immediately begin to ply them with ques-

tions as to the legitimacy of the enterprise in which they were at present engaged. These fellows were evidently "up to the times" in all of the tricks necessary to the successful prosecution of the business of wholesaling produce, but there were very few of them who were proof against the everlasting quizzing which they got from the officers after they warmed up to the work. In the majority of cases they would turn over the remainder of the carload unsold to some regular wholesale dealer and shake off the dust from their feet and depart, to return no more forever. If, by chance, one of these enterprising gentlemen plucked up courage and came again, the second dose was usually all that was needed, for it is useless to say that the "loving kindness" shown him by the dealers to whom he went with the culled-over fragment of his load was not of the kind which, in the taking, creates a desire for more of the same nature.

As to the legal proceedings taken in connection with the enforcement of the wholesale ordinance, there were none worth mentioning, and the actual results in the cases which were brought were anything but satisfactory to the friends of the ordinance, owing to the difficulty in collecting evidence. The tireless work of the officials in sizing up these merchants of rural "make-up," and the assistance given by the regular dealers and the farmers who visited the market every day, soon cleared the city of this class of traders and relieved the legitimate trade of the embarrassing competition which resulted from their peculiar and unwarranted methods.

The work of enforcing the peddlers' ordinance, to which reference was made above, was not nearly so successful, however, owing to certain conditions, which will be explained in a future communication, which will be a short history of a year's experience with a \$25 peddlers' ordinance in Detroit. I write concerning this question, not because I expect the general reader to have any interest in the local bearing which the facts connected therewith may have, but rather because I am convinced that circumstances are much the same in other cities, and am also of the opinion that a knowledge of the experience which we have had here in Detroit may help to make any effort made in the same line in other cities more effective and thorough.

H. H. MACK.

Negation in Rhyme.

A certain young man who went out West, a few weeks ago, soon after his arrival sent the following back home to his papa:

"Some skies are blue
And some are dark;
Please send me fifty—
Your son, Mark."

The father, not wishing to be outdone by his son, sent back the following reply:

"Some skies are blue
And some are pink;
I'll send you fifty—
I don't think."

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 Pittsburg, and quick transit by both Penn. Central and B. & O. to New York, Philadelphia, Baltimore and Washington; we are authorized to purchase for our local customers 5,000 cases finely candled eggs for April and May deliveries; also several cars creamery butter; correspondence solicited. Address Hygeia Crystal Ice & Cold Storage Co., Uniontown, Pa.

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.

STRAWBERRIES

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

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

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

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.

GOTHAM GOSSIP.

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

Special Correspondence.

New York, April 9—While continued suspense over the political situation has checked trade in some lines, local excitement centers in Wall street. During the past week the coffee market has been active and prices advanced briskly, No. 7 Rio selling on Thursday at 7c. This was followed by a reaction, buyers holding back for the political situation to turn one way or the other, and to-day the market closes dull with No. 7 Rio held at 6¾c. Mild grades have been steady, with only a moderate business transacted. Jobbers generally have large stocks on hand, but show no disposition to hurry sales. Good Cutcuta is held at 9½@9¾c; Maracaibo, fair to good, 8½@9½c; Padang Interior, 23½@31c, as to grade and mark; Mocha, 16½@19c.

The market for raw sugar has been firm, values remaining the same as quoted last week—3½c for Miscovado 89 test and 4½c for Centrifugals 96 test, at which prices a moderate volume of business has been transacted. Refined sugar is higher all around, standard granulated selling to-day for 5¼c.

The interest in the tea trade has been centered in the monthly auction sale which occurred on Wednesday of this week, at which higher prices were paid, due to the talk of a duty in case of war. The market closed firm, with a better out-of-town business and invoice trading light.

The activity prevailing in spices early this week has fallen off some, but the business transacted was at full figures. Singapore pepper is firm at 8½@8¾c and Zanzibar cloves at 8c. The jobbing trade has been fairly active.

Out-of-town business in molasses has been for actual wants only and local trading has also been light. There has been a moderate demand for foreign grades at full figures. We quote New Orleans centrifugal, good to prime, 15 @22c; open kettle, 27@30c. Syrups are firm, with distributing trade light. Prime to fancy sugar syrups, 17@22c.

Foreign grades of rice have been moving freely, with prices higher on Java. Other sorts are firm, with values tending upward. Advices from the South note strong and advancing markets.

There is very little doing in dried fruits. Buying is mostly for positive wants. California raisins are firm at steady prices. Imported raisins are dull. Currants are quiet and easy. Nuts are firm for all sorts.

Receipts of California oranges are still large and at the last auction sale higher prices were realized. The finest navels are worth \$2@3; ordinary, \$1.90 @2.25. Jamaica oranges sell slowly, but at steady prices. Repacked are quoted at \$4.50@5.50 per bbl. Pineapples are quiet and firm. Lemons are unchanged and in moderate demand.

In canned goods there has been a drop in Columbia River salmon of 5@7½c per dozen. Tomatoes are easier for spot goods. New Jersey standard No. 3 spot are offered at \$1; for future delivery, 75c. Corn is quiet, with New York State spot held at 65@70c; for future delivery, 60@70c and upwards as to grade and label.

There has been a steady enquiry for desirable grades of creamery butter and the market has ruled firm under light receipts. Western firsts, 21@21½c; State firsts, 20½@21c; imitation creamery, firsts, 16½@17½c. Receipts Friday were 3,142 packages.

The cheese market rules dull and weak except for choice full creams, which are in better request and firm. Fancy full cream, large, 8c; small, 8¼ @8½c. Receipts, Friday, 595 boxes.

Receipts of eggs have been liberal and the market closed firm, with a good demand for fine fresh stock. Sales of nearby fancy were made at 11@11½c. Western fresh gathered, 10c.

Use of Liquid Glass in Egg Preservation.

From the London Grocer.

The use of a water-glass solution in

the preservation of eggs is probably the best-known process yet available for keeping eggs good, inasmuch as it is accompanied by fewest disadvantages. Water-glass or Wasserglas, as the Germans call it, is a very curious substance, well known in certain industries, but almost unknown to the general reader. A better name for it is soluble glass. It is called a glass because it is an alkaline silicate, and it is termed soluble because it will dissolve in water, or rather will mix with water very easily. In appearance it looks like a thick sugar syrup and might easily be mistaken for it. It is made by fusing silica, for example quartz, with sodium or potassium carbonate, adding a little small coal in order to aid the reaction. The commonest grades are manufactured by fusing two parts of quartz sand with one part of sodium carbonate and one-tenth part of small coal. Most of the soluble glass or water-glass which is on the market is used for making artificial stone, but large quantities are used for rendering wood fire proof, as a detergent, and for protecting natural stone of good quality but which does not weather well. These uses suggest the reason why water-glass is so useful in the preservation of eggs, for in solution it enters the pores of the egg and probably combines with the calcium carbonate of the egg-shell, forming an impervious cement which prevents the ingress of air and the germs which it may contain. It ought to be pointed out that treatment with water-glass, as with lime water, will reduce the elasticity of the egg-shell, so that when the contents of the egg swell during boiling, the shell will crack unless relief is afforded by puncturing one end with a fine needle immediately before cooking.

In order to use water-glass successfully, the following plan should be adopted: Take one part by measure of water-glass (one gallon) and ten parts by measure of water that has been well boiled and cooled (ten gallons). Place the water and the water-glass in the vessel in which the eggs are to be preserved, and stir the ingredients well together; then put in the eggs, or the eggs may be packed in the vessel first of all, which is perhaps the better plan, and then the mixture of water and water-glass poured over them until the topmost layer is completely covered. The reason for boiling the water is obvious to anyone who knows that the process of boiling kills any putrefactive germs which may happen to be in the water at the time, but great care must be taken that the water is not used hot or even warm; it should be cooled down to the temperature of the air before the water-glass is mixed with it and the mixture poured over the eggs. On the whole, it is the best plan to purchase water-glass of the best quality, and even then it is quite cheap. It is generally bought by the cwt., and, although the market varies, it ought to be procurable at about 10s. or 12s. a cwt. The reason why we recommend purchasing the best is that sometimes common kinds of water-glass affect the fingers in handling and if such is employed there will probably be trouble with the workmen, who are quick to object to anything which, as they say, "perishes" the hands.

Eggs kept in this solution of one part water-glass and ten parts of boiled water have been known to keep good for at least nine months, but it goes without saying that the eggs must be fresh when they are immersed in the solution.

Ignorance No Excuse for Sellers of Oleo.

The Internal Revenue Collector has received the following letter from Commissioner of Internal Revenue Scott:

With reference to the applications which have been made for the relief of certain grocers in your district from special tax and penalty which have been assessed against them as retail dealers in oleomargarine, on account of their having sold oleomargarine which they had bought as butter and sold supposing it to be butter, the following state-

ment of the settled ruling on this subject is made for the information of all concerned:

There is no warrant of law for holding that persons who sell oleomargarine by retail are not required to pay special tax as retail dealers therein, if they show that they sold it as butter, supposing it to be butter. Such a ruling would establish a precedent that could only result in great detriment to the revenue, and would be contrary to the rule of construction of a revenue law, laid down by the Supreme Court, that it must be construed in favor of the revenue to prevent evasions.

In view of the stringent provisions of the law relating to oleomargarine, it is incumbent upon all persons engaging in the sale of butter to take great pains to assure themselves that the substance they buy and sell as butter is, in fact, genuine butter and not oleomargarine. If they neglect this duty and accept the mere allegation of the persons selling to them that it is butter, and it turns out, after they have themselves sold it, to be oleomargarine, they must bear the consequence and pay the tax which the law requires shall be paid for such sales. But where it is clearly shown that persons have sold oleomargarine under the mistaken impression that it was butter, they are entitled to relief from criminal prosecution on the account of having made such sale without payment of the special tax, although they can not be relieved from the tax; and these facts may also be regarded as ground to support claims for abatement of the 50 per cent. penalty when assessments have been made in such cases.

The Father's Diagnosis.

Mrs. Smilax: "Henry, I really believe Freddy is going to be a doctor when he grows up. I heard him tell Mary that she must be careful of her health, and that pie was considered hurtful."

Mr. Smilax: "It looks to me as though he is more likely to become a lawyer. I noticed that he had two pieces of pie at supper last evening."

Association Matters

Michigan Retail Grocers' Association

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

Michigan Hardware Association

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

Detroit Retail Grocers' Association

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

Grand Rapids Retail Grocers' Association

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

Saginaw Mercantile Association

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

Jackson Retail Grocers' Association

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

Lansing Retail Grocers' Association

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

Adrian Retail Grocers' Association

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

Traverse City Business Men's Association

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

Owosso Business Men's Association

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

Alpena Business Men's Association

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

Grand Rapids Retail Meat Dealers' Association

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

St. Johns Business Men's Association.

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

W. R. Brice.

Established in Philadelphia 1852.

C. M. Drake.

W. R. BRICE & CO.

WHOLESALE
CASH BUYERS
OF EGGS

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.

Our mutual friend, Editor Stowe, says we have had a change in politics in the shape of a new mayor, and that we should have a new advertisement. We haven't time to write much, but here is what we have to say: We are here buying Eggs for Cash, and want all you can ship us f. o. b. cars, your station. We want all the Roll Butter you can ship. Write for prices on Eggs and Butter.

W. R. BRICE & CO.,
Grand Rapids, Mich.

Our Philadelphia house is also badly in want of Fancy Creamery Butter on Commission, and it will pay you to ship all you possibly can. They have the best market on fine Creamery in the United States. Ship sure.

W. R. BRICE & CO.,
Philadelphia, Pa.

Commercial Travelers

Michigan Knights of the Grip.

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

Michigan Commercial Travelers' Association.

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

United Commercial Travelers of Michigan.

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

Michigan Commercial Travelers' Mutual Accident Association.

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

Lake Superior Commercial Travelers' Club.

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

Gripsack Brigade.

H. P. Wollaver and John Foster, of Owosso, have gone on the road for the Corunna Shoe Co. Mr. Wollaver will cover Wisconsin and Illinois and Mr. Foster will travel in Michigan.

Frank W. Parsons, formerly general salesman for the J. G. Butler Tobacco Co., of St. Louis, has taken up his residence in Grand Rapids and undertaken the handling of a line of specialties.

Frank M. Tyler has made a new arrangement with the Howard Furnace Co., by which he acquires exclusive control of Michigan, Wisconsin, Illinois and Northern Indiana. His son, Edgar M. Tyler, will travel with him and assist him in effecting sales.

Fred L. Frost, a traveling man well known all over the State, died suddenly of pneumonia Monday at the Palmer House, Chicago. He had been with Morley Bros., of Saginaw, for seventeen years, and at the time of his death was in the employ of Wallace, Smith & Co., wholesale harness dealers of Milwaukee. Deceased lived in Grand Rapids for a number of years, but of late made his headquarters at the Griswold House, Detroit. Deceased was 38 years of age, married, a member of Grand Rapids Elks, was affiliated with the Saginaw Knights of Pythias and the Michigan Knights of the Grip. He will be buried in Vermont, his natal State.

There is a queer combination at Adrian in the person of H. F. Wyatt who runs a cut-rate drug store and makes a bluff at running the Lawrence House. Neither is very well run and neither is very creditable to the man who figures as proprietor. What he loses on his drug sales he probably makes up by charging the traveling public at the rate of \$2 per day for accommodations which would be dear at \$1. To the credit of the traveling men it may be stated that Wyatt seldom has the opportunity of entertaining a salesman a second time, one experience being quite sufficient to last a lifetime. Unless the Tradesman is misinformed—and the opinion herewith stated is based on numerous complaints of a similar character—Mr. Wyatt would be more at home tending bar in a frontier saloon or conducting a bull fight in Cuba than he is in attempting to manage a drug store or hotel. He was apparently born without any of the attributes of a gentleman and has not improved his opportunities since that time.

The Grain Market.

The fine weather kept the wheat market in a drooping state during the past week. The large Northwestern receipts, the enormous world's shipments, which

were more than 10,000,000 bushels, proved bear arguments. This, coupled with the fact that the visible showed only a small decrease of 94,000 bushels and the Government crop report came in showing 86 per cent. of a crop against 81.4 per cent. last year and 77 per cent. in 1896, also had its effect. However, prices did not decline. The visible is only 7,500,000 bushels less than last year and 29,500,000 bushels less than in 1896. It looks now as though present prices would hold, but that dollar wheat would not be reached at initial points. May wheat in Chicago holds around \$1.06, but there is no trading. It is surprising that the visible does not decrease faster.

As stated in former reports, the flour trade is not of a rushing nature, as is usually the case when prices are drooping. Buyers seem reluctant about placing orders.

It is entirely different with mill feed, as it is very scarce and prices are firm. Coarse grains, as is usual, remain steady, notwithstanding the visible decreased 2,500,000 bushels. We might mention that the visible in corn is 40,000,000 bushels, against 20,000,000 bushels at the same time last year.

The receipts during the week were large, being 64 cars of wheat, 13 cars of corn and 11 cars of oats.

Millers are paying 90c for wheat.

C. G. A. VOIGT.

Movements of Lake Superior Travelers

J. R. O'Neil (C. P. Collins & Co.) is with us.

J. B. Tucker (Hammell Cigar Co.) is now the musical conductor of the Hammell Cigar Co.'s Concert Co. So says his advance postal cards. As a crayon artist, Mr. Tucker is no slouch.

John Dillon is in the Upper Peninsula again.

H. I. Telling (Guthman, Carpenter & Telling) is calling on Upper Peninsula friends and selling shoes on the side. Irving is a busy boy.

T. C. Robbins, erstwhile manager for the Ferguson Hardware Co. (Soo), has resigned. Mr. Van Lou succeeds Mr. Robbins.

A. Boex (United States Biscuit Co.) circulates the Upper Peninsula regularly.

W. G. Carah (Merrian, Collins & Co.) did the iron country last week.

F. C. Comstock (Roundy, Peckham & Co.) mixes bicycles with his grocery business. His house has the agency for a prominent wheel.

G. F. Gengnagel (National Cash Register Co.) is doing the Upper Peninsula. Mrs. G. is with him.

J. W. Gray (E. P. Stacey & Son) can snore louder than any other man on the road. Passengers on the Soo line cannon ball train so testify.

Excellent Advice to Potato Growers.

From the Ludington Appeal.

It will be remembered that for several years so many late-planted and unripe potatoes were shipped from Northern Michigan that the reputation of this portion of the State for sending out sound and good stock was damaged and dealers could not find market for our crops. The Appeal is glad to state that a great many farmers learned a lesson, and much earlier planting of the late potatoes resulted last season. According to reports all along the shore from Ludington northward, the potatoes shipped out last fall were first class, being thoroughly ripe and mostly clean stock. There is no more need for having scabby than green or frost-killed potatoes for the market, and now that Northern Michigan has redeemed herself, it is to be hoped that potato growers will unite in keeping our reputation unspotted in the future. If we do, it will mean five or ten cents a bushel more on the average to the farmer.

Talent is unmined gold.

GONE BEYOND.

Death of Wm. Boughton, the Veteran Shoe Salesman.

Wm. Boughton, traveling representative for the C. E. Smith Shoe Co., died at Butterworth Hospital Sunday and was buried this afternoon from the Wealthy Avenue Baptist church. The following biographical sketch of the deceased appeared in the Michigan Tradesman of July 24, 1895:

"In that district of merry England" which is known as Windsor, a town which takes its name from the famous castle which is one of the residences of the Queen, Wm. Boughton was born on May 13, 1841. There are few towns fairer to look upon than Windsor as it dots the English meadows at the foot of the stately castle; there are none so rich as she in historical incident and royal story, and the boyhood passed here was keenly alive to all that clustered around the royal pile. What a place to study English history, in the shadow of the very walls which the Conqueror erected for his home! And what boy born and bred in the neighborhood of Runnymede would ever forget the Magna Charta after his feet had visited that famous valley and his eyes had seen the very table upon which the precious document was signed!

Reared among such scenes, the boy made the most of the schools of Windsor until he was 14, when he began his business life as clerk in a grocery store in his native town. On reaching his majority, he left England for America, and came to Detroit, May 1, 1862. For two months he was with his uncle on a farm at Grosse Pointe near Detroit, and July 5th of the same year he obtained a position as clerk in the retail shoe store of Stephen Smith, of Detroit, where, with him and with Stephen F. Smith & Co., his successors, he remained for fifteen years—five years as clerk, three years as shipping clerk, and seven years on the road, the firm, in the meantime, having gone into the jobbing and manufacturing of boots and shoes. On the failure of this firm he took a position with R. & J. Cummings & Co., a wholesale shoe house of Toledo, with Western Michigan as his territory, remaining with them for eight years.

On their retiring from business, he took a position covering the same territory with H. S. Robinson & Burtenshaw, of Detroit. He remained with this firm and their successors, H. S. Robinson & Co., eight years, closing his connection with them Feb. 1, 1893, when he took a position with the C. E. Smith Shoe Co., of Detroit. His territory comprises the northwestern section of the Lower Peninsula of Michigan, the Upper Peninsula and a part of Wisconsin.

Twenty-five years ago Mr. Boughton took his first degree in masonry in Detroit. He now stands on the 32d round of the ladder in the Scottish rite. He is a member of De Molai Commandery Knights Templar; of Saladin Temple, Nobles of the Mystic Shrine, as well as an Elk—organizations, every one of them, whose shields are emblazoned all over with "Good will to men."

It is to be regretted that much which might have been written here, aside from the business career which has been closely followed, has been proscribed. "Kind hearts are more than coronets" and the story which tells of a thoughtful care for others can never be out of place. It is pleasant to remember however, that those who read these lines and are interested in them, will be sure to see the part which has been omitted and will be just as sure to end the narrative with "Inasmuch as ye have done it to the least of these, my brethren, ye have done it unto Me!"

Reopening of the Popular Grand Haven Route.

April 11 the Grand Trunk Railway System placed in service their fast steamboat train, leaving Grand Rapids at 10 p. m., arriving at Grand Haven 11 p. m., making close connection with Crosby Transportation Co.'s steamers,

arriving in Milwaukee at 6.30 a. m. Connections made at Milwaukee for all points West and Northwest. As in former years, this train will have attached an elegant Wagner buffet parlor car. Rates via this line are less than going all rail. Berths on steamers are free to passengers holding first-class tickets. For information apply at City Ticket Office, 97 Monroe street, Morton House, or at depot.

Notwithstanding the misleading influence of certain trade marks, the specific characteristics of Portland cement, as made abroad, and that produced in America may be easily distinguished. In the former case, the composition in a given brand does not vary 1 per cent. in any constituent. It is made by grinding a cement rock low in magnesia with a given proportion of clay, the rock going into the mixture being carefully analyzed several times a day, and the proportion of clay and gypsum to make up the exact chemical proportions is added to the mixture; this is then burnt in a furnace of special construction, giving intense heat, the fuel being either pulverized coal burned with an air blast, or vaporized oil likewise burned with an air draught—in this way burned to a clinker resembling lava, which is extremely hard, and, when reground to a fine powder, is ready for use. The chemical composition of the best Portland cements of American manufacture is about as follows: 64 per cent. of lime, 20 of silica, 7 of alumina, and 2.97 of magnesia. Another process consists in the burning of marl, or fresh-water chalk, formed by the decomposition in past ages of fresh-water shells, with a mixture of clay, and afterward regrounding the clinker.

A French scientific journal says the consumption of tobacco is decreasing in that country, being at the present time about two pounds a head of the population annually, whereas in Holland it is seven pounds, in the United States five pounds, in Belgium and Germany three pounds, in Austria-Hungary two and one-half pounds and in Canada two and one-half pounds.

Set no standard for others—they may live nearer to the light they have received than you do.

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.

Everything

In the Plumbing Line

Everything

In the Heating Line

Be it Steam, Hot Water or Hot Air. Mantels, Grates and Tiling. Galvanized Work of Every Description.

Largest concern in the State.

Weatherly & Pulte

99 Pearl St., Grand Rapids.

Drugs==Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

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

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.

What the Drug Trade Is Coming To.

After the reporter had been shown from the basement to the roof of an immense establishment that impressed him as a second-hand store of an old curiosity shop, the surprised interviewer began his work.

"What is your business, anyhow?"

"This is a drug store, sir. Oh, you need not look as though you doubted me; that's what it is. I'm conscientious, and after I had said I would supply whatever the doctors prescribed I was not the man to take it back. My first invoice was the usual outfit of drugs, hot-water bags, friction towels and numberless things of that sort. When the doctor around the corner told one of his patients to try Turkish baths, I fitted up those in the basement. For the taking of indoor exercise, under medical direction, I have the gymnasium, besides keeping everything from dumbbells to lifting machines on sale. I have horses to let, but there is not much demand for them now. Doctors are prescribing bicycles, and I have to keep all the leading makes to supply the trade. That immense pile of furniture is made of invalid chairs, beds, hammocks and things of that kind. I have common-sense shoes, harmless corsets, braces and scores of other mechanical devices that aim to bring about a compliance with the laws of nature. Of course, I couldn't go to the expense of fitting up ocean voyages or summer resorts, but I did the best I could by becoming agent for the leading trans-continental lines and watering places. The whole thing cost me more than it comes to, ten to one; but I'm conscientious and am going to keep up with the doctors." Then he answered the telephone and turned with a smile:

"Wants a jug of North Carolina mountain air."

Methods of Curing the Morphine Habit.

One of the most prominent symptoms of the morphine habit is the utter lack of truthfulness manifested by the patients regarding the use of the drug. It can never be told from their statements whether they are using it or when they have stopped using it. Consequently it is necessary in all forms of treatment to place the patient under the constant supervision of some reliable person, and as well to confine him in most instances to some particular room, otherwise he will in some way obtain the drug.

There are three different ways of withdrawing the drug from the patient:

1. Abruptly. Confine the patient and withhold the morphine or opium.
2. Rapid withdrawal of the drug.
3. A very gradual withdrawal of the drug.

We may say that the first method has not given, generally, very satisfactory results, inasmuch as it frequently gives rise to profound symptoms of collapse. The second method seems to be the most desirable. In some instances it has proved very satisfactory to make up a solution of the drug and every time a portion is taken to fill up the bottle with an equal quantity of water. In a very short time the solution will become so attenuated that practically none of the drug is taken.

The slow method is open to the objection that it takes too long a time, and the attendants and the patient generally become discouraged, and the results are not satisfactory.

One of the most important indications during the withdrawal of the drug is the stimulation of the patient by easily digested food in as large quantities as can be taken. This is one of the most difficult parts of the treatment, as the patient is generally nauseated and the digestive powers are very feeble; diarrhoea is also apt to supervene. This latter symptom is best combated and can generally be controlled by the use of mild astringents. The restlessness can probably best be controlled by the use of such hypnotics as chloral, potassium bromide, etc. Alcohol should not, generally, be employed for this purpose, as it is likely to produce the habit of alcoholism. Coca has been administered in some instances with satisfactory results, but, on the whole, it should not be employed, inasmuch as the patient may acquire the cocaine habit, which is far worse than the morphine habit.

The Drug Market.

Opium—The market is very firm at unchanged prices.

Morphine—Has at last responded to the advance of opium and has been marked up 10c per oz.

Quinine—German and New York have declined 4c per oz. The selling price for German in 100 oz. tins is 20c per oz., making price of New York in 5 oz. tins 25c. P. & W. have reduced their price 2c per oz., making 5 oz. tins 27c. The market is very firm at the decline, with large speculative buying, although manufacturers will sell speculators but small quantities.

Cocoa Butter—Has been advanced abroad and our market is much firmer.

Cod Liver Oil—Has advanced about \$2 per bbl. of 30 gallons.

Balsams—Copaiba is very active at advancing prices. Tolu is in light stock and very firm.

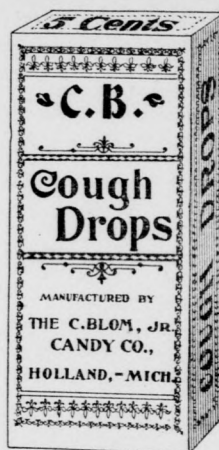
Barks—Orange peel is scarce and has advanced. Prickly ash stocks are low and an advance has taken place. Crushed soap, for reasons given last week, is still advancing.

Essential Oils—Anise has declined. Cajuput is easier. On account of competition, cassia is unsettled and the price has declined. Copaiba is firm, in sympathy with balsam, and will probably be higher.

Flowers—German chamomile have advanced.

A double life can not have a single virtue.

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



For Sale by Leading Jobbers.

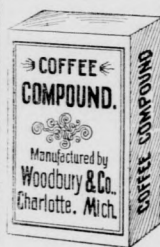
PIMPLES blackheads, boils, blotches, freckles, eruptions caused by ingrowing hair, skin that is soft and wrinkly, or rough or swarthy, in fact, all complexion difficulties should be treated with **SCHROUDER'S LOTION**, a scientific preparation for keeping the skin smooth, firm and clear—it produces and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

\$500 Reward!

To any person who can find any adulterations in our Pure Flavoring Extracts.

For over a year our business has grown surprisingly, with slight effort of ours, simply upon the widening appreciation of the superior quality of our goods. And some of our older competitors are cowardly trying to misrepresent our goods when they have displaced their own. Our new and larger laboratory and salesrooms at 16 and 18 S. Ionia street welcome you April 25th.

DE BOE, KING & CO.,
Grand Rapids, Mich.

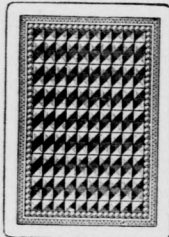


RICH DRINK

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., MFRS.,
CHARLOTTE, MICH.

The Cheapest Enameled Playing Card



ON THE MARKET IS THE
NO. 20 ROVERS

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

THE AMERICAN PLAYING CARD CO.,
KALAMAZOO, MICH.

Before the War

lay in a supply of

S.C.W.

5c Cigars. Sold by All Jobbers.

G. J. JOHNSON GIGAR CO., Mfrs.,
Grand Rapids, Mich.

WHOLESALE PRICE CURRENT.

Advanced—
Declined—Turpentine.

Acidum		Conium Mac.		Sellae Co.		Morphia, S.P. & W.		Sinaps.		Linseed, pure raw.	
Aceticum.	62 1/2	Copaiba.	35 1/2	Tolutan.	50	Morphia, S.N.Y.Q. & C. Co.	2 25 1/2	Sinaps, opt.	30	Linseed, boiled.	40
Benzoficum, German.	70 1/2	Cubebe.	1 10 1/2	Prunus virg.	50	Moschus Canton.	2 25 1/2	Snuff, Maccaboy, De Voes.	34	Neatsfoot, winterstr.	45
Carbolicum.	20 1/2	Erigeron.	1 00 1/2			Myristica, No. 1.	65 1/2	Snuff, Scotch, De Vo's.	11	Spirits Turpentine.	70
Citricum.	40 1/2	Gaultheria.	1 50 1/2	Tinctures		Nux Vomica, po. 20.	15 1/2	Soda Boras, po.	28		
Hydrochlor.	32 1/2	Geranium, ounce.	1 00 1/2	Aconitum Napellis R.	60	Os Sepia.	15 1/2	Soda et Potass Tart.	28	Paints	
Nitrosum.	8 1/2	Hedera.	1 00 1/2	Aconitum Napellis F.	50	Pepsin Saac, H. & P.	1 00 1/2	Soda, Carb.	1 1/2	Red Venetian.	1 1/2
Oxalicum.	12 1/2	Junipera.	1 50 1/2	Aloes.	60	Pieis Liq. N.N. 1/2 gal.	1 00 1/2	Soda, Bi-Carb.	3 1/2	Ochre, yellow Mars.	1 1/2
Phosphorium, dil.	12 1/2	Lavendula.	1 00 1/2	Aloes and Myrrh.	60	doz.	2 00	Soda, Sulphas.	3 1/2	Ochre, yellow Ber.	1 1/2
Salicylicum.	60 1/2	Limonia.	1 30 1/2	Arnica.	50	Pieis Liq., quarts.	1 00 1/2	Spts. Cologne.	2 60	Putty, commercial.	2 1/2
Sulphuricum.	1 25 1/2	Mentha Piper.	1 00 1/2	Assafetida.	50	Pil Hydragr. po. 80.	2 00	Spts. Ether Co.	50 1/2	Putty, strictly pure.	2 1/2
Tannicum.	1 25 1/2	Mentha Verid.	1 50 1/2	Atrope Belladonna.	60	Piper Nigra, po. 22.	2 00	Spts. Myrcia Dom.	50 1/2	Vermilion, Prime	13 1/2
Tartaricum.	38 1/2	Morruha, gal.	1 10 1/2	Aurant Cortex.	50	Piper Alba, po. 35.	2 00	Spts. Vini Rect. bbl.	2 42	American.	13 1/2
Ammonia		Myrcia.	4 00 1/2	Benzoil Co.	60			Spts. Vini Rect. 10gal.	2 47	Vermilion, English.	70 1/2
Aqua, 16 deg.	40 1/2	Rosmarini.	1 00 1/2	Barosma.	50			Spts. Vini Rect. 5gal.	2 52	Green, Paris.	13 1/2
Aqua, 20 deg.	62 1/2	Succini.	40 1/2	Cantharides.	50					Lead, Red.	5 1/2
Carbonas.	12 1/2	Sabina.	90 1/2	Capsicum.	75					Whiting, white Span.	70
Chloridum.	12 1/2	Santal.	2 50 1/2	Cinchona.	50					Whiting, gliders.	70
Aniline		Sassafras.	55 1/2	Columba.	80					White, Paris Amer.	1 00
Black.	2 00 1/2	Sinapis, ess, ounce.	55 1/2	Cubeba.	50					Whiting, Paris Eng.	70 1/2
Brown.	8 1/2	Tigili.	1 40 1/2	Cassia Acutifol.	50					Universal Prepared.	1 00 1/2
Red.	45 1/2	Thyme.	40 1/2	Cassia Acutifol Co.	50						
Yellow.	2 50 1/2	Thyme, opt.	1 60	Digitalis.	50						
Bacca.		Theobromas.	15 1/2	Ferri Chloridum.	35						
Cubeme, po. 18.	13 1/2	Potassium		Gentian.	50						
Juniperus.	6 1/2	Bi-Carb.	15 1/2	Gentian Co.	80						
Xanthoxylum.	25 1/2	Bichromate.	13 1/2	Guaiaca.	50						
Balsamum		Bromide.	50 1/2	Guaiaca ammon.	80						
Copalba.	55 1/2	Carb.	12 1/2	Hyoscyamus.	50						
Peru.	2 40	Chlorate, po. 17@19c	10 1/2	Iodine.	75						
Terabin, Canada.	45 1/2	Cyanide.	35 1/2	Iodine, colorless.	75						
Tolutan.	50 1/2	Iodide.	2 60 1/2	Kino.	50						
Cortex		Potassa, Bitart, pure	28 1/2	Lobelia.	50						
Abies, Canadian.	18	Potassa, Bitart, com.	28 1/2	Myrrh.	50						
Cassia.	12	Potassa Nitras, opt.	8 1/2	Nux Vomica.	50						
Cinchona Flava.	18	Potassa Nitras.	7 1/2	Opil, deodorized.	1 50						
Ononimus atropurp.	20	Prussiate.	20 1/2	Rhatany.	50						
Myrica Cerifera, po.	12	Sulphate po.	15 1/2	Rhei.	50						
Prunus Virgini.	12	Radix		Sanguinaria.	50						
Quillaja, gr'd.	14	Aconitum.	20 1/2	Serpentaria.	50						
Sassafras, po. 18.	12	Aitha.	22 1/2	Stromonium.	60						
Ulmus, po. 15, gr'd.	15	Anchusa.	10 1/2	Tolutan.	60						
Extractum		Arum po.	25 1/2	Valerian.	50						
Glycerhiza Glabra.	24 1/2	Calamus.	20 1/2	Veratrum Veride.	50						
Glycerhiza, po.	28 1/2	Gentiana.	13 1/2	Zingiber.	20						
Hematox, 15 lb box.	11 1/2	Glycerhiza, po. 15.	16 1/2	Miscellaneous							
Hematox, 18.	13 1/2	Hydrastis Canad.	16 1/2	Aether, Spts. Nit. 3 F.	30 1/2						
Hematox, 1/4s.	14 1/2	Hydrastis Canad.	16 1/2	Aether, Spts. Nit. 4 F.	34 1/2						
Hematox, 1/8s.	16 1/2	Hydrastis Canad.	16 1/2	Alumen, gro'd. po. 7.	24 1/2						
Ferru		Hydrastis Canad.	16 1/2	Alumen, gro'd. po. 7.	24 1/2						
Carbonate Precip.	15	Hydrastis Canad.	16 1/2	Annatto.	40 1/2						
Citrate and Quinia.	2 25	Hydrastis Canad.	16 1/2	Antimoni, po.	40 1/2						
Citrate Soluble.	75	Hydrastis Canad.	16 1/2	Antimoni et Potass T.	40 1/2						
Ferrocyanidum Sol.	25	Hydrastis Canad.	16 1/2	Antipyrin.	1 40						
Solut. Chloride.	15	Hydrastis Canad.	16 1/2	Antifebrin.	15						
Sulphate, com'l.	2	Hydrastis Canad.	16 1/2	Argent Nitrates, oz.	50						
Sulphate, com'l, by bbl, per cwt.	50	Hydrastis Canad.	16 1/2	Balm Gilead Bud.	10 1/2						
Sulphate, pure.	7	Hydrastis Canad.	16 1/2	Bismuth S. N.	35 1/2						
Flora		Hydrastis Canad.	16 1/2	Calcium Chlor.	1 40 1/2						
Arnica.	12 1/2	Hydrastis Canad.	16 1/2	Calcium Chlor, 1/4s.	12						
Anthemis.	18 1/2	Hydrastis Canad.	16 1/2	Calcium Chlor, 1/4s.	12						
Matricaria.	30 1/2	Hydrastis Canad.	16 1/2	Cantharides, Rus. po.	75						
Folia		Hydrastis Canad.	16 1/2	Capsici Fructus, af.	15						
Barosma.	23 1/2	Hydrastis Canad.	16 1/2	Capsici Fructus, po.	15						
Cassia Acutifol, Tin-	18 1/2	Hydrastis Canad.	16 1/2	Caryophyllus, po. 15.	12 1/2						
nevelly.	25	Hydrastis Canad.	16 1/2	Carmine, No. 40.	3 00						
Cassia Acutifol, Alx.	18 1/2	Hydrastis Canad.	16 1/2	Cera Alba, S. & F.	50 1/2						
Salvia officinalis, 1/4s.	12 1/2	Hydrastis Canad.	16 1/2	Cera Flava.	40 1/2						
and 1/8s.	12 1/2	Hydrastis Canad.	16 1/2	Coccus.	40						
Ura Ursi.	8 1/2	Hydrastis Canad.	16 1/2	Cassia Fructus.	23						
Gummi		Hydrastis Canad.	16 1/2	Centraria.	10						
Acacia, 1st picked.	65	Hydrastis Canad.	16 1/2	Cetaceum.	45						
Acacia, 2d picked.	45	Hydrastis Canad.	16 1/2	Chloroform.	60 1/2						
Acacia, 3d picked.	35	Hydrastis Canad.	16 1/2	Chloroform, squibbs.	1 15						
Acacia, sifted sorts.	28	Hydrastis Canad.	16 1/2	Chloral Hyd Crst.	1 25 1/2						
Acacia, po.	60 1/2	Hydrastis Canad.	16 1/2	Chondrus.	30 1/2						
Aloe, Barb. po. 18@20.	12 1/2	Hydrastis Canad.	16 1/2	Cinchonidine, P. & W.	25 1/2						
Aloe, Cape, po. 15.	12 1/2	Hydrastis Canad.	16 1/2	Cinchonidine, Germ.	22 1/2						
Aloe, Socotri, po. 40.	12 1/2	Hydrastis Canad.	16 1/2	Cocaine.	3 55 1/2						
Ammoniac.	55 1/2	Hydrastis Canad.	16 1/2	Corks, list, dis. pr. ct.	35						
Assafetida, po. 30.	50 1/2	Hydrastis Canad.	16 1/2	Creatosum.	35						
Benzolium.	50 1/2	Hydrastis Canad.	16 1/2	Creta, prep.	2						
Catechu, 1s.	13	Hydrastis Canad.	16 1/2	Creta, prep.	11						
Catechu, 1/4s.	14	Hydrastis Canad.	16 1/2	Creta, prep.	8						
Catechu, 1/8s.	16	Hydrastis Canad.	16 1/2	Crocus.	18 1/2						
Camphore.	40 1/2	Hydrastis Canad.	16 1/2	Cudbear.	24						
Euphorbium, po. 35.	10	Hydrastis Canad.	16 1/2	Cupri Sulph.	50 1/2						
Galbanum.	1 00	Hydrastis Canad.	16 1/2	Dextrine.	10 1/2						
Gamboge po.	65 1/2	Hydrastis Canad.	16 1/2	Ether Sulph.	75 1/2						
Gualacum, po. 25.	30	Hydrastis Canad.	16 1/2	Emery, all numbers.	8						
Kino, po. 35.00.	3 00	Hydrastis Canad.	16 1/2	Emery, po.	8						
Mastic.	60	Hydrastis Canad.	16 1/2	Ergota.	30 1/2						
Myrrh.	40	Hydrastis Canad.	16 1/2	Flake White.	12 1/2						
Opil, po. 14.10@4.30.	25 1/2	Hydrastis Canad.	16 1/2	Galla.	23						
Shellac.	25 1/2	Hydrastis Canad.	16 1/2	Gambier.	8 1/2						
Shellac, bleached.	40 1/2	Hydrastis Canad.	16 1/2	Gelatin, French.	60						
Tragacanth.	50 1/2	Hydrastis Canad.	16 1/2	Glassware, flint, box.	70						
Herba		Hydrastis Canad.	16 1/2	Less than box.	60						
Absinthium, oz. pkg.	25	Hydrastis Canad.	16 1/2	Glue, brown.	9 1/2						
Eupatorium, oz. pkg.	20	Hydrastis Canad.	16 1/2	Glue, white.	13 1/2						
Lobelia, oz. pkg.	20	Hydrastis Canad.	16 1/2	Glycerina.	13 1/2						
Majorum, oz. pkg.	23	Hydrastis Canad.	16 1/2	Grana Paradisi.	15						
Mentha Pip. oz. pkg.	23	Hydrastis Canad.	16 1/2	Humulus.	25 1/2						
Mentha Vir. oz. pkg.	23	Hydrastis Canad.	16 1/2	Hydragr Chlor Mite.	80						
Rue, oz. pkg.	39	Hydrastis Canad.	16 1/2	Hydragr Chlor Cor.	70						
Tanacetum V oz. pkg.	22	Hydrastis Canad.	16 1/2	Hydragr Ox Rub'm.	90						
Thymus, V. oz. pkg.	25	Hydrastis Canad.	16 1/2	Hydragr Ammoniat.	1 40						
Magnesia.		Hydrastis Canad.	16 1/2	Hydragr Unguentum.	45 1/2						
Calcined, Pat.	55 1/2	Hydrastis Canad.	16 1/2	Hydragr yrum.	65						
Carbonate, Pat.	20 1/2	Hydrastis Canad.	16 1/2	Ichthyobolla, Am.	65 1/2						
Carbonate, K. & M.	20 1/2	Hydrastis Canad.	16 1/2	Indigo.	75 1/2						
Carbonate, Jennings.	35 1/2	Hydrastis Canad.	16 1/2	Iodine, Resubi.	2 60 1/2						
Oleum		Hydrastis Canad.	16 1/2	Iodoform.	4 20						
Absinthium.	3 25 1/2	Hydrastis Canad.	16 1/2	Lupulin.	2 25 1/2						
Amygdale, Dulc.	30 1/2	Hydrastis Canad.	16 1/2	Lycopodium.	40 1/2						
Amygdale, Amare.	8 00 1/2	Hydrastis Canad.	16 1/2	Macis.	65 1/2						
Anisi.	2 10 1/2	Hydrastis Canad.	16 1/2	Liquor Arac. et Hy-	25						
Aurant Cortex.	2 25 1/2	Hydrastis Canad.	16 1/2	dragr Iod.	25						
Bergamit.	2 40 1/2	Hydrastis Canad.	16 1/2	Liquor Potass Arac.	10 1/2						
Caliputi.	85 1/2	Hydrastis Canad.	16 1/2	Magnesia, Sulph.	2 1/2						
Caryophylli.	75 1/2	Hydrastis Canad.	16 1/2	Magnesia, Sulph, bbl.	1 1/2						
Cedar.	35 1/2	Hydrastis Canad.	16 1/2	Mannia, S. F.	50 1/2						
Chenopadi.	2 75	Hydrastis Canad.	16 1/2	Menthol.	2 75						
Cinnamonli.	1 60 1/2	Hydrastis Canad.	16 1/2								
Citronella.	45 1/2	Hydrastis Canad.	16 1/2								

CIGAR DEPARTMENT

We have added the following
Cigars and solicit a trial order

Wedding Boquet

A superb ten cent cigar in three sizes

Conchas at \$55.00
 Puritanos at 60.00
 Perfecto at 65.00

A handsome cigar

GROCERY PRICE CURRENT.

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

AXLE GREASE.

Aurora	doz.	gross
Castor Oil	55	6 00
Diamond	80	7 00
Prater's	50	4 00
LX Golden	75	9 00
Flca, tin boxes	75	9 00
Paragon	55	6 00

BAKING POWDER.

Absolute.		
1/2 lb cans doz	45	
1/2 lb cans doz	85	
1 lb can doz	1 50	
Bulk.	10	
Artic.		
6 oz. Eng. Tumblers.	85	
El Purity.		
1/2 lb cans per doz	75	
1/2 lb cans per doz	1 20	
1 lb cans per doz	2 00	
Home.		
1/2 lb cans 4 doz case	35	
1/2 lb cans 4 doz case	55	
1 lb cans 4 doz case	90	

JAXON

1/2 lb cans, 4 doz case	45
1/2 lb cans, 4 doz case	85
1 lb cans, 4 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.	
1/2 lb cans.	45
1 lb cans.	75
1 lb cans.	1 50
Peerless.	
1 lb. cans	85

BATH BRICK.

American	70
English	80

BLUING.

CONDENSED PEARL BLUING

Small, 3 doz.	40
Large, 2 doz.	75

BROOMS.

No. 1 Carpet.	1 90
No. 2 Carpet.	1 75
No. 3 Carpet.	1 50
No. 4 Carpet.	1 15
Parlor Gem	2 00
Common Whisk.	70
Fancy Whisk	80
Warehouse	2 25

CANDLES.

8s.	7
16s.	8
Paraffine	8

CANNED GOODS.

Plantowoc 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	@ 10 1/2
Byron	@ 11 1/2
Eisler	@ 12
Emblem.	@ 10 1/2
Gem	@ 10 1/2
Gold Medal.	@ 11
Ideal	@ 10 1/2
Jersey	@ 11
Lenawee	@ 11
Riverside	@ 11
Springdale	@ 11 1/2
Brick	@ 12 1/2
Edam.	@ 7 1/2
Leiden	@ 18
Limburger	@ 10 1/2
Pineapple.	@ 43
Sap Sago	@ 18 1/2

Chicory.

Bulk	5
Red	7

CHOCOLATE.

Walter Baker & Co.'s.

German Sweet	23
Premium	34
Breakfast Cocoa	45

CLOTHES LINES.

Cotton, 40 ft, per doz.	1 00
Cotton, 50 ft, per doz.	1 20
Cotton, 60 ft, per doz.	1 40
Cotton, 70 ft, per doz.	1 60
Cotton, 80 ft, per doz.	1 80
late, 60 ft, per doz.	80
late, 72 ft, per doz.	95

COCOA SHELLS.

20 lb bags	2 1/2
Less quantity	3
Pound packages	4

CREAM TARTAR.

5 and 10 lb. wooden boxes.	30-35
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COFFEE.

Green.

Rio.

Fair	10
Good	12
Prime	13
Golden	14
Peaberry	15

Santos.

Fair	14
Good	15
Prime	16
Peaberry	17

Mexican and Guatemala.

Fair	16
Good	17
Fancy	18

Maracaibo.

Prime	20
Milled	21

Java.

Interior	20
Private Growth	22
Mandehling	24

Mocha.

Imitation	22
Arabian	24

Roasted.

Clark-Jewell-Wells Co.'s Brands	
Fifth Avenue	28
Jewell's Arabian Mocha	28
Wells' Mocha and Java	24
Wells' Perfection Java	24
Sancaibo	22
Breakfast Blend	18
Valley City Maracaibo	18 1/2
Ideal Blend	14
Leader Blend	12

ONE CENT COUPON

Universal Grade.

50 books, any denom.	1 50
100 books, any denom.	2 50
500 books, any denom.	11 50
1,000 books, any denom.	20 00

Superior Grade.

50 books, any denom.	1 50
100 books, any denom.	2 50
500 books, any denom.	11 50
1,000 books, any denom.	20 00

Coupon Pass Books.

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

30 books.	1 00
50 books.	2 00
100 books.	3 00
250 books.	8 25
500 books.	10 00
1000 books.	17 50

Credit Checks.

500, any one denom'n	3 00
1000, any one denom'n	5 00
2000, any one denom'n	8 00
Steel punch.	75

DRY FRUITS—DOMESTIC

Apples.

Sundried	@ 5
Evaporated 50 lb boxes.	@ 8

California Fruits.

Apricots	8 @ 6
Blaberries.	
Nectarines	@ 7 1/2
Peaches.	6 1/2 @ 7 1/2
Pears.	8 @ 7

STARCH.



Kingsford's Corn.

40 1-lb packages 6
20 1-lb packages 6 1/2

Kingsford's Silver Gloss.

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

Diamond.

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

Common Corn.

20 1-lb packages 5
20 1-lb packages 4 1/2

Common Gloss.

1-lb packages 4
3-lb packages 4 1/2
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 50
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 44
Diamond Confection 5 19
Confection Standard A 5 06
No. 1 4 81
No. 2 4 81
No. 3 4 81
No. 4 4 75
No. 5 4 75
No. 6 4 63
No. 7 4 63
No. 8 4 50
No. 9 4 44
No. 10 4 38
No. 11 4 31
No. 12 4 31
No. 13 4 25
No. 14 4 13
No. 15 4 13
No. 16 4 06

TOBACCOS.

Cigars.

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



S. C. W. 33 00
Michigan Cigar Co.'s brand.

Ure Unkle 35 00

Ure Unkle 35 00

Ruhe Bros Co.'s
Brands.

Mr. Thomas 35 00
Sir William 35 00
Club Fine 35 00
Generals Grant and Lee 35 00
Spanish Hand Made 35 00
Crown Fine 35 00

TABLE SAUCES.

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

VINEGAR.

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

Washing Powder.



00 12 oz pkgs 3 50

WICKING.

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

Fish and Oysters

Fresh Fish.

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

Oysters in Cans.

F. H. Counts 40
F. J. D. Selects 30
Selects 25
F. J. D. Standards 32

Oysters in Bulk.

F. H. Counts 23 00
Extra Selects 21 50
Selects 1 25
Anchor Standards 1 10
Clams 1 25

Shell Goods.

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

Hides and Pelts.

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

Hides.

Green No. 1 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

Pelts.

Pelts, each 50 @ 1 00

Tallow.

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
Diamond White 8 1/2
D. S. Gas 7 1/2
Deo. Naptha 7
Cylinder 25
Engine 21
Back, 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

Mixed Candy.

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

Fancy-In Bulk.

Lozenges, plain 8 1/2
Lozenges, printed 8 1/2
Choc. Drops 10
Choc. Monuments 11
Gum Drops 11
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 60
Gum Drops 30
Licorice Drops 30
A. B. Licorice Drops 30
Lozenges, plain 50
Lozenges, printed 50
Imperial 50
Mottos 55
Cream Bar 50
Molasses Bar 50
Hand Made Creams 80 @ 1 00
Plain Creams 60
Decorated Creams 60
String Rock 60
Burnt Almonds 1 25
Wintergreen Berries 60

Caramels.

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

Fruits.

Oranges.

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

Lemons.

Strictly choice 300s. 25
Strictly choice 300s. 25
Ex. Fancy 300s. 30
Ex. Fancy 300s. 35
California 300s. 30

Bananas.

Medium bunches 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 14
Imperial Mikados, 18 lb boxes 15
Pulled, 6 lb boxes 13
Naturals, in bags 6 1/2
Dates.
Fards in 10 lb boxes 8
Fards in 60 lb cases 6
Persians, G. M.'s 5
Fards, new 6
Sairs, 60 lb cases 4 1/2

Nuts.

Almonds, Tarragona 13
Almonds, Ivaca 11
Almonds, California, soft shelled 13
Brazil new 8
Filberts 10
Walnuts, Grenoble 13
Walnuts, Calif No. 1 10
Walnuts, soft shelled Calif 9
Table Nuts, fancy 10
Table Nuts, choice 9
Pecans, Med. 8
Pecans, Ex. Large 10
Pecans, Jumbos 12
Hickory Nuts, per bu. Ohio, new 1 60
Cocoanuts, full sacks 4 00
Peanuts.
Fancy, H. P., Suns 7
Fancy, H. P., Flags 7
Choice, H. P., Extras 4 1/2
Choice, H. P., Extras, 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.
Ball-Barnhart-Putman's Brand
Diamond, 1/2s 4 75
Diamond, 1/4s 4 75
Diamond, 1/8s 4 75
Worden Grocer Co.'s Brand.
Quaker, 1/2s 4 75
Quaker, 1/4s 4 75
Quaker, 1/8s 4 75

Spring Wheat Flour.

Clark-Jewell-Wells Co.'s Brand.



Pillsbury's Best 1/2s 5 55
Pillsbury's Best 1/4s 5 45
Pillsbury's Best 1/8s 5 35
Pillsbury's Best 1/16s 5 35
Pillsbury's Best 1/32s 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 50
Gold Medal 1/4s 5 40
Gold Medal 1/8s 5 30
Parisian, 1/2s 5 50
Parisian, 1/4s 5 40
Parisian, 1/8s 5 30

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 ariots 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
Round 6 1/2 @ 7 1/2
Chucks 4 1/2 @ 5 1/2
Plates 4

Pork.

Dressed 4 50 @ 4 75
Loins 7 @ 8
Shoulders 7 @ 8
Leaf Lard 5 1/2 @ 6

Mutton.

Carcass 7 @ 8
Spring Lambs 8 @ 9

Veal.

Carcass 6 1/2 @ 8

Provisions.

Swift & Company quote as follows:

Barreled Pork.

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

Dry Salt Meats.

Bellies 6
Briskets 5 1/2
Extra shorts 5 1/2

Smoked Meats.

Hams, 12 lb average 9
Hams, 14 lb average 8 1/2
Hams, 16 lb average 8 1/2
Hams, 20 lb average 7 1/2
Ham dried beef 14
Shoulders (N. Y. cut) 6
Bacon, clear 7
California hams 6
Boneless hams 8 1/2
Cooked ham 10 @ 12 1/2

Lards. In Tierces.

Compound 4
Kettle 6 1/2
55 lb Tubs advance 1/4
50 lb Tubs advance 1/4
50 lb Tins advance 1/4
20 lb Pails advance 1/4
10 lb Pails advance 1/4
5 lb Pails advance 1/4
3 lb Pails advance 1/4

Sausages.

Bologna 5
Liver 6 1/2
Frankfort 7
Pork 8 1/2
Blood 8
Tongue 9
Head cheese 6 1/2

Beef.

Extra Mess 9 00
Boneless 12 25
Rump 12 00

Pigs' Feet.

Kits, 15 lbs 80
1/4 bbls, 40 lbs 1 50
1/4 bbls, 80 lbs 2 80

Tripe.

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

Casings.

Pork 16
Beef rounds 4
Beef middles 10
Sheep 60

Butterine.

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

Canned Meats.

Corned beef, 2 lb 2 15
Hams, 14 lb 14 75
Roast beef, 2 lb 2 15
Potted ham, 1/2s 60
Potted ham, 1/4s 1 00
Deviled ham, 1/2s 60
Deviled ham, 1/4s 1 00
Potted tongue 1/2s 60
Potted tongue 1/4s 1 00

Crackers.

The National Biscuit Co. quotes as follows:

Butter.

Seymour XXX 6
Seymour XXX, 3 lb carton 6 1/2
Family XXX 6
Family XXX, 3 lb carton 6 1/2
Salted XXX 6
Salted XXX, 3 lb carton 6 1/2

Soda.

Soda XXX 7
Soda XXX, 3 lb carton 7 1/2
Soda, City 11
Zephyrette 11
Long Island Wafers 10
L. I. Wafers, 1 lb carton 12

Oyster.

Square Oyster, XXX 6
Sq. Oys. XXX, 1 lb carton 7
Farina Oyster, XXX 6

SWEET GOODS-Boxes.

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

Crockery and Glassware.

AKRON STONEWARE.

Butters.

1/2 gal., per doz 50
1 to 6 gal., per gal 5 1/2
8 gal., per gal 6 1/2
10 gal., per gal 6 1/2
12 gal., per gal 6 1/2
15 gal. meat-tubs, per gal 8
20 gal. meat-tubs, per gal 8
25 gal. meat-tubs, per gal 10
30 gal. meat-tubs, per gal 10

Churns.

2 to 6 gal., per gal 5 1/2
Churn Dashers, per doz 85

Milkpans.

1/2 gal. flat or rd. bot., doz 60
1 gal. flat or rd. bot., each 5 1/2

Fine Glazed Milkpans.

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

Stewpans.

1/2 gal. fireproof, ball, doz 85
1 gal. fireproof, ball, doz 1 10

Jugs.

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

Tomato Jugs.

1/2 gal., per doz 70
1 gal., each 7
Corks for 1/2 gal., per doz 20
Corks for 1 gal., per doz 30

Preserve Jars and Covers.

1/2 gal., stone cover, doz 75
1 gal., stone cover, doz 1 00

Sealing Wax.

5 lbs. in package, per lb. 2

LAMP BURNERS.

No. 0 Sun 45
No. 1 Sun 50
No. 2 Sun 75
Tubular 50
Security, No. 1 65
Security, No. 2 65
Nutmeg 50
Climax 1 50

LAMP CHIMNEYS-Common.

Per box of 6 doz.

No. 0 Sun 1 75
No. 1 Sun 1 88
No. 2 Sun 2 70

First Quality.

No. 0 Sun, crimp top, wrapped and labeled 2 10
No. 1 Sun, crimp top, wrapped and labeled 2 25
No. 2 Sun, crimp top, wrapped and labeled 3 25

XXX Flint.

No. 0 Sun, crimp top, wrapped and labeled 2 55
No. 1 Sun, crimp top, wrapped and labeled 2 75
No. 2 Sun, crimp top, wrapped and labeled 3 75

CHIMNEYS-Pearl Top.

No. 1 Sun, wrapped and labeled 3 70
No. 2 Sun, wrapped and labeled 4 70
No. 2 Sun, "Small Bulb," for Globe Lamp 80

La Bastie.

No. 1 Sun, plain bulb, per doz 1 25
No. 2 Sun, plain bulb, per doz 1 50

Electric.

No. 1, Lime (65 doz) 3 50
No. 2, Lime (70c doz) 4 00
No. 2, Flint (8

Hardware

Does Dishonesty Dominate the World of Business?

Ante Lucem in American Artisan.

Sidney Arnold, in his talks with mythical travelers and business men, is bringing out features of merchandising that are worthy of more than a passing notice by the business world.

While not up on prices of all kinds of goods, the very small prices at which (to my knowledge) goods are daily parted with for cash or credit gives me the impression that the progressive dealer is onto his job as a salesman but is making no large additions to his bank account, if he has one. In the sale of innumerable small things which enter into a hardware dealer's assortment I wonder how both ends are met. What the manufacturer gets out of it can only be guessed at, while the laborer who produces the article can be set down as a mere cipher in the transaction. The great bulk one can buy for a dollar as compared with the quantity for a dollar a few years ago is astonishing to the natives.

A few days ago it was my pleasure to spend a day in Minneapolis. In the stores of several regular hardware dealers were large lines of tin and granite ware, marked in plain figures, and such small ones as to cause the heart to bleed for the cause of labor which produced them. The same is being done in hundreds and thousands of places all over the land. Counting the number of hands through which much of the manufactured product passes from the raw material up, one can not see much prosperity in the business. Mr. Sidney Arnold can no doubt see the ruin being wrought, nor will it take him so very long to figure out some of the reasons for all this.

Says "Manufax": "The assumption seems to be that the retail trade should be the only outlet for the maker's product, and that he should ignore large cash sales to department stores in favor of small credit sales to small dealers. Why? No reason appealing to the interest of the manufacturer has ever been advanced, so far as I know."

Has "Manufax" been so careless in his daily canvass of the current news of the day and legislative news of his own State (presumably Illinois), as to have heard of no appeals, no reasons for the suppression or curtailment of these monster evils, alike ruinous to trade and morality?

Has he been so closely tied down to the question of paring here and paring there, cutting corners here and there, replacing his laborers with quick-working machinery which can be operated by boys, girls and young women, as to hear no cry go up from the landlord and real estate owner whose near-by properties are yearly growing less valuable because of the "octopus" which prevents successful renting? Has he been so busily engaged as not to hear the protests of the smaller taxpayer who must pay up to the limit, while the great bargain counter aggregation go scot-free of three-quarters of their just assessments? Does "Manufax" pretend it is an idle talk when the legislatures of great states turn their attention to these things as crying evils?

The last Legislature of Minnesota took cognizance of these things, and here are some of the reasons advanced by Senator Theden, who gloriously led the reform forces and cause:

"The department store is an evil: First, chiefly because it tends to monopolize trade; second, its prosperity necessarily involves the financial ruin of many of our fellow citizens; third, the resulting centralization of business and methods enslaves and oppresses the clerks and other employees; fourth, eventually, if not immediately, competition ceases and prices advance to the consumer; fifth, incidentally all classes are effected injuriously. The owner of improved real property is deprived of tenants, and the owners of vacant property can neither build nor sell. When building ceases the working men suffer

and all classes are affected and injured."

Senator W. A. Sperry, in speaking of the bill, said:

"The clerks and other employees of these establishments are, as a rule, ill-paid and overworked. In every department there is a mania for cheapness, which extends to the employee and which results in the discharge of efficient male help and the engagement of unskilled girls and children to take their places. Investigation has proven that in many instances not over \$4 per week is paid to many of the female clerks, and with the many younger children the amount is much less. The employee is a part of the machine; every effort is made to crush out her independence and individuality. She becomes inured to servility; she learns that it is to her interest to be agreeable to her superiors and to pretend to like that which is distasteful to her. She is apt to become a sycophant. She is apt to lose her self-respect, and is no doubt in constant danger and temptation of losing her womanhood. The discipline of the regular army is not more severe. I am told that one girl in a Minneapolis department store was discharged because she went out at the front door."

Senator Ringdahl said:

"With the commercial demise of the individual merchants, their former employees are forced into the ever-increasing army of unemployed, to assist in forcing down the wages of those fortunate enough to retain their positions in the department stores and other branches of commercial life. Hence it is seen that the very system which enables the public to buy cheap, at the same time places them in a position which compels them to buy cheap."

"The army of unemployed gains new recruits with each innovation, and while these innovations may enable the purchasing public to buy the results cheaper, the competition of those dispossessed by said innovations compels the public to work cheaper. The iron law of wages brings the average wage down to the level of the demand of those who are willing to work but unable to secure the opportunity."

Other able representatives made strong pleadings for the measure that should regulate this crying evil, but the bill went down to temporary defeat through the efforts of a strong and high-priced lobby.

The senatorial committee, in spite of the handicap proceedings under which they labored, made an exhaustive report, yet told not half the tale. I quote from it: "Your committee was appointed for the consideration of this vital, social and business problem in response to popular demand, which has grown almost universal during the past few years, that there shall be some kind of remedy sought for, and, when found, applied to the correction of an evil which has been demonstrated by almost universal experience to effect, in a deleterious manner, the whole foundation of our existing social system. The report showed a decrease of one hundred and thirty-one retail establishments in St. Paul in six years, yet in that time there was an increase of eight thousand in population. The number of idle or vacant stores were taken into account in the city of Minneapolis, and they numbered hundreds, and all believed to be traceable to the department store. Again, once prosperous stores were found turned into saloons."

The investigation showed farther that the department stores investigated did not pay into the public treasury anywhere within the limit of the sums which might, legitimately, equitably and legally be claimed from them. The rates of wages were small, starvation prices, and ran largely to child labor. And "Manufax" has heard no appeal, no universal demand, nought of the vital social and business problem, nought of the great fetid octopus being built up and maintained by those who must sell their product whether or no.

Has "Manufax" been playing the ostrich act, hiding his head in the sand, that he has not heard these things? God



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.

Clark-Rutka-Jewell Co.

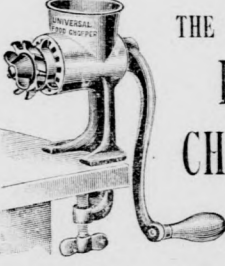
Ionia Street,
Grand Rapids, Mich.

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.



**THE UNIVERSAL
FOOD
CHOPPER**

**CHOPS ALL KINDS OF
FOOD into Clean Cut Uni-
form Pieces as FINE or
COARSE as wanted.**

**Other machines chop meat
only. THIS DOES AWAY
WITH THE CHOPPING
BOWL ALTOGETHER.**

**CHOPS Potatoes, Meat,
Apples, Cabbage, Bread,—
EVERYTHING.**

Write
for
Circular
and
Price.

**Foster,
Stevens
& Co.,
Grand Rapids.**

forbid it. Every manufacturer has a call of duty, a call of humanity in this case, and he should heed it. If it were but the mere question of sales it would be idle talk. It is a deeper root threatening more than business, threatening morality, threatening our glorious republic.

I have before me a newspaper clipping, one of a hundred or two gathered from the daily press of all classes of religions, politics and creeds. This one is from a widely circulated reliable Minneapolis daily it is headed "Under Innocent Cover." The police break up a place of bad character conducted for swell people. After details, it says four young girls, well dressed and quite pretty, were arrested charged as common prostitutes; at least two of them work in large department stores and have eked out their small wages by the barter of their souls. What a name is that for a great city and her department stores?

That is a humanitarian view of the question to make one's blood boil, and for one I say if these department stores are the cause for even a little of this then away with them root and branch. Sordid, selfish greed should have no place with humanitarian action. "What are you going to do about it?" Continue the support and upbuilding of these great competitive institutions which are crushing out labor and leading womanhood to prostitution?

As Mr. Davis said in the Minneapolis convention, it is the 10 per cent. of business (manufacturing and jobbing) that is lending support to that class of trade we want to locate and find out, and this the legitimate trader has a right to know.

Let no one for a moment think I am opposed to the employment of woman, to her becoming a bread-winner for herself or the world. I am willing she shall study medicine and become a practitioner, read law and become a pettifogger, but, in the name of God and humanity, let it be upon a wage scale sufficient for her living and the protection of her honor, virtue and womanhood.

Consumption of Metals.

It is interesting to note the quantities and manner in which different metals are consumed. Information on this subject given by the Aluminum World show that other metals besides iron and steel which are used in large quantities are copper, lead, zinc, tin, and next to these in importance is aluminum. The investigation as to what is done with a large portion of the common metals, which are produced every year at an increasing rate, may be of benefit to many who delight in such research. The amount of scrap in any second-hand form of these metals, which is being sold, is comparatively small. For example, the bulk of lead which is produced is converted into white lead, red lead and orange material used in pigments of paints which are spread over great surfaces in such thin coats that their metallic properties can not possibly be recovered. A great deal of

lead is manufactured into sheet, and rather a large proportion into bullets, shot and other projectiles. This ammunition of course retains its metallic form, but it is distributed over such a large area that it also is irrevocable as scrap. A part of the lead product used as sheet lead and pipe does come back into the market; yet the portion of lead used in these ways is small in comparison with the other methods in which it is employed.

Large quantities of zinc are consumed in galvanizing steel or iron sheets, in the manufacture of brass, as sheet zinc and as the oxide of zinc used as a pigment in paint. Zinc which is used in galvanizing is diffused as a thin covering over a large surface of iron; thus the metal is wholly lost in the disintegration of the zinc sheet. No attempt is made to recover it from the galvanized iron. One-third of zinc to two-thirds of copper is employed in the manufacture of brass. When used in this manner the zinc remains in a permanent form, which may be found useful as scrap brass, and, next to iron and steel, is one of the largest commodities in the scrap metal market.

The bulk of the world's tin product is used as a covering for tin plates. Ordinary tin plates carry from 1½ to 3½ per cent. of tin. Numerous attempts have been made to regain this tin from the old scrap tin, but no appreciable amount has thus far been returned to the world by this means.

After iron and steel, copper is the metal which is used most extensively in the metallic form; only a small proportion of the production is utilized in the salts of copper, blue vitriol. The salt of copper employed in galvanic batteries is the principal salt of the metal sold in the market. The largest uses of copper are in the manufacture of brass, of which it generally forms a two-thirds component part. Copper is employed in electrical conductors and in the form of sheet used in roofing, the bottoms of cooking and other utensils and in the manufacture of pipes to be used where a great deal of pliability is required. A greater amount of scrap copper is sold in the market than that of any other metal, with the exception of iron and steel; yet the entire quantity of old copper offered for sale is slight in proportion to the total copper production.

The consumption of aluminum has increased in a marked degree during the last ten years. It is believed that it will ultimately obtain a place with a tonnage proportionate to the tonnage of the other common metals. Aluminum sheet is now 10 per cent. cheaper than brass and 15 per cent. cheaper than copper, section for section. Steps are now being taken to produce aluminum as a substitute for copper in electrical conductors. This will, of course, increase the consumption of the former. Exports of all the metals show an increase in 1897 over 1896.

A genius is a man who, when he accidentally says a good thing, can make his hearers believe it was intentional.



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Telephone No. 1252.

83 to 97 Sixth Street,
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Our Stock of

Wall Paper and Paints

Is New and Fresh from the Factory.

Every Wall Paper Design is of 1898 make.
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[We are not connected with any other firm using our name.]

Building Paper, Roofing Material

We are jobbers of these goods, among which are



Rosin Sized Sheathing, W. C. Oiled Sheathing,
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Detroit Office, Foot of 3d Street.

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To learn the real value of a trade or class paper is to find out how the men in whose interest it is published value it. Ask the merchants of Michigan what they think of the...

MICHIGAN TRADESMAN

We are willing to abide by their decision.



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 Grocery Market.

Sugar—The trade was treated to a surprise Monday in the shape of a decline of a sixpence to an eighth on most grades. The only grades unchanged were cut loaf, dominoes, crushed and No. 12. No reason was assigned for this cut in prices. It was announced that orders for hards, placed on April 7, 8 and 9, and for softs, placed on April 8 and 9, would be booked at the revised prices of Monday.

Tea—Under the stress of the large buying, the whole staple line of teas have advanced from 1@2c per pound. If the war talk proves groundless, there will probably be some reaction from these advances, but possibly not on the lower grades. Some tea men express the belief that there will be a duty on tea whether war comes or not, on account of the large sums already spent by the Government.

Coffee—The movement of coffees at this point is very good, and the retail demand seems to be on the increase, retailers feeling that there may be an advance in case of war. Some wholesalers are also feeling in the same way, and some good purchases are being made in the East on this basis.

Canned Goods—Tomatoes are unchanged, but the market is rather weaker than otherwise. Future tomatoes are selling very well when they can be gotten, but few are offered. Corn is selling fairly well for this season at unchanged prices. Practically nothing is doing in future corn as yet. Spot peas are in very small enquiry and prices are unchanged. Futures are not yet offered. Spot peaches, particularly Californias, are being held at an advance, and some withdrawn because of the very bullish frost reports from the Coast. Future peaches will doubtless open very high.

Dried Fruits—There are still plenty of rain-damaged raisins on the market offering at low figures to clean out, and these hold the market down to a considerable degree. There is no doubt but that the frost has damaged the apricot crop very largely and the general market shows a greater firmness, caused by this loss. The items that are least affected by the frost seem to be pears and prunes. Peaches and apricots seem to have suffered most. It is reported from California, in the regions of the best deciduous fruit orchards, that the frost of March 25 was the most severe ever known, and that this, added to the drought of the past winter, will greatly shorten the crop of fruits, especially the items noted. The shipments of cured apricots from the market of San Jose, Cal., alone for the season up to March 19 is reported to have been 9,380,380 pounds. A bill is to be introduced into the Greek parliament asking that no currants be shipped from that country before September 1. This is done to insure that no improperly cured currants are shipped. The tendency is to hurry the first fruits out before being properly cured, and the result is the arrivals in English and American markets are not up to grade, and the Greek currant trade is thereby badly damaged.

Fish—John Pew & Son (Gloucester) write the Tradesman as follows: Our market is steady for salt fish and there is not much change in prices since our last circular. The stock of last fall's Bank cod is unusually small and in a few weeks will be exhausted. Last year at this time there was a fair working stock of them on hand. Handline Georges cod are in light stock and

prices rule quite firm for them. Most of the Grand Bank salt codfish fleet have sailed. It is a small one. There is some uneasiness about war with Spain as to what effect it will have on our fisheries, especially if it is a long one. Should a Spanish privateer vessel come along our coast, much damage might be inflicted upon our business. Gloucester has not a gun mounted for its defense. Thus far in a few weeks 130 men (first-class) have gone from here to assist in manning our war vessels. Out of the 130 men, not one was found color blind; also out of 95 examined only 9 were below the standard physically.

Flour and Feed.

The situation of flour, like that of wheat, is unique, and the flour buyer is even more careful and cautious about buying, now that the bulls have an inning, than when the bears were unduly depressing values.

Both wheat and flour have been so much higher on this crop than for several years previous that buyers of flour are extremely cautious, and the more so as we are now approaching the time for another harvest. Considering stocks of both wheat and flour in all positions the world over, together with the present outlook for crops in this country and in Europe, the true situation is one of great strength. In the event of war the trend of prices would, doubtless, very soon be much higher. However, there are arguments on both sides and just how the situation would be affected is problematical. The statistical position regarding stocks, crops and the world's needs is exceptionally strong, and we are of the opinion that better prices will be obtained for the new crop of wheat than are now generally anticipated. Stocks of flour in this country are light and the demand may soon be expected to increase with the general activity of spring trade.

Millstuffs are still in good demand, but at prices a shade lower. The demand for feed and meal is slackening somewhat with the advent of warmer weather, but prices remain unchanged.

WM. N. ROWE.

Hides, Pelts, Furs, Tallow and Wool.

Hides remain firm at the decline, with a tendency toward higher prices if quality shows improvement. The demand is for all that can be offered.

Pelts are scarce and weaker in price, as there is no demand for wool.

Furs remain firm and in good demand at lower prices, as created by London sales.

Tallow is in better demand for soapers' use; also grease for oil pressing. The price remains low, with no hope of improvement without a war demand.

Wools are neglected, with light sales. Prices hold firm. There seem to be no weak spots and holders are confident of the future, although the present trade is not of sufficient magnitude to make a quotable price. These facts are attributed to the war scare, there being no other solution offered to the problem.

WM. T. HESS.

The hardest work a dude can do is to stand on a corner near a church with the hope that some foolish young lady will allow him to carry her prayer book home.

If Spain insists upon war, instead of justice, the explosive blow against her will be external, internal and eternal.

Spain has something more than bull-fighting to do now.

Retail Grocers and Commission Men at Loggerheads.

Detroit, April 12.—During the past winter many of the retail grocers of this city have suspected that some of their best customers were being quietly supplied with a considerable part of their daily household supplies by dealers who were nominally doing a wholesale business. At the last regular meeting in March the Retail Grocers and Butchers' Protective Association took up the question and a committee was appointed by the President to investigate the charges and, if they were found to be true, ask the offenders to desist. The committee drafted an agreement which specified that the practice of selling household supplies to private individuals was to be abandoned by all who signed the agreement. Wholesale dealers were to be allowed the privilege of furnishing the hotels and larger boarding houses and the boats visiting Detroit, with supplies in wholesale quantities, the only practice which was objected to being the selling in small quantities to individuals. At the last regular meeting of the Association, held April 6, a report from this committee showed that the entire wholesale grocery trade of the city and the gardeners who visit the public markets had signed the agreement, but that the commission men had refused to do so until the retail dealers would sign a similar agreement not to receive goods direct from country shippers. This action upon the part of local commission men was made the subject of an animated discussion in which nearly all of the grocers present took an active part. The sentiment of the meeting was strongly in favor of pushing the matter to a legitimate issue and E. Marks was instructed to canvass the retail trade of the city and ascertain what the feeling was, in general, with those outside of the Association, as well as among the members who were not present at this meeting. The grocers present were emphatic in their condemnation of the practice of indiscriminate retailing by wholesale dealers and insisted that they would not deal with men who persisted in refusing to discontinue the practice.

He Was Engaged.

"Do you cut the pie in four pieces or five?" asked the landlady, sweetly springing her star catch question.

"Six," answered the applicant for a job.

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.

NICE BUILDING LOT ON OAKDALE AVENUE, Grand Rapids, for sale or exchange for lumber, shingles, brick, merchandise, bicycles, or whatever you have to trade. Address Box 101, Leslie, Mich. 572

FOR SALE, EXCHANGE OR RENT—LARGE two-story store and residence building in town of 1,600 population in Northern Indiana; stone basement, 120 feet in dimensions. Investigate. Address No. 575, care Michigan Tradesman. 575

FOR RENT—THREE-STORY BRICK BUILDING, whole or part, main floor 22x110, elegantly fitted, vestibule front, steel ceiling, fitted with cash system and all modern fixtures; best location in town for dry goods or department store; one of Michigan's best cities. For particulars address H., care Michigan Tradesman. 573

WANTED—TO BUY A SECOND-HAND soda fountain. Please write, giving full description of fountain and price of same. Otis Jones, Druggist, New Buffalo, Mich. 576

FLOURING MILL FOR SALE CHEAP—FULL rolling process flouring mill machinery, in excellent condition, thoroughly equipped in every particular; capacity 240 bbls; 90 horse power Corliss engine, representing an outlay of over \$16,000, will be sold for less than one-fourth value. Purchaser can lease building or remove machinery as he prefers. Address D. B. Ainger, Receiver First National Bank, Benton Harbor, Mich. 577

FOR RENT—THE FIRST AND SECOND floors and basements of the brick building numbered 12 and 14 Lyon street, recently occupied by Hirth, Krause & Co.; suitable for mercantile or manufacturing purposes. Also the large hall on the third floor over 8 and 10 Lyon street, especially arranged for fraternal societies. Apply to Wm. McBain, Agent Estate of Jas. W. Converse, 433 Michigan Trust Building, Grand Rapids. 578

FOR SALE—LARGE DESIRABLE STORE on best street. Address Mrs. B. Brewer, Owosso, Mich. 571

WANTED—FIRST-CLASS BUTTER for retail trade. Cash paid. Correspond with Caulkett & Co., Traverse City, Mich. 381

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

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—BUILDING AND GENERAL stock; best farming section in Michigan. No trades. W. H. Pardee, Freeport, Mich. 500

FOR SALE—50 FT. LOT WITH STORE building and small dwelling, on principal business street in Traverse City. Address F. Brosch. 566

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

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

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

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

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

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

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

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

PATENT SOLICITORS.

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

FREE—OUR NEW HANDBOOK ON PAT- ents. Cilley & Allger, Patent Attorneys, Grand Rapids, Mich. 339

MISCELLANEOUS.

WANTED—REGISTERED PHARMACIST, one who is single and a good cornet and violin player; preferred. Steady position and fair wages. Must be able to take position May 1. Other musicians may apply. Address R. Gidley, Empire, Mich. 574

SITUATION WANTED—BY FIRST-CLASS tinner on furnace, general job and tin work. Some knowledge of plumbing; twenty years' experience; best of references furnished; married. Wishes steady employment. Address No. 563, care Michigan Tradesman. 563

WANTED—REGISTERED PHARMACIST; good references required; permanent position offered. Address J. H. Chapman, Mears, Mich. 570

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

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

WANTED—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

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

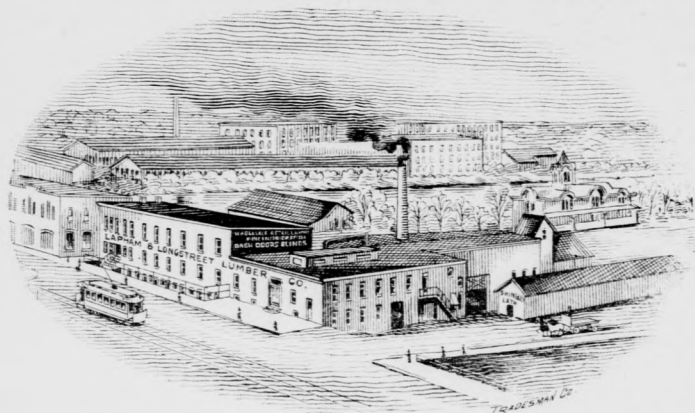
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A plant equipped for planing, resawing, turning, inside finishing, etc., costing originally over \$10,000, offered for about one-third that. Good condition. Now in operation. Just taken on debt by present owners who have other business. Growing city,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

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

Horace Lapham, or Chas. C. Longstreet,
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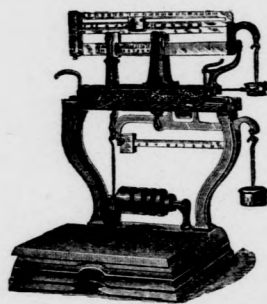
Bulk works at Grand Rapids, Muskegon, Manistee, Cadillac, Big Rapids, Grand Haven, Traverse City, Ludington, Allegan, Howard City, Petoskey, Reed City, Fremont, Hart, Whitehall, Holland and Fennville

Highest Price Paid for Empty Carbon and Gasoline Barrels.

"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.