

MICHIGAN TRADESMAN

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Volume XV.

GRAND RAPIDS, WEDNESDAY, APRIL 20, 1898.

Number 761

Save Money

buying WALL PAPER, PAINTS and OILS
of the largest wholesalers in Michigan.
Write us for prices.

Harvey & Heystek Company,
Grand Rapids, Mich.

Our Stock of Wall Paper and Paints

Is New and Fresh from the Factory.
Every Wall Paper Design is of 1898 make.
Picture Frames made to order.

C. L. Harvey & Company,
59 Monroe St., Grand Rapids.

[We are not connected with any other firm using our name.]

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

THE ONLY WAY...

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 Mich-
igan what they think of the...

MICHIGAN TRADESMAN

We are willing to abide by their decision.

STANDARD OIL CO.

DEALERS IN

ILLUMINATING AND LUBRICATING

OILS

NAPHTHA AND GASOLINES

Office and Works, BUTTERWORTH AVE.,

GRAND RAPIDS, MICH.

Bulk works at Grand Rapids, Muskegon, Manistee, Cadillac, Big Rap-
ids, 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.

MONEY IN IT

It pays any dealer to have the reputa-
tion of keeping pure goods.

It pays any dealer to keep the Seymour
Cracker.

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

For this class of people the Seymour
Cracker is made.

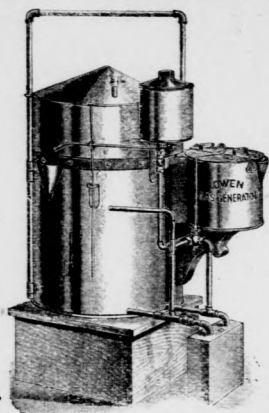
Discriminating housewives recognize
its superior

FLAVOR, PURITY, DELICIOUSNESS

and will have it.

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

National Biscuit Company,
Grand Rapids, Mich.



THE OWEN

ACETYLENE GAS GENERATOR

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

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

Michigan Acetylene Gas Co., Ltd.

Jackson, Mich.

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

Sproul & McGurrin,

General Agents for Western Michigan.

DISPLAY ROOMS, 184 E. FULTON ST., GRAND RAPIDS, MICH.



CANNED FRUITS

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

CANNED VEGETABLES

Musselman Grocer Company

Grand Rapids, Mich.

Don't let your stock get low.
Look out for higher prices on Tomatoes. Ask our salesmen about
those Nunley, Hines & Co.'s
Yellow Peaches.

CANNED FISH

CANNED MEATS



LET US TELL YOU SOMETHING

about Acetylene Gas
Apparatus. It will
interest you.

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



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.

PRICE, 30 CENTS A BOX.—\$2.55 A CASE.



YOUR
WHOLESALE
SELLS
TANGLEFOOT.



Manitowoc Lakeside Peas

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

THE ALBERT LANDRETH CO., Manitowoc, Wis.

Worden Grocer Co., Wholesale Agents.



MICHIGAN TRADESMAN

Volume XV.

GRAND RAPIDS, WEDNESDAY, APRIL 20, 1898.

Number 761

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.

L. P. WITZLEBEN, Manager.

Rare Chance for Small Capital.

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

The Commercial Credit Company, Ltd of Grand Rapids, Mich.

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

L. J. STEVENSON, Manager and Notary.

R. J. CLELAND, Attorney.

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

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.

If You Hire Help

You should use our

Perfect Time Book and Pay Roll.

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

BARLOW BROS.,

GRAND RAPIDS, MICH.

PREFERRED BANKERS LIFE ASSURANCE COMPANY OF DETROIT, MICHIGAN.

Commenced Business September 1, 1893.

Insurance in force.....	\$2,746,000.00
Net Increase during 1897.....	104,000.00
Net Assets.....	32,738.49
Losses Adjusted and Unpaid.....	None
Other Liabilities.....	None
Total Death Losses Paid to Date.....	40,061.00
Total Guarantee Deposits Paid to Beneficiaries.....	\$12.00
Death Losses Paid During 1897.....	17,000.00
Death Rate for 1897.....	6.31
Cost per 1,000 at age 30 during 1897.....	8.25

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

Save Trouble
Save Losses
Save Dollars

TRADESMAN COUPONS

BANK NOTES.

Some Facts About Holders of Local Bank Stocks.

The banks have been making their annual reports to the County Clerk the past week, showing who the stockholders are and where they live. The reports are made for the benefit of the tax assessors and this sort of invested wealth will have no chance to escape the burdens of taxation. Aside from the interest always to be found in learning who has money invested in bank stock, the reports are highly interesting in showing how widely scattered the bank stock holdings really are. There are eleven banks in the city, with a total capitalization of \$2,950,000, and the total number of stockholders is 1,068 or, if the duplicates be eliminated, about 1,000. The average holdings is \$2,762.17 and of the total number of stockholders only 181 hold \$5,000 or above, this referring, of course, to the par value. The largest holdings in any one bank is \$50,500 owned by Joseph H. Martin in the Old National. Large as his holdings is, proportionately to the entire capital of the bank they are not heavy, being a little more than 6 per cent. The capital stock, number of stockholders, the largest single stockholder and the number with holdings of \$5,000 and above in each bank are as follows:

Old National, capital, \$800,000; number of stockholders, 180; largest stockholder, Joseph H. Martin, \$50,500; number of other stockholders of \$5,000 and above, fifty.

National City Bank, capital, \$500,000; number of stockholders, 157; largest, Charles H. Hackley, Muskegon, \$22,000; number of others \$5,000 and above, thirty-six.

Grand Rapids National, capital \$500,000; number of stockholders, 126; largest, Edwin F. Uhl, \$33,866; others \$5,000 and above, thirty.

Fourth National, capital, \$300,000; total stockholders, 107; largest, D. A. Blodgett, \$21,000; others \$5,000 and above, twenty.

Fifth National, capital, \$100,000; total stockholders, 77; largest, David E. Uhl, \$11,366; others \$5,000 and above, three.

Grand Rapids Savings, capital, \$150,000; total stockholders, 112; largest, N. Fred Avery, \$11,350; others \$5,000 and above, eight.

Kent Savings, capital, \$50,000; total stockholders, 28; largest, Henry Idema, \$8,700; others \$5,000 and above, none.

People's Savings, capital, \$100,000; total stockholders, 66; largest, Thomas Hefferan, \$9,000; others \$5,000 and above, two.

State Bank of Michigan, capital, \$150,000; total stockholders, 96; largest, Daniel McCoy, \$25,500; others \$5,000 and above, five.

Michigan Trust Company, capital, \$200,000; total stockholders, 59; largest, E. N. Salling, Manistee, \$14,000; others \$5,000 and above, fourteen.

Peninsular Trust Company, capital, \$100,000; total stockholders, 60; largest, William Widdicomb, \$6,000; others \$5,000 and above, two.

The four banks in Ann Arbor have formed a clearing house association with Cashier F. H. Belser, of the Farmers and Mechanics' Bank, as manager.

The city of Chelsea has voted \$43,000 bonds to purchase the water works and electric lighting plant heretofore operated under private management.

The city of Kalamazoo will vote April 30 on issuing \$210,000 bonds for local improvements.

Mayor Baum, of Saginaw, in his annual address to the Council, recommended the purchase by the city of the Saginaw street railway and of the Saginaw gas works, west side. The gas franchise, granted April 22, 1868, for thirty years, will expire this week and there is a provision in the old charter which gives the city the privilege of buying if so desired, at a price to be fixed by five arbitrators or appraisers. The company has petitioned for an extension of the franchise. The street railroad is in the hands of a receiver and Mayor Baum thinks it should be acquired by the city and managed as a municipal enterprise by a non-partisan board or leased to some company to operate. An enabling act would have to be secured from the Legislature to cover both cases, and if secured the proposition to issue about \$1,000,000, which the two properties would cost, would have to be submitted to the electorate for approval. The Saginaw Courier-Herald characterizes the scheme as Utopian.

Frank Hale has purchased the interest of C. W. French, of Stanton, in the banking house of French, Hale & Co., at Rochester. The firm will hereafter be known as Webber, Hale & Co., the other partners being S. W. Webber, of Lyons, and J. H. Ruel, of Pawamo.

The banking firm of Power & Avery will shortly begin business at South Lyon, their purchase of the late J. E. Just & Co.'s banking business having been confirmed by the court. Harry German, formerly Assistant Cashier of the Northville Savings Bank, will be Cashier and local manager.

THE CONTROL OF THE SEA.

The London Times, in a recent issue, gives the United States some sage advice as to the best plan of campaign to be pursued in the coming conflict with Spain. The Times warns us that, before an invasion of Cuba would be possible, it would be necessary that the Spanish navy should be so crippled as to be rendered harmless. It points out that attempts to invade Cuba before the Spanish fleet has been disposed of would be to court certain disaster. In this connection the lessons of the war between China and Japan are pointed to. As a result of the battle of the Yalu, China lost control of the sea, and her ships were driven to the shelter of her ports, with the effect that it was easy for Japan to land a large force on Chinese soil and compel a humiliating surrender.

The London Times need feel very little concern about the tactics likely to be adopted by this country in the event of war with Cuba. The military authorities of the United States are not so blind to all the teachings of history and experience as to attempt to land troops on the Cuban coast until the way for a successful landing has been prepared by the driving from the sea of the Spanish fleet.

It is not for a moment supposed that Spain will hold her ships in European waters and abandon her West Indian colonies to the protection of the troops already there and the fortresses which have been erected at the principal ports of Cuba and Porto Rico. The concentration of the torpedo flotilla and the arrival of several powerful cruisers at the Cape De Verde Islands is a refutation of any such theory. It is very evident that Spain proposes to make Porto Rico the base of operations for her navy, and it will be necessary to drive the Spanish warships from that island or blockade them in the harbors there before it will be safe to think of Cuba.

It is, therefore, probable that some time will elapse before any attempt to send troops to Cuba will be made. The concentration of the regular army in the South is, no doubt, for the purpose of gradually inuring the soldiers to a warmer climate, as well as to afford the officers an opportunity of handling large bodies of troops. It is probable that, as soon as the militia are called into service, they will also be concentrated along the Gulf coast, where the period of waiting will be profitably spent in active drilling in preparation for the work to be done later on.

The preparation of an army of invasion will not be the work of a few weeks. Aside from the concentration of the proper force at convenient localities, from which shipping can be taken, there is the drilling of the force into the proper shape; the providing of the camp equipage, the stores and the other impedimenta essential to an invading army where the country to be invaded is swept clean of the means of sustaining an army and where the means of transportation and maintenance are rendered exceptionally difficult by the climatic conditions. The invasion of Cuba, should such a step be necessary, will not be the work of a couple of weeks, as some imagine. It can not be attempted, in all probability, for months, and even when attempted, may be a much more formidable matter than many over-sanguine patriots appear to think.

A Chinese writer in one of the publications of his own country has summed up the peculiarities of the American people in a paragraph which is translated as follows: "They live months without eating a mouthful of rice; they eat bullocks and sheep in enormous quantities; they have to bathe frequently; they eat meat with knives and prongs; they never enjoy themselves by sitting quietly on their ancestors' graves, but jump around and kick balls as if paid to do it, and they have no dignity, for they may be found walking with women."

Dry Goods

The Dry Goods Market.

Staple Cottons—Fall River manufacturers have exhibited more or less weakness and made concessions right and left. Buyers just now are not going to buy anything more than they need at once, anyhow, and it is not going to do any good to lower prices in the hope of moving more goods, because they are not going to purchase freely until the war question is settled, at any price. Outside of this decrease in price by the Fall River men, the brown cotton market is not in very bad shape. It is very quiet, to be sure, but the supply is kept down by strikes, which maintains the price to some extent, and there is a certain demand which calls for more or less goods all the time. Bleached cottons also are very quiet, and move but little. Orders call for small lots but are fairly plenty.

Prints and Ginghams—Shirting prints are being purchased in small lots and orders are fairly plenty. The market in these goods perhaps is in better shape than in any other branch at present, with the exception of gingham. The jobbing trade is fairly active, and there is a call for reorders to some extent, which it is expected will increase. Gingham, in both fancy and staple lines, continue in good demand and are the strongest feature of the market. The best lines are already well sold up, and it is difficult for buyers to secure the patterns they want. There is no accumulation in the market and the demand is expected to remain firm and steady. Denims have been in fairly good demand also, and many lines are sold up. It is a pleasure, in looking over the market, to dwell upon these items, which display a strength not found elsewhere.

Knit Goods—Domestic manufacturers are also having an excellent season, and all the leading lines are well sold up. All classes of goods are partaking in the general activity—low, medium and high-class goods in both flat and ribbed knits. Orders are not for very large quantities, and buyers are not looking so far ahead as they might, under other circumstances, but still the demand is by no means a hand-to-mouth one, and buyers are not restricting themselves to immediate necessities. It is said that many of the largest houses have given orders to their buyers to order nothing that is not needed for immediate use. This is in some places confirmed, and in others denied. It looks as though it were not a general condition but that such orders had been issued by a few of the largest houses, which had affected the whole market. The higher classes of goods are receiving considerable attention from buyers now and orders for fine pure wool goods are moderately frequent. It is not thought that the demand among consumers who have been accustomed to buy the best will be much affected by any condition that we can look forward to with any degree of probability. Regular purchasers of the highest class of goods are loth to turn to other grades, and will not do so unless under very exceptional circumstances. Union suits are becoming more popular with the trade every day, as is evidenced by the increasing orders which are placed for them. These goods were not so easy to sell at first, as the well-established plan of two-piece suits has a firm hold on the consumers, but wherever they have been

properly introduced, they have made their way, and it was said by a prominent jobber that purchasers of union suits from him had been increasing their orders for these for years. There is certainly much to recommend them, and they well deserve their popularity.

Hosiery—There is talk now of late deliveries in the hosiery market. Chemnitz manufacturers are overrun with orders, and fancy goods which should have been delivered months ago are not in sight yet. In view of these facts, the market is naturally more than firm and an advance in prices is not an unlikely thing to look forward to. Fancy hosiery, of course, is still in the lead, and the rush for these goods is so great that it is almost impossible to find any desirable lines open now. Salable things are very scarce, and buyers who insist on having fancies have to take what they can get. Domestic full-fashioned hosiery is receiving orders enough to keep the goods in good request, and many very fine lines of fancies are shown by the jobbers, which are receiving the attention of buyers. In staple goods but little is being done. The bulk of the ordering in these lines was accomplished two weeks or more ago, and but little is heard from them now.

Carpets—The demand continues largely for tapestries, axminsters and velvets, and while there is also a moderate amount of business reported on all wool extra super ingrain, there is still a tendency this season noticeable among the small retailers to give more attention to the cotton chain wool filling ingrain, as well as standard grades. This indicates that the masses are not as yet prepared to pay the advance on all wool carpets which the manufacturer is obliged to ask in order to purchase yarn made of dutiable wool.

Lace Curtains—The jobbers continue to report a very fair business on medium price curtains, with the outlook more favorable to domestic goods, especially on the Nottingham, as there is practically no foreign competition possible on the grades below 16 point. As times improve, lace curtains will be one of the important branches of textile manufacturing in America. There is ample capacity already in the country to supply our needs in the medium lines for some years to come. Any further increase, except on fine grades, would cause a large over-production, and further reduction in price.

Rather Unusual Death Notice.

Of all the extraordinary death notices the following must surely rank as the most unique:

Smit—On the 28, Amy Mary Jane Smit, eldest daughter of Deena and William Smit, aged 1 day, 2½ hours. The bereaved and heart-broken parents beg to tender their hearty thanks to Dr. Jones for his unremitting attention during the illness of the deceased, and for the moderate brevity of his bill. Also to Mrs. Williams for the loan of clean sheet, to Mr. Wilson for running for the doctor, and to Mr. Robinson for recommending mustard plaster.

He Knew His Mother-in-Law.

Sibley—My mother-in-law has been spending the winter in Florida.

Frivoet—Has the climate agreed with her?

Sibley—If it knows its business it has.

Lets the Grocer Worry.

"Does your husband worry about the grocery bills?" asked the thin-faced lady.

"Why, no!" said the lady with the silk skirt and patent shoes. "We let the grocer do all that."

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.

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.

IS IT ANY WONDER

That some merchants cannot sell **Hosiery**? We think not. Poor goods never built up any business. We aim to carry only such makes as will stand the test of actual wear. 'Tis true, they sometimes cost a trifle more but are always found to be sure trade winners. We are the sole distributors of the celebrated **Matchless** brand, a line we've carried for the last ten years. The **Sandow** made with a **three** thread knee, **three** thread foot and a **four** thread heel and toe is one of the best things ever offered for boys' wear. Send us a sample order.

WHOLESALE DRY GOODS
AND NOTIONS

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

GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, April 16—One thing greatly in evidence here just now is the American flag. From the sky-scraper to the peanut stand Old Glory is waving through the length of the city. Nothing is talked about except the warlike preparations and, go where you will, the conversation drifts into the same channel.

Business, meantime, seems to be pretty badly knocked out in this town and surrounding territory. Wholesalers and retailers alike are complaining and wondering what the end will be. Let us hope for the best.

Arbuckles package brands have been advanced 1c and Ariosa is now held at 9c. Other roasters, except Woolson, have made a similar advance and the country trade is coming in with some good orders. The war scare has probably worked the change and Arbuckles are getting ready for the increased tax that may be placed on coffee now on hand. The quotation for Rio No. 7 is now 6½c and some dealers insist on 7c. Some business has been done in an invoice way and altogether the market is decidedly stronger than a week ago. The amount here and afloat now amounts to a total of 1,054,537 bags, against 704,841 bags at the same time last year. Mild coffees are firm and jobbers say that some very good orders have come to hand from the interior. Padang Interior ranges from 23½@30c, the latter, of course, for fancy stock.

The tone of the sugar market is firmer, but orders have not been very large nor numerous. Refiners are not over sold and seem fully prepared to meet all demands with little if any delay. Granulated is still held at 5.18c. Raw sugars are quiet and prices seem to tend downward, although this may be but a temporary symptom.

Teas are firm. A sale of 10,000 packages of Formosas was made at full figures on Wednesday and the situation is one that seems very encouraging as to the future. The quality of teas is steadily improving and the consumption, it is believed, will show a steady gain. The talk of additional tax of course lends to the general strength of the situation. In an invoice way little if any business has been done. The call is chiefly for the better sorts all around.

The rice market is active and on all grades of desirable quality there has been an advance of ½@¾c. Notwithstanding this, the market is still below the cost of importing and a further appreciation is looked for until a parity with Europe is reached. Advances from the South are firm, with the outlook encouraging; in fact, it is stated that more orders are turned down than can be accepted to be filled.

Spices are quiet. Sellers do not appear to be anxious to make sales if any concession be granted and, on the other hand, buyers are not exhibiting the least anxiety to lay in stocks ahead of daily wants. Pepper, cloves and cassia are especially firm.

The molasses market is firm and in some cases a rate fractionally higher than a week ago has been paid. A fair trade has been reported from the country and altogether the situation is one containing a good deal of encouragement. Prime to fancy open-kettle, 29@33c.

Exporters have been the stay of the syrup market during the past few days. General trade, however, might be worse and the general outlook is cheering.

In canned goods, the general market is very dull and weak. Considerable business has been done in future corn, tomatoes and peas, but the season for fresh fruits is so near at hand that quietude in canned goods is to be expected. Reports of frosts in California have had no effect on the market here.

Dried fruits are moving quietly and at low rates. Fancy evaporated apples lead, selling from 8¾@9½c.

Oranges and lemons have shown little change, although California navel is 5@10c higher. The jobbing demand is fairly active and, upon the whole, the

market for foreign green fruits generally is satisfactory.

The butter market has lost strength within a few days and the transactions are confined to the smallest possible amounts, with 20c the top rate for best Western creamery. Extra imitation creamery, 18c; do. firsts, 16@17c; seconds, 14½c.

The cheese market is firmer, as a few houses control most of the stock, and quite a trade is being done in an export way. Large size State full cream, 8c; small, 8½c.

Best Western eggs fetch 10½@11c. Arrivals are somewhat lighter and the tone of the market is firmer all around. Receipts Friday aggregated a trifle over 9,000 cases.

Since the retail flower business, or curbstone and street corner branch of the retail flower business of New York, passed into the hands of the Greeks, as it has done almost altogether, the inferior flowers of the larger dealers, instead of being thrown away, as was too often the case previously, are sold to the itinerant trader at a big reduction in price. It is a case where the old commercial rule of quick sales and small profits is subject to the variation, quick sales or no profits, and hence the Greeks buy the culled flowers cheap and sell them soon, very soon, even if to effect a sale a nominal profit only is secured. Their commercial activity has probably promoted the business of the large flower dealers, especially at Eastertime, instead of encroaching upon it. Moreover, the Greek peddlers put cut flowers within the reach of many frugal purchasers, women and children especially, to whom, before, they were denied wholly. Outside of lilies and roses, the most popular flowers this spring appear to be azaleas and violets.

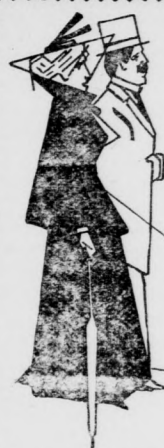
For many years, German shoemakers had a practical monopoly of the cobbling trade of the town, some of the more inventive and progressive adding to their revenues considerably by the making of shoes to order, a business now very nearly extinct, but of recent years Italian cobblers have superseded them. Only in plays and operas does a cobbler regale his neighbors with songs and stories, distributing money among them, and having a shop which is the rendezvous of noble lords and high-born ladies. Hereabouts the cobbler of actual life is a hardworking man, who mends boots and shoes in a cellar, and draws his patronage from those to whom sharp economy is a necessity. The Italian cobblers have driven out the Germans, because they work cheaper and prefer to work by themselves, away from the tyranny of unions, whereas the Germans are attracted by the shops and factories, at which much of the repairing, especially of fine shoes, is now done. The Italian barbers also owe much of their success to the same predilection, their individual efforts not being hampered by barbers' unions.

The American Navy, Cuba and Hawaii.

A portfolio, in ten parts, sixteen views in each part, of the finest half tone pictures of the American Navy, Cuba and Hawaii has just been published and the Chicago, Milwaukee & St. Paul Railway has made arrangements for a special edition for the benefit of its patrons and will furnish the full set, one hundred and sixty pictures, for one dollar. In view of the present excitement regarding Cuba these pictures are very timely. Send amount with full address to Geo. H. Heafford, General Passenger Agent C. M. & St. P. Ry., Chicago, Ill.

Take as Directed.

The doctor said to the patient's wife, "The medicine I shall send must be taken in the recumbent posture." After he had gone, greatly puzzled, she kept repeating, "A recumbent posture—I haven't got one." Finally she applied to a benevolent neighbor: "Have you a recumbent posture to lend me to put some medicine in for my old man?" The neighbor, as ignorant as the applicant, replied, "I had one, but to tell you the truth I have lost it."



We're Pretty Green

Because we've just been married, but on one thing we are agreed—we shall use only

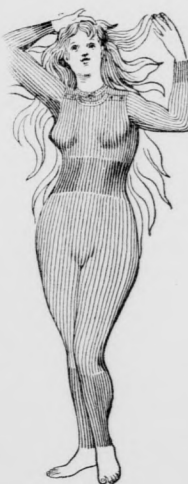
Queen Flake Baking Powder

Because his mother uses that brand and her biscuits are always just right.

Manufactured only by

**NORTHROP, ROBERTSON
& CARRIER**

LANSING, MICH.



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 \$1 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.

Awnings and Tents

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

CHAS. A. COYE,
11 PEARL STREET.



J. A. MURPHY, General Manager.

FLOWERS, MAY & MOLONEY, Counsel

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

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

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

Around the State

Movements of Merchants.

Yale—John Hutton & Co. have opened a new hardware store.

Manistee—Aug. Thurman has engaged in the confectionery business.

Portland—Clarence A. Newman has embarked in the meat business.

Barryton—A. L. Hawk has lately engaged in the drug business at this place.

Bay City—Watrous & Miller succeed W. A. Watrous in the grocery business.

Gaylord—Geo. F. Qua continues the clothing and shoe business of Qua Bros.

Hancock—Hodges & Ready succeed Thos. Hodges in the confectionery business.

Adrian—L. M. Rogers, of L. M. Rogers & Bro., grain and wool dealers, is dead.

Lansing—Herrick Bros. have added a meat market to their grocery establishment.

Hodge—Jas. S. Hodge, dealer in agricultural implements, has removed to Fife Lake.

Lennon—Phillips & Perkins succeed Samuel Phillips in the grocery and notion business.

Saginaw—Geo. Arrowsmith, dealer in dry goods and groceries, has removed to New Lothrop.

Lake Odessa—H. W. Hart has purchased the grocery and drug stock of Dr. W. S. Hart.

Jackson—The Snow Shoe Co. has been organized to continue the boot and shoe business of Wm. W. Snow.

Oxford—J. C. Baldwin & Co. succeed H. Baldwin & Son in the furniture and undertaking business.

Vandalia—Fred Williams will hereafter carry on the grocery business formerly conducted by Bogue & Williams.

Lake City—Wm. H. Arbuckle has purchased the grocery stock of E. W. Murray and will continue the business.

Traverse City—Mat Tatman, formerly salesman for Thurtell & Gane, has opened a confectionery and cigar store.

Big Rapids—John Johnson, formerly with Pearson & Co., of Fremont, has purchased the J. M. Arnold meat market.

Bay City—Edward Meisel & Co. have opened a retail grocery store at the corner of Eighteenth street and Garfield avenue.

Jackson—Geo. Lincoln has sold his meat market on Francis street and opened a new one at 208 South Mechanic street.

Niles—Gillette & Hatfield, composed of E. L. Gillette and Frank Hatfield, have purchased the grocery stock of W. H. Bullard.

Battle Creek—Dr. I. N. Merrit, for many years identified with the dental profession, has opened a grocery store on East Main street.

Brown City—W. J. Bottomley has purchased the building belonging to Frank Snyder and will occupy same with his jewelry stock.

Maple Rapids—Wm. L. Aldrich, of Aldrich & Van Sickle, general dealers, died last Friday from the effects of gangrene, after an illness of ten days.

Owosso—H. L. Scheer, of Chicago, has purchased an interest in the monument works of E. A. Steadman, the new firm name being Steadman & Scheer.

Lake City—Anton Iverson will occupy the building soon to be vacated by Jas. Berry, general dealer, with a line of furniture. He will also handle dressed lumber.

Owosso—Eugene E. Beal has placed Chas. F. Zieffle in charge of his new shoe store at this place. Mr. Zieffle was connected with his Ann Arbor store for seven years.

Lowell—Thos. Donovan has associated himself with F. A. Gould, of Mulliken, under the firm name of Gould & Donovan, to engage in the produce business at this place.

Allegan—The Common Council is considering a proposition to attract factories here by remitting all taxes for five years on new factories employing over twenty-five people.

Howard City—H. M. Gibbs, druggist at this place, has purchased the bankrupt drug and grocery stock of Chadwick & Milne, at Portland, and will continue business at both places.

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

St. Ignace—S. J. Smith, for eight years in the employ of Stellwagen & Kynock, hardware dealers, has opened a tin and plumbing shop. His son, Fred, will be associated with him in the new venture.

Lansing—The firm of Alsdorf & Son has leased the store building at 335 Washington avenue, south, formerly occupied by the J. H. Rose grocery, and will open a new drug store there about May 15.

Lansing—Ernest D. Jessop succeeds H. E. Cross as manager of the J. L. Hudson shoe house. Mr. Cross resigned to accept a position as assistant superintendent of the Handy Wagon Works, at Saginaw.

Otsego—P. W. Travis, formerly engaged in trade at this place, but for some time past residing in the East, has, like the prodigal son, returned to Otsego and opened a dry goods store in the Cushman building.

Charlotte—J. A. Hageman and J. A. Mikesell have formed a copartnership and embarked in the grocery business. Mr. Mikesell was formerly connected with the electric light plant and Mr. Hageman was engaged in the grocery business.

Traverse City—M. B. Holley and Ralph Connable have become the owners of the city book store, having purchased the stock of the Lyon, Beecher, Kymier & Palmer Co., of Grand Rapids. The style of the firm will be Holley & Connable.

Ishpeming—Some of the Scandinavian residents of the city are advocating the organization of a Swedish co-operative society, with a view to opening a general merchandise store. The scheme may be brought to a fruition, but it is doubtful if the project succeeds, on account of the inexperience of the promoters.

North Lansing—The grocery store of John Eichele is closed and its rightful owner is yet to be determined. Mr. Eichele and Edward Darling recently made a deal, which was intended to result in the latter and John Darling purchasing the stock, but after Edward Darling had given Mr. Eichele the deeds of the property he was to transfer for his interest in the goods and the invoice was taken, the partner refused to come up with his share because of dissatisfaction over the invoice. After running the store a week, a bill of sale was given to John J. Mascer, and there it stands. Mr. Eichele holds deeds for Darling's real estate and no one seems sure who will eventually own the stock.

Manufacturing Matters.

Bancroft—M. W. Wilkinson has opened a cigar factory.

Charlotte—Bond & Scott, machinists, have purchased a site upon which they will erect a machine shop with a floor capacity of 2,080 feet.

Owosso—D. R. Salisbury, manufacturer and dealer in shoes, has opened a branch store at Corunna, placing D. W. Watters in charge.

Sparta—Hinman & Jacobs have completed arrangements for starting a basket factory at this place, turning out both fruit baskets and berry crates.

Chesaning—M. L. Parshall, proprietor of the Havana roller mills, has purchased a half interest in the Owosso city mills. The style of the firm is R. N. & M. L. Parshall.

Carland—Park Scott has purchased the interest of A. E. Shannon in the general stock and elevator formerly conducted by Scott & Shannon, and will continue the business in his own name.

Menominee—The shingle mill of Henry Harding is being operated day and night, the owner having contracted to cut 20,000,000 during the season, 10,000,000 for T. E. Hicks and the same quantity for the Soaper Shingle Co.

Coldwater—A company has been organized with a capital stock of \$300,000 to operate what has been formerly known as the Cole marl beds, and will erect a factory building costing \$100,000. L. W. Hoch, of Adrian, will be superintendent of the proposed factory.

Portland—The Verity Manufacturing Co., manufacturers of washing machines and furniture specialties, will make extensive improvements in its plant before the advent of the July rush, including the erection of a three-story addition to the rear of the present factory building.

Belding—W. D. Ballou bid in the plant of the Ballou Basket Co. at chattel mortgage sale and will continue the business under the corporate style of the Ballou Basket Works. W. D. Ballou is President, M. E. Ballou Vice-President, J. E. Clemens Treasurer, and F. A. Potter Secretary.

Jackson—Herbert A. Hodge, J. N. La Due, J. S. Hutchinson and Frank Cary have organized the Hio Furnace Co., which will undertake to manufacture and exploit the new furnace recently invented by N. J. Cary. The new enterprise will be located in the Bennett machinery building.

Escanaba—The new railroad from here to Republic is now an assured fact. It will traverse a timbered country, which will eventually become an agricultural one. The Chicago & Northwestern Railway will run about sixty ore trains daily into this place and more ore will be shipped from this part than since 1892.

Houghton—It has been more than twenty-five years since anything was done with the Winona mining property, between here and Ontonagon. Twenty-five men will go to work this week at unwatering the mine and, as the new company has ample means, the Winona will soon be among the dividend paying properties. With copper at 12 cents a pound, there has been and will be great activity in this district, and many old properties are being put into shape with new and up-to-date machinery, which means much for Houghton county. All the old mines which have resumed lately have been equipped with far better machinery than the best ones had twenty-five years ago.

Alanson—The Alanson Manufacturing Co. is working on an order for sixty carloads of cheese box stock.

Remus—Phillips & Chapin have resumed operations at their cheese factory, having put in a new boiler and other betterments.

Detroit—Articles incorporating the E. R. Calk Co., for the manufacture and sale of horseshoe and other calks, have been filed; capital stock, \$50,000. Merrill B. Mills, in person and as trustee, holds all but two shares of the stock, the remainder being held by James Barnes and John M. Brewer.

Manistee—L. B. Long, who for the past ten years has been general manager of the Manistee Manufacturing Co., has resigned his position on account of poor health. W. J. Wabraushek, who has been head book-keeper for some time, will probably be placed in charge, although no definite arrangements have yet been made.

Marquette—Sunday marked the opening of navigation for 1898, when the steamer Wade came in with coal and took on a load of iron ore. This is positively a summer town and the opening of navigation is a long-looked-for event. The Dead River Mill Co.'s mill begins its season's cut this week. Extra ore trains are being put on the D., S. S. & A. and L. S. & I. Railways and, with the unprecedented activity in iron ore, Marquette will be a lively place for the next eight months.

Telephone Topics.

Flint—The Valley Telephone Co. has engaged Frank M. Howard as manager.

Charlotte—The New State Telephone Co. is canvassing the city for contracts on the basis of \$20 per year for business phones and \$10 per year for residence connections.

Benton Harbor—The Twin City Telephone Co. has over 400 connections and the number is constantly increasing. The Bell exchange will probably be abandoned altogether.

Owosso—The Bell people now offer the city six telephone connections for \$1 a year. This would be cheap enough but for the fact that there will probably be no more Bell phones in the city by the end of another year.

Traverse City—F. O. Gullifer, of Detroit, is in the city in the interests of the New State Telephone Co., with the view of establishing an independent exchange in Traverse City.

Merchant's License Sixty Years Old.

Will Botsford, the Holland merchant, has an odd document in the shape of a license issued to an Allegan merchant sixty-two years ago. The license reads as follows:

Whereas, Eber Sherwood, of the township of Allegan, in the county of Allegan, in the Territory of Michigan, hath duly paid to the Sheriff of said county eight dollars and seventy-five cents, for a license to follow the occupation of a Merchant; Now know ye, that the said Eber Sherwood is hereby licensed to follow the occupation of a Merchant in the Territory of Michigan, in the county of Allegan, in the Territory aforesaid, during the present year, ending on the 31st day of December, 1836, in conformity with the Laws of the Territory of Michigan.

Dated at Allegan, January 1, 1836.

ROBERT ABBOTT,
Auditor of the Territory of Michigan.
A. L. ELY, County Clerk.

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

All lies are fleet, but none are sure-footed.

Grand Rapids Gossip

H. M. Gibbs has opened a grocery store at Portland, purchasing his stock of the Clark-Jewell-Wells Co.

Mrs. Nettie Watts has opened a grocery store at Ensley. The Clark-Jewell-Wells Co. furnished the stock.

A. E. Haas has opened a grocery store at Tolcott. The Olney & Judson Grocer Co. furnished the stock.

The Wolverine Spice Co. is erecting a two-story addition to its factory on Court street, 25x150 feet in dimensions.

The Williams Provision Co., meat dealers at 200 South Division street, has added a line of groceries. The Clark-Jewell-Wells Co. furnished the stock.

W. A. Truax has opened a grocery and shoe store at Dorr. The Olney & Judson Grocer Co. furnished the groceries and the Herold-Bertsch Shoe Co. supplied the shoes.

Local tobacco dealers are purchasing a large supply of stamps at the Internal Revenue office, in anticipation of an amendment to the Dingley tariff act to raise revenues for war purposes. Most of the factories are running over time to manufacture the goods needed for the extra supply of stamps. Cigarmakers throughout the State are also sending in increased orders, some of which are in the nature of a surprise when the usual amount of their purchases is considered.

The Grain Market.

As is usual, wheat was the absorbing topic in the grain line during the past week. The trade is getting very tired of hearing about Leiter and his clique, as they are playing football with the present futures. As has been stated heretofore in these articles, these people put the price to whatever point suits their interest. If they think that May wheat should reach \$1.15, it goes there, and if they think it should be depressed to \$1.05 or \$1.06, it goes to that point. It is useless to predict anything in regard to prices in these times. We have not seen so much uncertainty and irregularity since 1876, when prices went up and remained steady until nearly harvest time. The exports have been large. The world's shipments were also nearly 9,000,000 bushels during the week, but a greater part came from other wheat exporting countries, which shows that where crops have been harvested, they have wheat to spare. Argentine shipped nearly 16,000,000 bushels, against 2,000,000 bushels during the corresponding time last year. Reports show a fair decrease in the visible, but we can stand a decrease in the visible every week from now until harvest and still not discommode us very much.

As is usual under present conditions, the flour trade is very unsatisfactory, as the trade are holding off, expecting to see wheat recede and, consequently, buy only to supply their present actual needs. While mill feed is in good demand, it has weakened about 50c per ton. The mills have kept running at their usual pace.

Coarse grains, especially corn, have been strong, owing to the extremely large decrease in the visible, and the price was advanced about 2c. Oats were also strong and advanced about 1½c. Wheat was advanced about 3c in Detroit and local markets, but could not follow the Chicago and Northwestern markets, as they

are controlled by the clique, as has been stated.

The receipts during the week were 63 cars of wheat, 11 cars corn and 13 cars of oats. It might be mentioned that Grand Rapids has been and is regularly receiving more wheat than Detroit or any other point in the State.

C. G. A. VOIGT.

Purely Personal.

Dr. Chas. S. Hazeltine, President of the Hazeltine & Perkins Drug Co., has returned from Cedar Rapids, Iowa, where he spent a fortnight with his daughter.

Gaius W. Perkins, President of the Grand Rapids School Furniture Co., is at Old Point Comfort, where he expects to remain about a week, returning home via Washington and New York.

W. R. Brice, senior member of the produce house of W. R. Brice & Co., is expected to pay his branch house a visit next week, at which time the plan of making the branch a permanent feature will be discussed and decided upon.

Edwin Ross, who has been manager of the soap department of Armour & Co. since the first of the year, has introduced a number of innovations which have resulted to the profit of all concerned. His attitude toward the cutting grocers and department stores is such as to commend him to the legitimate retail trade everywhere.

Sidney F. Stevens (Foster, Stevens & Co.) left last evening for Old Point Comfort in hopes of reaching there before the Flying Squadron sails away from Hampton Roads to crush the Spanish flotilla. He will remain there a week or ten days, returning home via Washington and Baltimore. Mrs. Stevens accompanies her husband.

Charles Clarke, New York State Agent of the Grand Trunk, has been appointed agent of the Grand Trunk Dispatch at Buffalo. The manager of this new line, Sumner Hopkins, will continue to discharge the duties of Commercial Agent of the Grand Trunk at Detroit, and it seems to be the policy of the company to have its agents at important points look after the interests of the fast freight line, without increase of salary, thus avoiding the necessity of making special appointments for the line, and keeping down the expense that would otherwise be incurred. Mr. Clarke was in charge of the Grand Trunk interests in this city for several years previous to his going to Buffalo.

Seven Months on the Road.

From the Lansing Republican.

F. B. Holder received a letter this morning from Rev. Lewis F. Esselstyn, of Teheran, Persia, stating that two barrels of dishes which the latter purchased had arrived at Teheran with only one small plate broken. The goods were packed by E. H. Flitton, a clerk in Mr. Holder's store, were shipped from this city Aug. 26, and reached their destination Feb. 10. They traveled about 800 miles by caravan from Bushire to Teheran. Mr. Esselstyn inclosed the following paper, which he found at the top of the barrel when opening it: "These goods were carefully packed by E. H. Flitton, Lansing, Mich. Woe be unto the heathen that breaks one piece."

Easily Arranged.

"Dear Charlie, if I marry you will you get up and make the fires in the morning?"

"Darling girl, we will get married in the summer. Before winter you will get used to the idea of making the fires yourself."

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at Retail Grocers' Hall, Tuesday evening, April 19, President Dyk presided.

The following communication, addressed to Mr. Dyk, was read by the Secretary:

Green Bay, Wis., April 5.—In the Michigan Tradesman of recent date, I read an account of the good work done by your Association in the past, and as we have just recently organized here I cordially ask you or your Secretary's favor in answering a few enquiries in regard to subjects which are important to us, and we, as a body, will heartily thank you for any information you may give us. We organized in February, of this year, and have now fifty-four members; in fact, all of the leading grocers in the city, excepting one, who persists in cutting the very life out of very nearly all of the staples. I notice by the article referred to that you have successfully met this question in a number of cases. What methods did you pursue and what pressure or influence did you bring to bear? Also the trading stamp scheme. How did you get rid of that?

Hoping to hear from you at an early date and wishing you continued success, I am,

H. HAGEMAN, Sec'y.

On motion, the Secretary was instructed to reply fully and frankly to the enquiries of the writer.

The following communication was received from B. S. Harris:

In the Bulletin for March, issued by the Dairy and Food Commissioner, on pages 5 and 6, is an article I deem worthy of more than passing notice and one upon which this Association should take action, as it applies to our business and strikes at an evil of great importance to us, and in regard to which we must be deeply interested. It is the peddling and taking orders and delivery of baking powders, extracts, teas, coffees, spices, etc., all over the State. In this article we have it from the highest authority in the State that the goods sold are spurious and misrepresented, and as the Commissioner asks the co-operation of the State papers in warning buyers of these frauds, I think the retail grocers of the State should be a great factor in doing this. I would recommend that our Association take the initiative in this matter and ask other associations in the State to assist in the same work, and to this end I would offer the following resolution:

That the whole of the article in the Bulletin mentioned under the heading, "Warning to Consumers," be printed in circular form or in any other manner the Association may adopt; that 5,000 of the same be issued and put into the hands of the retail grocers of this city for distribution among their customers, to aid the good work of the Dairy and Food Commissioner in exposing this class of frauds.

A considerable discussion followed the presentation of the communication, some urging the adoption of Mr. Harris' suggestion in regard to printing the article in circular form, while others insisted that the republication of same in the daily newspapers would accomplish the result at considerably less expense. It was finally decided to request the Herald and Press to republish the article in their news columns as a compliment to the Association.

Julius J. Wagner called attention to the fact that Soapine peddlers are again invading the city, giving six packages of soapine and seven cakes of soap for 25 cents. As it has been nearly two years since the Association reaffirmed its views on the Soapine question, it was noted that an occasional grocer had put the goods in stock in the meantime, acting on the representations of the Soapine emissaries that the interdiction on the goods had been removed. Inasmuch as such representations of the Soapine agents were false and fraudulent, it was decided to controvert their work and, on motion of Mr.

Lehman it was decided to reprint the Soapine resolution on the next sugar card issued by the Secretary.

Homer Klap offered the following resolution, which was unanimously adopted:

Whereas—We have the assurance of Armour & Co. that its soap department does not now discriminate against the retail trade by catering to the department stores and cutters; therefore

Resolved—That we revoke the resolution of Aug. 18, 1896, pledging ourselves to refrain from handling the Armour goods, and restore that house to the confidence and co-operation of the retail trade.

A considerable discussion followed on the probability of a duty being placed on tea and coffee and of the possibility of its applying to goods in the hands of the retail trade. No conclusion was reached in the matter, owing to the indefiniteness of information in possession of the members.

There being no further business, the meeting adjourned.

Flour and Feed.

The sharp advance and demand for wheat in Chicago to fill May contracts have greatly interfered with the flour trade for the past few weeks, and the more so as May approaches. A large amount of wheat is being shipped from Michigan, Ohio and Indiana, attracted by the high speculative price for May delivery. In other words, it is worth more for the time being for speculative purposes than for milling and, in consequence, the output of flouring mills in the central winter wheat belt is, at present, greatly curtailed. During the past few days, however, there has been a better enquiry for flour and, if the price of wheat is sustained, it is only a question of a very short time before flour will have advanced in proportion with wheat.

The Grand Rapids mills have been running quite steadily, having been fortunate enough to book orders quite liberally for April business, and have secured sufficient supply of wheat to keep the mills moving.

Millstuffs continue to be in good demand, with prices practically unchanged for the week. Feed and meal are moving rather more slowly, but prices have been well sustained.

WM. N. ROWE.

Hides, Pelts, Furs, Tallow and Wool.

The hide market is somewhat firmer and higher prices are asked and paid, although the quality is no better. Tight money does not affect them materially, as there is not a sufficient amount for the demand. Light skins show a decline in price, while heavy show an advance, having been declared dutiable. There is no accumulation of either grade. The quality has improved.

Pelts are scarce and nothing doing. In order to effect a sale the price must be conceded.

Furs are in light receipt, poor in quality and not eagerly sought after.

Tallow is quiet. There is a moderate demand for soapers' stock, while choice grades are desired at fair prices.

Wool is not quotable at any price. There are no sales East or West. There is none for sale, and no demand, on account of the new clip near at hand, and no one will buy to any extent, on account of the present uncertainty. Local buyers seem anxious and have paid for early offerings far beyond what could be realized on any market. The opinion seems to be that there is no limit to price it will reach and take it at \$1.05, when gold dollars would bring but \$1.

WM. T. HESS.

CHANGE OF BASE.

The Food Commissioner To Go After the Retailer.

Reed City, April 16—I feel impelled to write you in regard to something in which every grocer in Michigan is vitally interested—the responsibility under the existing laws for the sale of pure spices and other goods. The law—or, at least, the construction put upon it by the Pure Food Commissioner—is that every grocer shall know that his goods are pure or he must suffer the penalty. Now, how is he to know unless he is capable of analyzing every pound of mustard, pepper, etc., he buys? Unfortunately, we grocers have not all been able to secure a collegiate education, hence we are not able to conduct the necessary experiments. A deputy inspector who visited my store some time ago went through some sort of test on some mustard and then said: "I think it is not pure." I asked him if he was sure it was not, and he replied he was not sure, as he was not a chemist, but would send a sample to the State Chemist and so determine. Now, I submit, in all fairness, if a State official whose sole duty is to detect impure goods can not determine with any degree of accuracy the purity of goods inspected, how in God's name are we unlettered grocers to escape the penalties of the pure food laws? Are we each one to hire a little chemist to analyze all goods received, or will our august Legislature see the point and send us one at the expense of the State? This latter way would not be a bad idea, as it would give fat jobs to more of the unemployed. Candidly, I think this is a serious matter—a menace to the rights of all engaged in the grocery business—and I would like to hear from others in regard to it. If it is right, then we will submit like men; but if it is not, then it is time we fought it to the bitter end.

I think I can safely say that there is no class in Michigan which would like to see nothing but pure goods sold more than the grocers, and I express myself thus strongly in consequence of the implied change of policy to be taken by the Pure Food Commissioner as foreshadowed in his last Bulletin, in which he proposes to change from protecting to prosecuting the retail dealers. Brothers, read the first article in the last Bulletin and see how you like it. This language is used: "In a large number of cases there is an entire lack of intent to do wrong." In ninety-nine cases out of every one hundred this is true, and if the department will give us a method by which we can avoid doing wrong knowingly, there will be few prosecutions of retail dealers. Until such a way is pointed out it is the height of injustice to prosecute ninety-nine per cent. of innocent persons.

W. H. HAWKINS.

The enquiry of Mr. Hawkins is certainly very pertinent at this time in view of the statement of the Food Commissioner that he has finally reached the conclusion that he must hereafter disregard the entreaties of the jobbing trade not to proceed against the retailers, but to enforce the penalties of the law against the jobbing houses which furnish the retailers goods not up to the legal standard. Experience has proven that some of the jobbers are not sincere in their pretensions along these lines and that, instead of joining issue with the Commissioner in cases brought against them for alleged violations, they have sought to evade legal responsibility in the premises by taking advantage of technicalities and by the introduction of subterfuges, which serve to demonstrate their insincerity.

* * *

The Tradesman began agitating the matter of pure food laws fifteen years ago and probably did more than any other medium in the State to create the sentiment which subsequently found expression in the enactment of the laws

which now grace our statute books. With the actual enactment of the laws the Tradesman had very little to do, and candor compels the statement that some of the laws are unjust and one-sided, while some are not sufficiently definite to afford the protection the people deserve. For the indecision and vacillating policy of the first Food Commissioner the Tradesman frequently expressed its contempt and condemnation, and some of the rulings promulgated during his administration were quite in keeping with the character—or lack of character—of the head of the department. The present Commissioner has undertaken the work of enforcing the laws with vigor, but his efforts have been seriously hampered by his retaining a number of the Storrs rulings which are manifestly unfair and one-sided, and also by his being compelled to construct and maintain his department so that it serves as a cogwheel in the intricate political mechanism of the Pingree machine. The bitterest disappointment ever experienced by the Tradesman was the action of Governor Rich in dragging the department into the mire of party politics by appointing a nobody to the responsible position of Food Commissioner at the behest of pot-house politicians. Mr. Pingree improved on the work of his predecessor, so far as the appointment of a Commissioner was concerned, but the student of events can not fail to have noted that the head of the department is seriously handicapped in his work by the political exigency to which he owes his position. The Tradesman accords Mr. Grosvenor due credit for doing the best he can under the circumstances, but no man can serve the people and obey the behests of an ambitious politician at the same time without slighting the people—and the people who pay the salaries and traveling expenses of the Commissioner, the inspectors and the chemist ought to be the only ones considered in such connection. This can be accomplished—to some extent, at least—by placing the chemist and inspectors under civil service rules, so that faithful service to the people, instead of fealty to a crafty politician, will constitute the tenure of office.

* * *

Probably the most unfair feature of the food laws is the present provision for taking samples for analysis. A single sample is sent to the State Chemist and the dealer who furnished the sample may sell all the goods from the package from which the sample was taken before the result of the analysis appears in the monthly Bulletin of the department. Such a thing as verifying the analysis is, therefore, out of the question. In the opinion of the Tradesman there should be at least three samples taken, and properly sealed in the presence of the dealer—one for immediate analysis, one for subsequent analysis, if deemed necessary, and one for the dealer, who may have the privilege of referring the sample for analysis to such other chemist as the court may direct in the event of his being prosecuted for violation of the law. Nothing could be more unfair and one-sided than the present system; nothing could be fairer or more equitable than the plan suggested.

* * *

Another element of unfairness is found in the custom of the department in publishing the analysis of a single sample, without ascertaining whether other samples of the same brand are also deficient in purity or strength. Within a few

months a certain brand of vinegar was published in the Bulletin as below the legal standard, yet subsequent investigation disclosed the fact that the vinegar, as originally sold, was fully up to the standard but was diluted by the dealer who supplied the sample. Through the dishonesty of the retailer, the manufacturer was held up to public scorn and a brand which he had spent years in exploiting was seriously injured in the estimation of the dealers and consumers of the State. Experience has demonstrated that the people have quite as much to fear from unscrupulous retailers as from careless jobbers and dishonest manufacturers.

* * *

In the March issue of the Bulletin the Commissioner announces that his inspectors have collected over 150 samples of baking powder, which are now being analyzed by the State Chemist, yet nowhere in the food laws is there any specific reference to baking powder, the Legislature not having established a legal standard for this leavening agent. Such being the case, the question naturally arises, Why is the Commissioner taking up a matter over which he has no specific jurisdiction, except in a general way, when so many laws he is especially directed to enforce are permitted to lie dormant? Why, also, should he permit his deputy, Mr. Bennett, to father and champion a one-sided baking powder bill before the last regular session of the Legislature—a bill, by the way, which would be worth thousands of dollars annually to the Price and Royal people if it could be gotten on the statute books? It is a matter of common knowledge that the manufacturers of Price and Royal powders are not at all averse to buying public officials and corrupting Legislatures, and while the Tradesman has no specific proof that Mr. Bennett was actuated by mercenary motives, his espousal of such a measure while in the employ of the State naturally set some people to thinking and gave rise to some ugly rumors. An official of the food department, like Caesar's wife, should be above suspicion, and under no circumstances should place himself in a position where his motives could be misconstrued or his actions imputed to the influence of pelf.

* * *

In this connection the Tradesman feels impelled to commend the energetic manner in which Mr. Bennett shut out a carload of impure goods at Battle Creek three weeks ago. In the early part of March it was learned that a man giving the name of H. H. McCuen had taken a large number of orders from consumers direct, at Battle Creek, for teas, coffees, spices, baking powders, etc., for future delivery. For two weeks the department had an inspector watching for the party, who was slow in making the delivery. On March 29, it was reported that a carload of the goods had arrived at the Chicago & Grand Trunk depot. The next day a stranger giving his name as Nelson Mayer began delivering and collecting on these orders. He hired a conveyance, and, having notified the purchasers beforehand, delivered a small part of the orders before samples of the goods could be obtained and tested. Mr. Bennett thereupon caused his arrest on a charge of disposing of a can of impure mustard. He waived examination and was bound over to the Circuit Court, bail being set at \$200, which he succeeded in raising. The remainder of the goods were packed and shipped out of the State.

So far as defects and omissions in the present laws are concerned, they should not be laid at the door of the Food Commissioner. He had little hand in creating the laws, but has given them persistent and intelligent enforcement, in the face of determined opposition and bitter discouragements which would have disheartened a less resolute man. While there are some who will dissent from this statement, the Tradesman is inclined to the opinion that he has made an enviable record, considering the manner in which he is hampered by political and other conditions over which he has no control.

* * *

Regarding the liability of retailers for arrest and punishment, the Tradesman believes that it is not so serious as Mr. Hawkins apprehends. The dealer who persists in selling goods which are deficient in purity and strength, after he has been duly notified of their true character, deserves to be punished. For months the department has continued to publish the results of analyses of Prussing vinegar, showing it to be deficient in strength. Yet, despite these warnings, thousands of barrels of Prussing goods have been sold in Michigan. No retailer needed to employ a chemist to acquaint him with the true character of the brand—the State did that at the people's expense—yet hundreds of dealers have voluntarily disregarded the warning and accepted the assurance that "the house" would stand back of them in the event of trouble. The house, in turn, relied on the assurance of the manufacturer, thus arraying the three classes—manufacturer, jobber and retailer—against the department and the people who created and maintain it. Surely no one need complain that the warning was not ample, and any dealer who pleads the baby act under such circumstances is unworthy the name of merchant.

* * *

The Tradesman's advice to Mr. Hawkins, and every other retail grocer in Michigan, is to read the Bulletin carefully and under no circumstances to handle any article found to be under the ban of suspicion or condemnation. In case of doubt on other articles, decline to accept the goods until the house from which they were purchased furnishes a written guaranty as to purity and strength. Accept no verbal assurances, and also be sure that the house which furnishes the guaranty is financially responsible. The dealer who follows these instructions need have no fear of the result and need never consider the necessity of employing a private chemist.

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.

A new kind of cloth is being made in Lyons from the down of hens, ducks and geese. Seven hundred and fifty grains of feathers make rather more than a square yard of light water-proof cloth.

LYON BROTHERS, SUCCESSORS TO H. WOLF & CO.

SPECIALS IN HIGH GRADE BICYCLE CLOTHING



DESCRIPTION

41409	Dark Scotch subdued plaid pattern homespun the most popular bicycle suiting, 4 outside patch pockets, coat unlined, all inside seams are double stitched and flat felled, strong bound sleeves, lined at wrists, fancy horn buttons, strong worked buttonholes. Pants made bloomer style, with belt tabs at waist. Per suit.....	\$3 65 1 45
41410	Pants of above suit sold separate	
41411	Complete assortment of light pattern English homespun , very popular with the general bicycle trade. Coat made in a 4-button single-breasted round sack style, 3 outside button patch pockets, unlined, with double stitched felled seams, strong bound sleeves, lined at wrists, silk worked buttonholes, fancy horn buttons. Pants made bloomer style, with belt tabs at waist, double stitched double seat. Per suit.....	3 65 1 45
41412	Pants of above suit sold separate	
41413	All wool cheviot in a desirable dark Scotch homespun pattern, positively the best wearing and best fitting bicycle suit ever produced for the money, 3 outside button patch pockets, fancy horn buttons, strong worked buttonholes. Pants made in bloomer style, with belt tabs at waist. Per suit.....	3 65 1 45
41414	Pants of above suit sold separate	
41415	All wool homespun , the most durable wearing and satisfactory giving bicycle suit of its kind ever made, 3 outside button trimmed patch pockets, coat unlined, all inside seams are double stitched and flat felled, bound sleeves, lined at wrists. Pants made bloomer style, with double stitched taped crotch on a reinforced double seat, 4 button tabs, 2 at waist, pockets with flaps, and a 6-inch 4 button flannel golf bottoms. Per suit.....	3 65 1 45
41416	Pants of above suit sold separate	

SPECIALS IN MENS' CRASH SUITS



SIZES, 35 TO 42.

40824. Made of standard English linen grass color crash. The goods being thoroughly shrunk, can be washed repeatedly. Coat cut in the very latest 3-button round sack style, 4 large patch pockets, regulation rolling collar, strong stitched felled seams, pearl buttons, strong worked buttonholes; vest cut 5-button length with shaped lapels, 4 pockets, pearl buttons, strong worked buttonholes; pants made with taped crotch, 2 side and 2 hip pockets, 4 waist belt tabs. Per suit.....

\$3.00

40825. Genuine imported English linen crash; the goods being thoroughly shrunk can be washed repeatedly. Made with 4 outside patch pockets, coat cut in a 3-button single-breasted sack style, trimmed with pearl buttons, regulation rolling collar, all inside seams are double stitched and felled; vest to match; pants made with a double stitched taped crotch, fancy solid color drop lining, 2 side and 2 hip pockets, 4 belt tabs at waist. Per suit.....

\$3.00



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E. A. STOWE, EDITOR.

WEDNESDAY, - - - APRIL 20, 1898.

THE VICE OF PARTISANISM.

It may be accepted as a sound maxim that the success of the experiment of self-government, in any country, is largely dependent upon the capacity of the people to govern through the agency of party organization. In the first place, the management of a party tests the patriotism and disinterested activity of all its members. Sloth, indifference, or personal timidity on the part of a majority really forces the management of the organization into the hands of a comparative few and divest it of all claim to a popular or representative character. Then, when long-standing and flagrant abuses at last incite an attempt to secure reform within the party, it is discovered that the offending managers are in such complete possession of all the machinery of the organization, and are so implicitly obeyed by a compact body of trained and disciplined workers, that it is almost, if not quite, impossible to dislodge them. The average citizen is too much inclined to evade party work, or, at all events, leave the details of party management to others, excusing himself upon the ground that his own private affairs keep him very busy, and that he could be of very little use anyway in committee rooms or in ward caucuses and county conventions, as he knows nothing about practical politics. A citizen of this sort reminds one irresistibly of the fool in the fable who resolved not to go into the water until he had learned to swim.

A vast deal more is necessary, however, to make a good party man, in the best sense of that phrase, than active personal participation in the labors of party management. It is essential that he should have a clear understanding of the just limits of party power. He should insist upon the subservience of his party to public ends; he should strenuously oppose its employment, under any circumstances, for the promotion of merely sectional, class, or personal interest. It would be well, also, if the party man would keep always in mind the precise purpose in politics, and would not insist upon its taking the initiative in all cases and without pausing to consider whether the immediate issue is at all involved in the enforcement of its distinctive principles.

Exigencies frequently arise which furnish occasion for calm judicial deliberation and which can be better met by a conference of parties or party leaders,

in the National Legislature, than by a party caucus, resolved, at all events, that the other side shall be thwarted in any attempt to secure the credit of originating important legislation. The country is familiar with the narrow-minded course usually pursued in this regard by its representatives in Congress. There has been a persistent and strenuous effort to make every national question a party question, and the general interests of the country have suffered on that account. It is expected, of course, that party men will act with unanimity when the cardinal doctrines of their party platforms are concerned; but it is absurd to expect all Republicans to be of one mind, or all Democrats to be of one mind, in regard to any and every question which may be sprung, no matter how suddenly, during the course of a congressional session. As a matter of fact, neither the Republican nor the Democratic party can lay claim to any absolutely distinctive foreign policy. There is no reason, therefore, why a Republican should not differ from a brother Republican and agree with a Democrat, or vice versa, when, as at present, Congress has to deal with some supremely important international question. There is no reason why every member of Congress should not heartily and practically indorse the sentiment to which Mr. Hoar gave expression in the Senate, the other day, when he said: "When I enter upon this war, I want to enter upon it with a united American people—President, Senate and House of Representatives, navy and army, Democrats and Republicans—all joining hands and all marching one way." The general adoption and consistent observance of this sentiment would enable the Government to act with dignity, unembarrassed by partisan criticism and obstruction, at critical junctures in foreign affairs and would enable it at all times to maintain a continuity of policy which would command the respect of the civilized world.

From time to time attention is called to the fact that party ties are coming to be lightly regarded in this country. The old parties are said to be menaced with dissolution; but even if they should be replaced by new parties, temporarily more in touch with the people, very little will be gained at the end if the younger organizations should be dominated by the same intolerant spirit which animated their predecessors. If government by parties has become, to a discouraging degree, ineffective, it is not merely because their platforms fail to give an adequate expression to the most urgent demands of the national situation, but it is also because people have become disgusted with the intensely partisan tone and temper of party management and leadership. But the failure of government by parties would be a misfortune to the whole country, as well as to the professional politicians, to whom it has been a source of profit and promotion; because it is impossible to imagine any other system which would prove operative under the present form of government. Government by parties is necessary and inevitable in the United States, but party leaders would better serve their own interest if they would allow wider latitude for non-partisan action in regard to many matters of national concern.

Members of Congress who bring politics into the impending crisis show what mean, little fellows they must be at home.

WAR AND BUSINESS.

After considerations of probable loss of human lives and destruction of property by the ravages of warfare come considerations of the general effects upon the business interests of the countries engaged. Many inconsiderate individuals have expressed the wish that there might be war on account of the stirring up and the stimulative effects upon the business world. Such mistake all agitation and change for business progress. As a matter of fact it is impossible for a people to devote its energies to any specific purpose other than its proper pursuit of the arts of peaceful industry without this pursuit suffering in direct proportion to the diversion of such activity from its natural course.

It is a matter of common observation that the engaging of public attention by any distracting matter is at the expense of business. Thus the recurrence of political campaigns is coming to be reckoned as a factor in business calculations, not so much on account of the economic changes possible as that the engrossing of public attention is a diversion from all regular avocations. If this is a factor to be reckoned with in these ordinary interruptions, it must be still more potent when the subject is as engrossing as the prosecution of actual physical conflict.

Sensitiveness in financial and stock speculation is dependent upon other conditions than the distraction of public energies, although this has a secondary influence even here. The first thought of the bond speculator is engaged by the conditions which may have ultimate influence on the value of the particular security under consideration. Thus the faintest war cloud or slightest indication of political complications in any part of the world becomes a disturbing factor and the speculation assumes the form of a wager as to the outcome of the matter; and so certain securities are affected when the contingency is so remote that it scarcely gains public notice. It naturally follows that when actual hostilities are imminent, or in actual progress, the fluctuation of the corresponding speculative values is still more active and violent. Such conditions are the most favorable for the indulgence of the gambling mania in speculation and thus the outcome of impending events is made the subject of constant betting. While the reports of fluctuations dependent upon such cases naturally excite much attention, the significance in the actual business world is of less importance. Some have an idea that the reports of fluctuations in speculative values have a significance as being dependent upon the integrity of the Government, its credit or institutions; and it is because such ideas are entertained that it is possible to realize much of the speculation. Indeed, the sensitiveness of the public mind to questions of governmental credit is one of the most remarkable phenomena to the student of financial economy.

But, while war is a matter to be only deprecated in the business world, it is very easy to fall into the error of ascribing too much of injury and interference to its influence. While in some lines the effects are wholly repressive, in others there are a decided stimulation and an increase of activity. Naturally, the first to benefit is the manufacture of war material. Thus, since the present agitation began, there has been a wonderful impetus given to the manufacture of steel and iron, to shipbuilding and to allied lines. The next

to benefit is transportation. Reports show that railway earnings are more than sustained, any falling off from the lessening of demand on account of the general distraction being fully made up by this stimulation. Then there is a stimulation in the prices of provisions and in wages in some localities, for similarly obvious reasons.

In the general distraction and distrust and the consequent suspension of many projected undertakings war means a lessening and injury of business. But in many ways, as indicated, this injury will be lessened or even turned to benefit, so that war will mean only change and stimulation in business in many favored localities.

The greatest evil to be feared, then, is the distraction of the public mind. This evil has been in active operation already for many weeks and its effects are sufficiently manifest. That the actual engaging in hostilities and most aggressive prosecution of the war will materially increase this injurious influence is hardly to be expected.

GENERAL TRADE SITUATION.

The only apparent material interruptions to the general tide of trade activity are those directly traceable to political complications. The fact that when these are so engrossing there is so little effect manifest argues for the strength of the general situation. There is, of course, a diminution in demand for future business in the seaboard cities on account of the inevitable feeling of uncertainty and uneasiness, but in other parts of the country trade movement is scarcely abated anywhere, and in some localities activity has steadily increased.

A significant feature of the situation is that in spite of the war movement foreign trade continues the favorable showing for this country. The volume of exports continues undiminished and the growing balance in our favor keeps the flow of gold steady in this direction. The imports of the metal for the week were \$4,200,000.

The effect of the war agitation on the wheat market is an advance of four or five cents, and it is remarkable that with this advance the movement continues unabated. The showing for the portion of April now past is relatively as great as for any of the preceding eight months, during which the export was 173,000,000, as against 125,000,000 for the corresponding portion of last year, and that with a corn movement exceeding all records. We may congratulate ourselves that, while we are doing so much to feed the rest of the world, we are in good shape to claim its moral support in any just demands against others.

In the iron trade the natural diminution of structural demand in Eastern cities has been about made up by the stimulation consequent on the war outlook. The tendency of prices has been easier. A feature of the week has been the movement to form a combination of non-Bessemer producers, to include all the foundry pig iron manufacturers of the central region.

Textile manufactures continue slow and unsatisfactory. Prices of cotton goods continue steady except for print cloths, in which there is still talk of cutting down production. Low price woolsens are in good demand, but there is considerable disappointment in other lines of the trade.

Spain is a nation of cigarette smokers, who can not be expected to be heroes.

BANKING REFORM.

Review of the Present and Proposed Systems.

The proposed new currency and banking law, a synopsis of which was given in our last article, provides for the establishment of a division of issue and redemption in the Treasury Department. This is something that must be done if we are to have a businesslike administration of the Government's finances. Under present methods the various functions of the Treasury Department lack distinctness of character and operation. It is not businesslike to have the control and management of the customs and internal revenue department mixed up with that of the currency and banking department. These are separate and distinct branches of government, calling for different abilities and training, and are not necessarily connected with each other in the least. A thorough knowledge of the science of banking and currency does not necessarily imply an aptitude for the work of supervising the collection of revenues, and vice versa. With a division of issue and redemption established, we will not again witness the transforming of evils arising from a lack of revenue into forces assailing and weakening our currency system. There is no rational excuse for allowing a temporary shortage of revenues to weaken our currency system, nor is there any good reason for allowing the needs of our currency system to interfere with our system of taxation. This new division will be entirely independent of the needs of the revenue division and can give its best thought and attention to supervising the banking system, regulating the issuance of credit notes and carrying out the Government's policy in the redemption of its obligations whenever called upon. It will be one of the most vital departments of the Government and the importance of its work but serves to emphasize the necessity for the proposed change. All cash balances in the Treasury of over \$50,000,000 will be transferred to this department. At the present time about \$175,000,000 would be available for such transfer. If this department is established, all United States notes received for redemption in gold will be canceled and withdrawn from circulation in proportion as the new national reserve notes are issued. This method of substituting national reserve notes for greenbacks can not work any contraction of the currency, for it but replaces the outstanding credit notes with new ones, but it relieves the Govern-

ment of the burden of redeeming them and transfers that task to the banks, with the Government guarantee behind them in case of a bank's insolvency.

Under another section of the bill, national banks are required to assume the current redemption of United States demand notes, in order to obtain the right to circulate credit notes based upon their commercial assets. This work of redeeming the Government demand notes is placed upon the banks as compensation to the Government for granting them the right to issue credit notes without being obliged to invest their capital in Government bonds, as required under the present system. The banks are also to assume the burden of the current redemption of all Government notes, so long as they are solvent and capable of meeting the obligation. Under the present system they enjoy all the profits of the credit business, and escape its fundamental burdens. The Government can not possibly assume the work of current redemption without recourse to bond issues if it is to remain in the banking business, for it has no means of meeting the obligation other than that based on its power of taxation. On the other hand, the banks are, by virtue of the exchanges of wealth which call them into existence, the natural reservoirs for all forms of money and credits and, when conditions prompt the exchanging of credits for gold, it seems as though common sense would point to those controlling these reservoirs as the only proper ones for effecting such exchanges. The present system divorces the Government from the means of properly performing the work of redemption and compels it to create its own reservoir in case of an emergency, through the sale of bonds. The proposed bill places the Government in possession of the means of effecting redemption, which it assumes to do only in the case of an insolvent bank holding unredeemed Government notes. It creates a new class of legal tender notes, called national reserve notes, which are to take the place of the greenbacks and will be exchanged for them. The great advantage of this change will be the transferring of their redemption to the banks, thus relieving the Government from the endless chain operation in times of emergency. While these notes will be no better than greenbacks for the ordinary transactions of trade, they remove one element of danger from the credit system. A national bank desiring to issue \$50,000 of its own notes would have to deposit \$50,000 in United States notes with the Treasury Department and receive in return

\$50,000 of national reserve notes before it could issue its own notes based upon its commercial assets. It would then be required to redeem in gold both kinds of its circulation. In order to start a national bank on the same basis of capital under the present system, it is necessary to pay a little over \$60,000 for \$50,000 of Government bonds at the current market quotations. These bonds must then be deposited with the Government in order to enable the bank to issue \$45,000 in credit notes. This operation results in a decrease of 25 per cent. in the available capital of the community, which is surely not a desirable condition to produce in order to establish a national bank. Under the proposed plan, a banking capital of \$50,000 will give the bank that amount in national reserve notes, currently redeemable by the bank but ultimately by the Government, and in addition it may issue \$50,000 of its own notes, backed by its general assets and subject to a tax, the operation of which we explain hereafter. In other words, such a bank could circulate \$50,000 on Government account and a similar amount on its own account, upon a far broader basis of security for every dollar than the present system gives. The withdrawal of Government bonds as a basis of credit note circulation and the substitution of the business asset basis is to be effected gradually. The retirement of a bank's bonds can not exceed 25 per cent. each year, beginning one year after the enactment of the law.

ANDREW FYFE.

The extent to which ball bearings are now employed is shown by the importation of at least 200,000,000 balls a year. Last season most of these were imported from Schweinfurt, Germany, where the largest manufactory of steel balls in the world is located. Recently, however, a company has been formed in Allentown, Pa., which includes many of the stockholders of the German company, and capital has been subscribed for the erection of large works at that place for the manufacture of steel balls. The plant is to have a capacity equal at least to the importation demands of last year, namely, 200,000,000 balls.

A French writer has ascertained that Napoleon's favorite dish was bean salad, and that he held that 60 cents a day ought to be enough for any one's meals. Louis XV., on the contrary, had a favorite dish, made of the eggs of various birds, which cost \$100.

To marry for money may turn out to be like going to the hornet for honey.

TRADE WITH SOUTH AMERICA.

Among the recent advance sheets of consular reports issued by the Bureau of Foreign Commerce of the Department of State is one referring to the absence of steamship communication between this country and the southern portion of the east coast of South America. This paper, prepared by the American Charge d'Affaires at Buenos Ayres, is a very complete exposition of the trade relations between this country and South America, and is full of important and valuable suggestions. It shows that the trade of that part of the world is very considerable, and that although this country does not enjoy its proper share of it, the traffic between the United States and Argentina is making steady progress, notwithstanding the adverse conditions under which the trade is carried on.

One of the main drawbacks to trade with the east coast of South America is the fact that there is no fast steamship communication between American ports and the ports of South America. There are no American ships running in the Argentina trade, the only steamers running between New York and Buenos Ayres being British vessels. To properly develop the trade, it will be necessary to establish an American line of large and fast ships, capable of making the entire trip in sixteen days. The present time is about twenty-five days. It now takes fully thirty days to send a letter from Buenos Ayres to New York, and so irregular is direct communication that letter mail usually reaches the United States via Europe, the service that way being more regular and reliable.

The American representative in Buenos Ayres strongly advises that a line of steamships be established between New York and Argentine ports, touching at the leading ports along the east coast of South America. He gives reasons why such a line would be a profitable investment. He points out that, pursuant to section 3 of the act approved March 3, 1891, the Government of the United States grants to any American steamship company that may be formed the sum of \$2 per mile for each out-going voyage for carrying the United States mail, provided: 1. That its vessels be built in the United States. 2. That they be constructed of iron or steel. 3. That they be designed with a view to conversion into auxiliary cruisers in time of war. 4. That they be capable of maintaining a speed of 16 knots per hour in ordinary weather. 5. That they possess a gross registered tonnage of not less than 5,000 tons. Under a similar provision of the same act, the International Navigation Company was enabled to organize, to develop and to attain a foremost rank among the great steamship lines that now connect Europe with the United States.



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Woman's World

The Sensitive Woman a Most Unsatisfactory Person.

I am quite aware that sensitiveness is among the most admired of feminine virtues. From time immemorial it has been exploited as one of woman's chief charms, and, notwithstanding all experience to the contrary with it, we have gone on talking all sorts of laudatory and driveling idiocy about it. We have liked to think that woman's nature is so finely attuned that it is like an aeolian harp that responds to every breath of heaven that blows across it and that this very delicacy of feeling gives almost another sense, that enables her to know things that are hidden from those of us of a coarser fibre.

It is a beautiful and consoling theory, and unobjectionable as a theory, but if ever a virtue leaned to vice's side, it is sensitiveness. Don't talk to me about sensitive women. I have known them; I have suffered from them; and I tell you that the most trying and disagreeable of her sex is the woman who, to borrow a slang phrase of the day, "travels on her feelings." In modern life, where we must all learn to take as well as give, there is simply no place for the overly sensitive woman.

She is everywhere doing her level best to make life a howling desert. In society she is the greatest possible bore and affliction. No topic of conversation is safe with her. She can scent hidden innuendoes and covert criticism in the most innocent statement, and takes every remark as personal. She keeps you on thorns all the time. Let somebody inadvertently speak of a scandal or corruption in politics, or any other topic of current interest, and she turns pale and bristles up, and you recall with horror that her forty-seventh cousin got a divorce from a man who beat her, or her great grandfather was a justice of the peace, and you know that the sensitive woman is going to take it all to herself.

She is utterly incapable of the generosity of making an excuse. Your dining-room may be small and you can entertain only a limited number. You want to invite the distinguished lecturer, Mr. Bookly, to dinner, and ask people he has already met, and with whom he has much in common, to meet him. The next time you see the sensitive woman on Monroe street she barely speaks. You explain, "Oh! of course," she says (with an injured emphasis on the I), "I didn't expect to be invited when you had famous literary people. I never pretended to be," etc. And so it goes. You are kept in an attitude of continual apology until finally you get tired of it, and refuse to be browbeaten and called to account any longer, and you drop her for somebody with less feeling and more common sense.

As a friend the sensitive woman is the most unsatisfactory person alive. Like the politician, you never know where she is "at." Her precious feelings are always getting hurt, and you are required to make a continual poultice of yourself to heal them. You must be at her beck and call, you must on no account like any one else, for she is strong on holding a monopoly on your affections. If you dare to withhold anything from her in the way of your private affairs, she is deeply injured at your lack of confidence. If you decline to take her advice, it is at the peril of your friendship. There is no restful-

ness, no comfort in it, for, do as you will, you can never be certain you are not wounding her. And worst of all such a woman has a continual battle against the world that she expects you to make yours. Somebody is forever trampling on her susceptibilities, and she spends her life camping on the trail of imaginary grievances. She is an aggravation and a worry, and the very best brand of friendship she has to offer isn't worth the trouble and tribulation it brings you.

She is a firebrand in church and clubs. Most of us have belonged to church societies and helped to get up fairs and bazaars to raise money. The very first snag you strike is the sensitive woman. You want a chairwoman for such and such a committee, and you want a level-headed, sensible, hustling business woman. "Oh, but we are obliged to appoint Mrs. Blank. Of course, she doesn't know anything more about it than a rabbit, and she will get everything in a mess, but she is so sensitive. She'd never get over it." So we appoint Mrs. Blank, who does as she is expected to do, and at the last minute some capable woman goes in and does the work, after the sensitive woman has gotten everybody stirred up, and tangled up, and has gotten mad and gone home in a huff.

In the club she is deadly personal and vindictive, if any one dares to differ with her, and the day that sees her motion voted down sees her resignation in the President's hands. Argument is simply out of the question with her. So is justice. So is any consideration of anybody else's rights. Everything resolves itself into a matter of her feelings, and they are in a chronic state of being hurt. Any one might think that just as a blind man would not undertake to walk across a trestle, or a lame man would avoid crossing the street before a swift trolley car, the overly sensitive woman would be careful about taking her precious feelings into dangerous places, but she isn't. She is always reckless, and occasionally foolhardy. I shall never forget one of this kind who was rash enough to take the negative side in a debate at which I had the pleasure of assisting as a witness.

It was several years ago, and in another city, that I was invited to be present at a woman's club at a debate. I was assured it would be a great treat, and as a matter of fact it was. The subject was Gladstone's influence on the present century, or something like that. Anyway, I recall that the affirmative had a lovely time glorifying the grand old man's services to Christianity and humanity, and so on. When the first speaker for the negative got up she was simply trembling with excitement, and she began by saying that "she supposed they thought she wasn't capable of appreciating a character like Gladstone's, but she would just like to tell them that she knew just as much about Christianity and cared just as much for it as they did, and she guessed when it came to feeling for people who were in trouble, like those poor Armenians, she felt as much as some folks that talked more and did less, and she never wanted to take the negative side of that question anyway," and she sat down in tears, and it took the balance of the evening and two plates of chicken salad to bring her around.

The woman's clubs are doing a missionary work for the overly sensitive

woman. They are positively the very first intimation she has ever gotten that people can differ with her, and disregard her feelings in settling a question without intending any personal discourtesy.

Nowhere else does the sensitive woman shine forth with such brilliance as in the domestic relations. Married life is simply one long picnic for her. It bristles with opportunities for getting her feelings hurt, and it is a cold and frosty day when she has to hunt around for a grievance. If her husband is busy and preoccupied, she weeps because he has ceased to love her. If, by chance, he neglects some little courtesy or isn't ready, after a hard day's work, to chase around with her to pink teas, she bemoans herself as a poor, neglected creature. If he is unwary enough to ever praise any other woman, she flies into a jealous fury, and demands to know why he didn't marry the other woman if he admires her so much—a speculation which he must often secretly indulge in himself. Sensitiveness is not yet recognized, I believe, as a sufficient cause for divorce, but chief among the saints and martyrs are the men who have lived in reasonable peace with over sensitive wives.

The sensitive woman is bound to sink under misfortune. She is forever complaining that her friends dropped her because she lost her money or went into business. It is a mis-statement. They dropped her because she became an affliction that was as irritating as a blister. She got sour and disgruntled and was continually on the outlook for slights. As a matter of fact, the world is not half so mercenary as it is represented. Few people value their friends for what they have, but we all value them for the pleasure they can give us, and when they keep us on the ragged edge of anxiety lest we unwittingly offend them, we let them go, simply because we are tired of the effort to keep them placated.

For the working woman over sensitiveness spells failure from the very first. Let every girl who is thinking of going into the world to earn her bread first examine herself on this point. If she is going to be ashamed of her work, and take it as a mortal offense to be asked about it out of working hours; if she is going to insist on the spurious refinement of being called a saleslady or a cashlady or a washlady; if she is going to feel cut whenever a rich woman she sells gloves to passes her on the street without speaking; if she is going to have her feelings wounded and weep every time the man for whom she typewrites gets mad and rages around because she has bungled her work, and spelled a word wrong—in a word if she is thoroughly armed with fine susceptibilities at every point, then, for goodness' sake, let her stay at home and starve in peace, and not take up the time of busy people by getting in their way.

The truth is that over sensitiveness is nothing more nor less than superabundant vanity and it is a form of egotism that makes the rest of the world very, very tired. The overly sensitive woman is bound to find herself shelved sooner or later. A man with a grievance is bad enough, in all conscience, but a woman who has a standing grudge against society and humanity, and who is lachrymose or bitter, is a terror that the boldest of us flee from. Let her recall the simple but incontrovertible fact that the humane and sensible thing to do is to try to think less of her own feelings and more of other people's, and that is a sovereign cure for over sensitiveness.

DOROTHY DIX.

Love on a Practical Basis.

One of the most curious and possibly the most important departures in modern life is the fact that for the first time in human history an element of plain, practical, common sense is to be introduced in lovemaking. Heretofore it has been felt that love throve only on illusions, and so the experiment of subjecting it to the pitiless light of truth will be watched with much interest.

In the past, when a young man went a-courting he went dressed in his best, wearing not only his company clothes, but his company manners. The girl, on the other hand, was powdered, and primmed, and crimped out of all everyday knowing, and they sat a d talked of soulful things, and didn't find out a bit more about each other's real selves than if one had been in the Klondike and the other on the equator. Neither was consciously trying to deceive the other, but, all the same, after they were married there were many cruel disillusionments.

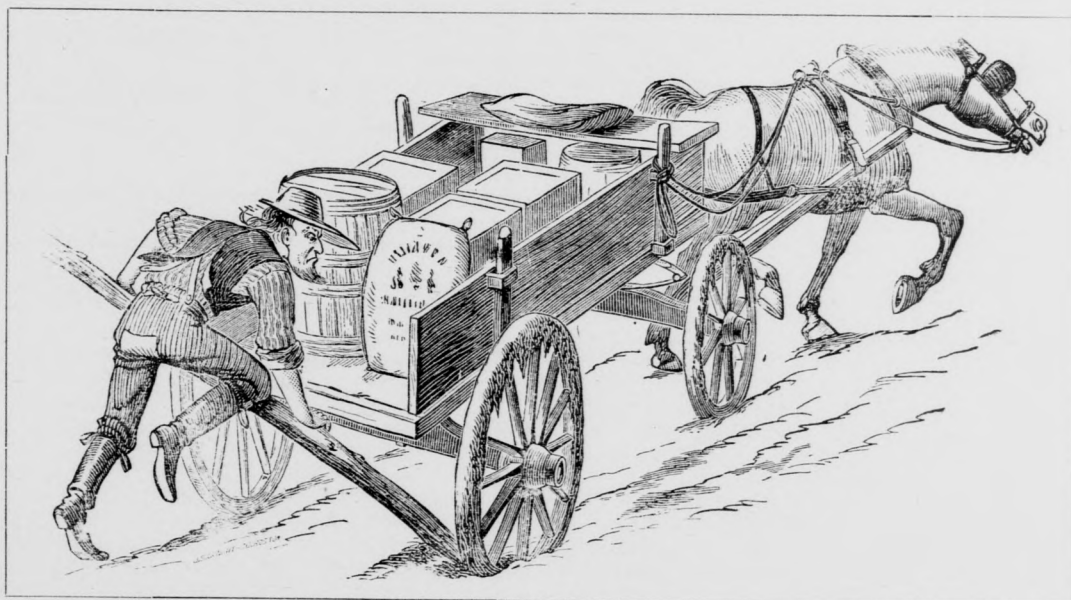
To the new fad for athletics for women we owe a change. The girl who goes out a-wheeling with her beau, and takes the rain, and sun, and dust, and wind and tan, may not be a divinity to him like the parlor maiden, but she is a human girl, and he has a chance to know her and judge her on that basis. If she still appears beautiful to him, and he is still in love with her, she has nothing to fear from fading good looks, or wearing curl papers and wrappers to breakfast. While if he still appears heroic to her in knickerbockers and with a sunburnt nose, she may rest satisfied that her love is founded on a rock that nothing can shake.

Aside from this view of the subject is the far more important one of character. A woman's parlor views of life may be mere theories that she lacks the strength and courage to put into actual practice, and hence are utterly worthless. The real way to know a woman is to go on an outing with her. If she can be cheerful in the face of difficulties, and can make allowances for mistakes and failures; if she can accept a substitute for the thing she wants, with a good grace, then, indeed, she is of the right kind and quality that will make her companionship a life-long pleasure and benefit.

The woman, on her part, has an equally good chance to study a man. She sees him off guard, when he is no longer trying to be a prince charming. It is one thing to spring to pick up a lady's handkerchief in a parlor. It is another to stay his pace all day to keep near a woman who is a poor rider. That is the real chivalry a woman may trust to protect her in the days of sickness and misfortune, and that would be patient and forbearing with her weaknesses. If a man is mean about little things, selfish, stingy, haggling, they are little straws that show which way the wind blows. Not long ago a story was told in the papers of a young girl who broke off her engagement with her betrothed because he beat a dog cruelly. Never was a wiser thing done, for the man who is cruel to animals, and insolent to servants, is sure to treat his wife badly once she becomes one of his possessions. The Juliets and Romeos of the present have at least better opportunities for knowing each other than the lovers of the past ever did, and it is bound to result in largely augmenting domestic happiness.

It is as bad to rob a man of his peace as it is to take his money.

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which are everywhere conceded to stand at the head of the procession and which are as staple as granulated sugar, because the demand has already been created in every locality in which the goods have ever been sold. If you wish to get out of the class of "has beens" and be numbered among the enterprising and progressive merchants of the day, it will be well for you to secure



LOOK AT THIS PICTURE

the sale of these lines, as experience has demonstrated that they comprise the best combination ever created to give complete satisfaction to the consumer and assured profit to the dealer.

CLARK-JEWELL-WELLS CO.
 GRAND RAPIDS, MICH.



THEN LOOK AT THIS

LOST HIS SHOES

And the Owner Now Restrains an Effulgent Fancy.

One business man in Minneapolis has abandoned sporty hose. There was a time when a display of his socks upon the line on wash day was warranted to draw a crowd. The rest of his garb was decorous enough, but when it came to hose he turned an effulgent fancy loose, and the result was fearful and wonderful. Friends said: "Where on earth does he get the atrocious things?" and his wife cajoled, ridiculed, and threatened and even wept in vain. On the matter of neckties he might give in, but when it came to hose he was as adamant. Now, however, he is a reformed character, and this is the way it came about:

One day he received word that a syndicate was to meet in Cleveland which would affect his business interests vitally. His presence might swing things his way, but there was hardly time to make the trip. By close figuring on time tables he found that if he could make an exceedingly close connection in Chicago he could reach Cleveland in time for the meeting. He telephoned home for his grip and took the night train.

The train was due in Chicago at 7 o'clock in the morning. About 6:30 the Minneapolis man awakened and was beginning to dress when the porter stuck a scared face through the curtains.

"Foh de lawd's sake, suh!" he said, rolling his eyes wildly.

"What's the matter, John?" Mr. Smith enquired, nonchalantly fastening his suspenders.

"Deed, suh, I dunno how it happened."

"What happened?"

The porter backed away as if he expected Smith to hit out from the shoulder.

"I tuk yoh shoes, suh, to shine 'em, an' I went out on de platfohm, an' I done lost 'em off'n de cyah."

Smith sat up suddenly and cracked his head against the upper berth. That didn't make him feel better.

"Why, you bullet-headed idiot!" he shouted. "What do you suppose I'm going to do without shoes?"

The porter cringed in contrition.

"Why, suh, I'll go out'n procuah you some directly we arrive in de city."

"But I haven't got time to wait. I've got to make close connections."

The porter looked worried. Then he brightened up.

"Ef I cud make so bold as to offah dem, suh, you cud have my shoes foh the time bein."

He pulled off a shoe as he spoke and Smith tried to put it on. It was too small by several sizes and, as the full awkwardness of the situation dawned upon him, he gave vent to remarks that were more forcible than elegant. He couldn't miss that meeting, though. It meant thousands of dollars to him. Of course, he could take a cab to the station in Chicago; but he would have to go out to the cab. He looked down at his hose. For the first time in his life he thought they looked too gay. He had been proud of those socks. They were turquoise blue with red polka dots; and he remembered that when he bought them he hesitated because he thought they seemed subdued in tone. Now they shrieked loudly.

The train pulled into the station. The situation had to be faced. He looked at his watch—only twenty minutes to catch the Eastern train. He settled his hat

firmly, seized his grip and umbrella and stepped off the car. Then the commuters, pouring into the city, were treated to the sight of an immaculate and distinguished-looking gentleman of forty walking shoeless through the station and displaying a gorgeous pair of socks to the gaze of the multitude. The multitude appreciated it and showed their appreciation in facetious remarks. Smith broke into a cold perspiration and wondered whether a hundred thousand dollars was worth the agony; but he reached the street and hid himself in a cab. During the ride he amused himself by thinking of the wrath to come, when he should reach the other station. It occurred to him that he would send some one in to buy his ticket, and then would sprint for the train; but there wasn't a minute to lose. There wouldn't be time for any one to bring a ticket back to him.

Once more he braced himself for the ordeal and emerged into public view. By the time he reached the ticket office he had a crowd following him, and as he moved toward the wicket the excitement swelled to tremendous proportions. Public opinion was unanimous and openly expressed: The man was crazy! Some one ought to look after him!

The gatekeeper stopped him, and a burly policeman loomed up and showed an inclination to arrest him. Smith explained desperately, tying his sentences into knots and justifying the theory of insanity; but he prevailed upon the officials and fled down the platform to the parlor car, where he took refuge in the state-room and made the air blue—deeply, darkly, beautifully blue—bluer than the obnoxious socks.

Then he took the porter into his confidence and found consolation. The porter had a friend in the station restaurant of a town through which the train would pass later in the day. A despatch was sent to the friend, telling him to meet the train with a pair of men's shoes number—, well, any sort, any price. The friend rose to the emergency and was royally rewarded; and Smith arrived at the syndicate meeting in all the glory of new patent leathers.

Since then he wears sad-hued hose. Black is his stand-by, but, on rare occasions, he indulges in navy blue. History may never repeat itself; but, if it does, he is ready.

The Modern Foot in Colors.

The vagaries of fashion, as conservative people are pleased to term those pronounced changes in the cut or color of our apparel which are of such frequent occurrence nowadays, are difficult to explain sometimes. In fact, in some instances, they have neither reason nor good taste to support them. They may be, as in the matter of arbitrarily prescribed black for certain articles of dress, the long-controlled resentment at prevailing bondage which is physically or mentally irksome, and which is at last thrown off for the reception of a more pleasing successor embodying common-sense ideas in dress.

But these vagaries of fashion, so called, may have their instructive, if not always elevating, use in the world of dress. They often make more manifest and even repugnant, their long-reigning or short-lived predecessors, and, by comparison at least, bring temporary peace of mind and pleasure in the radical change. Moreover, these changes, which at first seem rather startling to the quiet dresser, are not all vagaries of too-fickle fashion. Now



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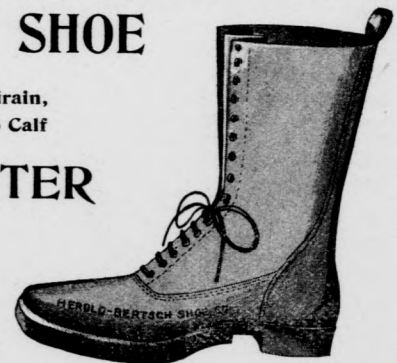
OUR RIVER SHOE

We carry it in Oil Grain,
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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.

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

and again a modification is suddenly introduced, so sensible, so healthful and so beautiful that it appeals even to the most conservative dresser so irresistibly that he or she accepts the improvement readily, and wonders that it has been so long delayed.

It is difficult to explain why the human race, with a deeply-rooted love for bright colors, and an almost irrepressible impulse to indulge that taste in every other article of dress, should have been so long content to remain under the somber thralldom of the black shoe, shrouding their proud and shapely foot in it to the exclusion of gayer colors. It is a debatable question whether the black shoe is not responsible for a sort of decadence in foot-pride which has been noticeable during several generations past; whether by its inconspicuousness it may not have helped to condone untidy habits in some careless feminine shoe wearers, who had also the culpable connivance of skirts to conceal their blemishes.

It is certainly the case that, with the advent of the colored shoe and its general adoption, there has been marked luxuriousness in the styles of footwear and a corresponding pride and interest in this part of feminine toilet, which has placed the foot, so to speak, on a higher level than ever before. Black, being more easily covered with a thin film of deception over its abraded parts than bright colors, has thus held out a temptation to shoe wearers to cling to the shoes after their pristine beauty of luster, if not their usefulness, has been sadly marred.

It is a long lane that has no turn, and the black shoe has been for generations following that lane and waiting for the welcome bend in the monotonous path. It has come, and the long-suppressed rebellion against black is now but a thing of the past. It was during one of those turnings of the human worm from the use of black shoes that colors came to its relief, and brought joy, until that time unknown to the modern foot-proud public. It seemed like a bold venture, this attempt to break down the barriers of ages, strengthened by tradition and custom, and to attempt to clothe the foot in bright-hued coverings. Our feet had, so to speak, become well-nigh color-blind for want of use in any but that hue which is destitute of light. But now the happy foot of the modern shoewearer is rapidly getting used to the brighter rays of the spectrum as they are lent to our gay footwear. In fact, there seems now likely to be no limitation to the variety of gorgeous and rich colors, with their innumerable shades, that shall flash out from under dainty skirts on our streets and put the black shoe to flight.

It has been facetiously suggested that now is a good time for the careworn dry-goods clerk to slip his leash at the silk counter, to drop his yard-stick and scissors, and to take up his foot-stick and steal into the brilliant shoe store, where his long experience in matching shades, and his eye trained for tones and color, would fit him for one part, at least, of the retail shoe business. But he would have arduous mental, as well as physical labor before him ere he could talk shoes intelligently and fit fastidious feet successfully. No mere expert in colors could cope with the foot and shoe problem, which even the veteran dealer sometimes despairs of solving to his satisfaction.

It was thought by some dealers, when bright colors first began to mingle

timidly in the procession of self-reliant black shoes on the street, that there would always be the same line drawn between women and men, in respect of hues, that there has ever been in other parts of their apparel. But when the young man, "not-afraid-of-his-yellow-feet," put in his appearance, and unblushingly joined the public throng in his sharp-toed, custard-colored shoes, the first impression about a color line of the sexes had to be modified. And it is even yet too early in the history of colored shoes to be at all sanguine as to the limits that the young man shall put upon the primary colors and their infinitesimal shades and combinations in the adornment of his feet. As to the gentler sex, there are practically no limits on hues for her footgear except the possible limits of the dyer's art. The disappointed prophet long since dropped the colored shoe, like a "hot" ball, as a thing too strong and elusive upon which to found a prediction. He turned from colors back to the conveniently shifting toe and other vulnerable points as more likely subjects upon which to vent his prophecy. A successful venture in the line of color prophecy would, probably, be that the all-black shoe will never reign sole and supreme again.

There is something so indescribably fascinating about colors, and they appeal so strongly to an innate love in humanity by their very brightness, that it is no wonder we desire to have our feet share in this blessing with the rest of the body. A noted art critic says of this subject: "The fact is, we none of us enough appreciate the nobleness and sacredness of color. Nothing is more common than to hear it spoken of as a subordinate beauty—nay, even as the mere source of a sensual pleasure; and we might almost believe that we were daily among men who

"Could strip, for aught the prospect yields
To them, the verdure from the fields;
And take the radiance from the clouds
With which the sun his setting shrouds."

"But it is not so. Such expressions are used, for the most part, in thoughtlessness; and if the speakers would only take the pains to imagine what the world and their own existence would become if the blue were taken from the sky, and the gold from the sunshine, and the verdure from the leaves, and the crimson from the blood which is the life of man, the flush from the cheek, the darkness from the eye, the radiance from the hair—if they could but see, for an instant, white human creatures, living in a white world, they would soon feel what they owe to color. The fact is that, of all God's gifts to the sight of man, color is the holiest, the most divine, the most solemn."

And why should not modern shoe wearers desire to see some of this pleasing and diversified brightness of color reflected from their feet? That they do is abundantly evidenced by the growing popularity of iridescent hues in modern footwear, and the commendable efforts of the producers of shoe materials to please the eye of the public, and to cater to "The Modern Foot in Colors."

A facetious producer says, "It is only a question of time when the black shoe shall have its chief place in funeral processions and on the feet of the clergy."

E. A. BOYDEN.

J. P. Platte, 58 Monroe street, Grand Rapids, manufacturer and wholesaler umbrellas and parasols. Also covers and repairs them. Orders are filled the same day as received.

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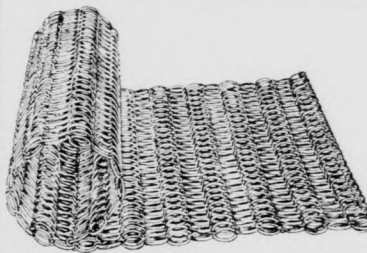
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Detroit's Experience With a Municipal Peddling Ordinance.

Written for the TRADESMAN.

In the light of recent events in many of the great cities of this country it would seem rather hard to solve this problem satisfactorily. It would seem to the average unprejudiced observer that the very individuals who are clamoring loudest for relief are to be found foremost in the ranks of those who are advocating a policy the inevitable workings of which will ultimately result in the complete loss of respect for municipal regulations by the public at large. The growth of the liberal, do-as-you-please sentiment in our American municipal life must be regarded by all lovers of justice and fair play as a serious menace to good government. Only through the strict, impartial enforcement of law can the vicious and utterly destructive policy of granting to a favored few who "stand in" special privileges and special immunities from legal prosecution be successfully grappled with and completely abolished. For whose interest are municipal regulations if not for men of large business enterprise? Who will be most benefited, in the long run, by the impartial enforcement of these regulations if not the men most actively engaged in affairs of business or public life? In the face of these unanswerable facts, however, we find many of these representative men advocating the adoption of a destructive business policy, simply, as they say, to make things lively. Of course, they want all laws enforced without fear or favor when such enforcement will directly benefit them, and left unenforced where the latter course best subserves their individual interests. The monumental audacity which characterizes this class of individuals is only equaled by their sublime selfishness and the shortsighted folly which has induced them to take such a course. They seem to be building for the present with no thought for the future. Even now has the harvest of evil results from this liberal policy begun to ripen and these so-called long-headed business men are beginning to pluck the bitter fruits from this rank, quick-growing tree of their own planting.

But enough of this moralizing. In last week's issue of the Tradesman I promised to give you some of the facts connected with the attempted enforcement of a \$25 peddlers' ordinance in Detroit, and will strive to make good that promise at this time. For several years Detroit had an ordinance on its books which provided for the payment of \$5 and the filing with the city officials of a \$200 bond as an earnest of good intentions and a guaranty for trustworthy methods in business. This ordinance had never been enforced and, as a result, all kinds of men were engaged in the business, many of them using it merely as a cloak to further the accomplishment of other, and less legitimate, methods by which to squeeze a revenue out of an unsuspecting but long-suffering public. Idle men in other cities, learning of the slackness of Detroit's license regulations and the extreme neglect, on the part of local officials, in the enforcement of the same, flocked to the city in great numbers and, after buying a \$5 peddlers' outfit and investing the remainder of a magnificent working capital—amounting, in some cases, to nearly \$2!—in some kind of

garden produce or half-rotten fruit, proceeded to peddle during the better part of the season, throwing up the job as soon as the weather began to get a little chilly in the fall.

It soon became evident to the legitimate retailers of the city that the methods to which this large and rapidly-increasing class were resorting in order to sell goods were not only injuring the regular trade of the city, but were making serious inroads into the trade which they had themselves hitherto controlled. This was simply a case wherein one of the numerous brood of evils hatched out by a so-called liberal municipal administration came and roosted on the very front doorstep of some of the men who had been mainly instrumental in saddling upon the community the custom of allowing righteous laws to go unenforced. Then began a campaign of clamor and protestation, on the part of the tradesmen, which eventually merged into a definite and determined demand for an ordinance which would restrict, and to some extent prevent, irresponsible men from engaging in the business of peddling. The better class of peddlers were as anxious as anyone else to have a change brought about, as none of them could make a dollar so long as the business was abused and prostituted to further the designs of a pack of dishonest renegades. A long petition was sent to the Common Council, which contained, besides the names of the men engaged in retail trade, those of all the responsible peddlers in the city. This petition set forth, in plain language, the bad results coming from the slack methods in vogue and asked for an immediate remedy. The matter was considered in the following sessions of the Ordinance Committee of the Common Council, which promptly recommended the passage of a \$25 ordinance, a rough draft of which accompanied the report. Night after night the question was brought up before the Common Council, where there was the usual amount of grand stand playing and whiffling around to dodge and delay the issue. In the meantime the peddlers who were opposed to the ordinance issued a call for a public meeting, and effected an organization which had for its object the speedy defeat of the new ordinance. This latter organization succeeded in delaying action upon the matter until the year had nearly expired for which existing licenses had been granted. At last the Council did business and the change in the ordinance was made. Below is given a copy of the amended section, the remainder being omitted as it contained nothing of importance except the provision calling for the filing of a \$200 bond signed by two responsible sureties owning real estate in the city:

An ordinance to amend Section 3 of Chapter 105 of the Revised Ordinances of 1895.

Section 1. It is hereby ordained by the people of the city of Detroit that section 3 of chapter 105, of the Revised Ordinances of 1895, be amended so as to read as follows:

Sec. 3. Any person soliciting a license shall pay therefor as follows: For hawking or peddling while traveling on foot the sum of five dollars; for peddling from handcars the sum of twenty-five dollars and stands in public streets the sum of five dollars; for peddling from any conveyance with one horse or other animal the sum of twenty-five dollars; for peddling from any conveyance drawn by two or more horses or other animals the sum of fifty dollars. All such licenses shall be issued so as to expire on the thirty-first day of May of each

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.

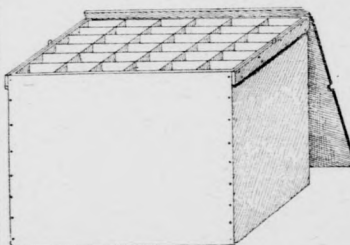
EGGS WANTED

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.

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

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.

year. Licenses may be issued at any time of the year upon the applicant paying the proportionate amount of the license for that portion of the year from the time of the issuance of the said license to the said thirty-first day of May, and no license shall be issued for any period terminating on any except the said date. Every person using any hand cart, wagon, or other conveyance in peddling under the provisions of this ordinance shall have the number of his license placed in a conspicuous place on each side of said vehicle by means of two tin labels containing such number and securely fastened to such vehicle so as to be plainly seen. Such tin labels shall be furnished by the License Collector to each applicant and shall be of suitable design and pattern, which design shall be changed on the first of June of each year for use in the succeeding year. All such peddlers, when carrying on their business, shall keep their vehicles in motion except when stopping the same to make sales, when they shall draw up next to and parallel to the curbstone. No hawker or peddler or any other person shall blow any horn, ring any bell or use any other similar device within the limits of the city.

Sec. 2. This ordinance shall take immediate effect.

Approved June 8, 1897.

WILLIAM C. MAYBURY,
Mayor.

Attest:

JOHN A. SCHMID,
City Clerk.

The above measure received the unanimous support of the Common Council, and was turned over to the Mayor for his signature. This dignitary deferred signing the document until the last day of the time limit, and in the meantime the license term, referred to above, expired. A long-headed peddler thought he saw an opportunity to "stir up the animals," so he applied for a new license. Upon consulting the corporation counsel, the authorities found that they were obliged to grant this applicant a license upon the payment of \$5 and the filing of a proper bond. No sooner was this done than the news of this action spread through the city with astonishing rapidity, and during the next two days the crush at the office where the licenses were issued was stupendous. About 100 peddlers' wagons and in the neighborhood of 200 fruit carts were granted \$5 licenses. In the meantime the Mayor had signed the new ordinance and, after having been published for the required length of time in the local papers, it became a law.

As soon as the new ordinance went into operation the authorities stopped issuing the \$5 licenses, and the fun began. A few good straight fellows who did not hear of the game soon enough to get a \$5 license grudgingly, and under protest, paid \$25, and began doing business with the others; but nearly all of the peddlers who were left out in the cold, with a choice between no license and a \$25 one, chose the former alternative, and also began to do business.

At first, the Police Department paid but little attention to the matter, but the importunities of the men who had paid \$25, and were obliged to compete with a raft of irresponsible fellows who had paid nothing, soon brought the Department to a realizing sense of the distressing predicament in which it was placed. Retail dealers also stirred the matter up a little, and the police began to take an interest and made complaints against a few of the numerous offenders who were boldly traveling the streets every day. In the Recorder's Court, where these cases were tried, the un-

fair circumstances which had attended the issuing of licenses caused the same embarrassment felt in police circles, and the fines imposed were so trivial as to be regarded more as a joke than as a punishment for the violation of an important city ordinance.

This dilatory, half-hearted policy on the part of city officials so angered and exasperated the friends of the ordinance that they began to poke up the police most industriously; and, as a result of the intense interest shown by private citizens in the enforcement of this ordinance, the police straightway proceeded to fill the docket of the Recorder's Court so full of peddlers' cases that there was no time to give attention to other important cases.

The reader will pardon a slight digression from the main line of thought, at this point, while an opinion is ventured to the effect that police officials are often greatly maligned by social and civic reformers who thoughtlessly attribute all non-enforcement of law to neglect of duty on the part of the rank and file in police circles. Such a view of the question must be regarded as entirely erroneous by the experienced observer who desires to be candid and just to all concerned. The observation of the writer leads him to believe that the average city patrolman will do his best to execute faithfully the instructions received from his superiors. The thoroughness with which any measure is enforced depends not so much upon the faithfulness in the discharge of duty on the part of police officials as upon a marked and undeniable public demand for the rigid enforcement of the measure. Be assured that the police will go just so far as they feel an united public sentiment will go with them, and not one step farther.

The prompt action of the police, in connection with the peddlers' ordinance referred to above, demonstrated beyond the need of argument the potent influence which an enlightened public opinion may exert in bringing about the proper enforcement of salutary and reformatory city legislation.

Lack of space precludes the discussion of this question in full at this time. There were certain legal obstacles which prevented the enforcement of this ordinance, the description of which will be deferred until the next issue. An appeal was taken by the city from an adverse decision given by one of the judges of the local circuit, and as the case comes up for argument before the Supreme Court of the State at an early date, the legal standing of the ordinance will no doubt soon be ascertained. In the light of the decision to be given by this court of last resort, the further discussion of this ordinance from a legal point of view will be more opportune and more instructive to the reader.

H. H. MACK.

It is as bad to hate a man as it is to kill him.

WANTED

To furnish Western dealers for their Eastern trade for season of 1898; cold storage in quantities to suit up to 15,000 cases of eggs and 30 cars butter; moderate rates and liberal advances to reliable parties; modernly equipped plant; mechanical refrigeration, with an improved system of perfectly dry circulation and change of air in rooms; intermittent and continuous circulation, also gravity system; these systems are the latest and best known in cold storage practices; our eggs are said to be the finest on the Philadelphia market this past season; fine distributing point; only 2½ hours to Pittsburgh, and quick transit by both Penn. Central and B. & O. to New York, Philadelphia, Baltimore and Washington; we are authorized to purchase for our local customers 5,000 cases finely candied eggs for April and May deliveries; also several cars creamery butter; correspondence solicited. Address Hygeia Crystal Ice & Cold Storage Co., Uniontown, Pa.

BUTTER

EGGS, POTATOES

We are in the market for
the above

N. WOHLFELDER & CO.

WHOLESALE COMMISSION MERCHANTS

399-401-403 HIGH ST., E., DETROIT.

TO GROCERS



This is our Five-Pound Paraffined Parchment-Lined Butter Package. Weighs only three ounces. These Packages enable Grocers to handle butter to advantage where they formerly could not. Have your advertisement on the Packages. Secure customers you would not otherwise get, and hold their trade. Butter packed in packages bearing your name cannot well sell to your competitors. This makes the cheapest and neatest kind of an advertising plan. In shipping, pack in box or barrel, and save 100 per cent. in freight. No loss from breakage and unreturned crocks.

MICHIGAN PACKAGE CO., OWOSSO, MICH.

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.

Commission Business in Deed as Well as in Name.

There is one class of people making a business of egg production; another of collecting these goods and aggregating them for distribution to various parts of the country; another of distributing to smaller territories from the larger points of receipt; another of distribution to the smaller retailers. A great industry it is, with innumerable veins of supply leading to great arteries which again branch out into innumerable veins of distribution—but just as much a whole as the human body itself. Is it not evident that all the parts of this great industry should be perfectly harmonious; that they must be so for the welfare of the whole; that whatever affects one unfavorably must have an unfavorable effect upon all? Is it not equally evident that any system which makes the interests of one department antagonistic to another is built upon false principles and can not be permanent if progress toward right conditions prevails?

This brings me to the point; and for the sake of brevity I will confine the argument to just one phase of the business in which you are particularly interested. I refer to the method of dealing in vogue between the collector and shipper of eggs and the wholesale distributors in our large cities. If this method is shown to make these interests conflicting, I believe my readers will agree with me that it can be neither for the best interests of the whole nor a permanent institution.

It is well within my recollection when the receivers of eggs at the New York market acted almost solely as agents for the shippers at interior points. Their business was practically an extension of that of the owners of the goods and was conducted upon principles which not only afforded a fair return for the service of the receiver, but stimulated such service in directions which tended at the same time to conserve the best interests of the shipper. The method then employed—that of selling solely for the shipper's account upon a commission basis—was such as to preserve a perfect harmony of interest. The competition among receivers was then expended in directions tending to the general welfare, because it depended chiefly upon increasing the excellence of the service. But little by little the business has undergone changes which upon careful analysis can not be regarded as less than unfortunate.

The prime cause of these changes is probably to be found in an ultra competition among receivers which, after exhausting itself in the legitimate direction of superior service to consignors, or perhaps originating with those who were being left behind in this healthy struggle for patronage, expended its destructive power upon the very structure of those forms of business relations which alone could serve the real interests of the whole industry.

The first step in this ultra competition was the willingness to report sales before sales were made—a willingness directly antagonistic to the fundamental principles of a commission business. This involved the necessity for a basis of returns—easily found in a published quotation which had through years of custom acquired, as perhaps it deserved, the confidence of shippers. How rapidly this false method of dealing spread, you are all well aware. Then came the competition to provide immediate returns upon receipt of goods, which also

spread throughout the trade with amazing rapidity. The result is before you. Although the relation of shipper and wholesale receiver is still maintained under the guise of owner and agent; although accounts of sale are still made out with the old forms—"sold for account of Mr. Blank," and bearing the old charges for "Transportation and Commission"—how little of the original character is left in them!

Of course, there is some produce commission business still done which is such in deed as well as in name. But, when consignments are accepted under the agreement that they shall be returned for upon day of receipt at a price to be settled by a market quotation, the transaction is neither in conformity with the principles of a commission business nor with those of legitimate barter; and I claim without fear of contradiction that such a method produces an unavoidable antagonism between the interests of the receiver and the shipper.

It may be argued that in all barter and sale the interests of buyer and seller are, to some degree, antagonistic. But under natural and legitimate conditions they are not so. An open sale of goods between man and man is only made when each possesses something which the other desires equally; the exchange is then beneficial to both and the relation perfectly harmonious. But when a shipper of produce intrusts his property to a merchant with the understanding that he must pay for it upon receipt without regard to quantity or the receiver's needs, then the natural conditions of barter are subverted; and, under the prevailing method of settling the value of goods so transferred, the interests of the receiver and shipper come into direct conflict.

I hold that these unnatural conditions can not be permanent; that the transfer of produce must ultimately revert to a purely commission basis or else drift on to a simple barter and sale between shipper and receiver.

It might be shown, we believe, that the commission method of transfer is the most economical to the whole industry, but the limits of our time prevent the argument now.

What has been gained by the ultra competition which has shaken the very foundations of our commission trade; which has left it a hollow mask under which the forms of the true system are used to cover alien transactions? Has the acrimony of competition thus exhausted itself? Has it not rather become more intense as the foundations of the true commission system have, one by one, fallen before its misdirected power?

But these unfortunate methods of business can be changed only in two ways. If left to natural forces they will probably be found incident to a period of transition from the old and well-tried commission system to a method of distribution by direct barter between shipper and jobber, in which case the ultimate result will be reached by slow degrees. When this has been accomplished it is not unlikely that a class of purely commission agents will again spring up to serve the interests of interior owners in their dealings.

Reversion to the purely commission system might be effected most quickly by combination and agreement if this were possible; or by the action of a few leading houses who, adopting at once a strictly commission form of business, might prove the advantages of the system so fully as to compel others to follow their lead. F. G. URNER.

STRAWBERRIES

All Green Vegetables—Tomatoes, Green Onions, Radishes, Cucumbers, Spinach, Asparagus, Pie Plant. Oranges, Lemons, Bananas.

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

SEEDS

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

MOSELEY BROS.

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

Jobbers-Seed-Beans-Potatoes-Produce

When You Begin to See Anything Green

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

The Vinkemulder Company, Grand Rapids, Mich.



ESTABLISHED 1893

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

Only Exclusive Butter and Egg House in the City

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

EARLY FRUITS AND VEGETABLES

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

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

C. N. Rapp & Co., Commission Merchants

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

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

PRINTING FOR PRODUCE DEALERS Tradesman Company
Grand Rapids.

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.

Met a Drummer and Caught a Tartar.

M. Quad in American Druggist.

Everybody who knew Syd Carrin knew him to be a good man. He traveled out of New York for a drug house, and railroad conductors, hotel men and newspaper fellows asked for nothing better than to smoke and yarn for an hour with Syd. On one occasion his trip was extended to a town in Michigan, and within an hour after his arrival a solemn looking man called upon him and introduced himself and said:

"Mr. Carrin, I have taken it upon myself to invite you to church Sunday evening. We have a revival going on, and on Sunday evening prayers will be offered up for all who ask it."

Syd looked at the man rather queerly and replied that he would show up if he happened to feel that way. Two or three hours later a couple of middle-aged women sent up their cards from the hotel parlor, and as he came down one of them said:

"We have been sent to ask you if you would not attend our revival meeting on Sunday evening. Prayers are to be offered for all sinners, you know. It would be an example for others if you would come."

Syd replied that he was a very busy man, but would attend church if possible, and after a moral lecture, which he took with downcast eyes and humble mien, the pair retired. The drummer was just getting ready for bed when another card came up. This time it was a man again, and a more solemn one than the first.

"I have been asked to call and invite you to attend our church Sunday evening," he began. "There is a great religious revival in progress, and it may be that you will be brought with others to see the error of your ways. Even the thief on the cross was forgiven, you know."

Syd knew, and he didn't like it a little bit. Being a good-natured man, however, he courteously replied that he would do his best to get there, and added that he was a firm believer in revivals. This was on Thursday. On Friday one more man and three more women called, and next day the number of delegates was five. The last caller came late in the evening, just as Syd was getting ready for a smoke and a yarn with a good customer.

"I am the minister of the church now holding a great religious revival," began the caller as he sat down like a man who didn't intend to get up again for at least an hour.

"Y-e-s," replied Syd in an absent way.

"Knowing you were in town, I have sent several people to call on you. As a last resort I have come myself. Mr. Carrin, if we could only gather you into the fold, there would be general rejoicing. Won't you promise me to attend to-morrow evening?"

"Look here, mister man," began Syd in reply, "what sort of a critter do you folks here take me for, anyway! Your church seems to be making a special drive at me."

"But you—you are a drummer, you know," faltered the good man.

"Of course I am, but what of it?"

"Why you must be given to wicked-

ness. As for instance, you don't always respect the truth."

"What!" exclaimed Syd as he jumped up. "Say, now; don't make any mistake on me! Have you got the faintest idea that drummers as a class ever lie?"

"Alas! I have!" groaned the good man.

"Well, you are off the axle-tree and wabbling about. Sir, I never told an untruth in my life and I never knew any other drummer to—especially drummers in my line. Why, I could have made a \$300 sale to-day by telling a white lie, but I preferred to lose the customer. Lie! Lie! You should know, sir, that we stick closer to the truth than any other class of men on earth. You have pained me deeply—very deeply, sir."

"I didn't mean to," apologized the good man, "and I am thrice glad of the information you have given me. It is agreeable news, I assure you. How about profanity?"

"I once knew one drummer who swore," replied Syd, "but he was not on the road long. His customers complained and he lost his job. As for me, I challenge any living man to come forward and say he ever heard me use a cuss word. I can't do it, sir—can't do it—and you will find all the rest just like me."

"Is it possible?" gasped the preacher. "Well, that is more news—good news. It seems strange that I could be so mistaken. You do drink, however?"

"Not a drop, sir—nothing but tea and coffee and soft drinks. I have met two or three drummers who drank, but they were in the whisky trade and had to. We are bound not to, you see, but even if we weren't, it would make no difference. You couldn't have made a greater mistake, and I trust that you will be prompt to apologize."

"With all my heart, but I don't understand how I got such an idea if it is a false one. I am glad I met you, sir—thrice glad. I have read and heard that drummers were great hands to play—play."

"To play poker," finished Syd as the other hesitated. "Yes, I've heard it myself, and have often seen it mentioned in the papers, but a greater mistake was never made. Believe me, sir, when I tell you that I don't know how many cards there are in a euchre deck. I heard of two drummers once who used to play euchre and poker, but one was killed by the cars and the other was struck by lightning. If I were asked to take a hand at a game of poker I don't know what reply I should make. They use the terms 'bluff,' 'lay down,' 'call' and 'full house' in poker, don't they?"

"I—think they do," replied the preacher. "So you don't lie, drink or gamble?"

"Certainly not, sir. Beyond that, I am a loving father, a faithful husband and a law-abiding man. I set aside 5 per cent. of my salary for the heathen, pay \$100 a year pew rent at home, and during the last year have distributed 200,000 tracts against smoking and chewing. On the first of last January the house raised my salary \$300 per year so that I could establish a free Sunday school paper. Just about half the druggists whom I meet for the first time take me for a clergyman, and as I travel about I am often invited to fill a pulpit."

"Dear, dear, but what news!" exclaimed the good man as he now rose to go. "I had always supposed that drummers were—were a bad lot."

"Yes, I presume so," replied Syd, "and I am glad of a chance to give you some news. As to the services to-morrow evening, I should like to attend, but it may be impossible. I am trying to compose some new hymns, and unless I can get them off my hands I may not show up. I am writing a new Gospel Hymn-Book, you know, but don't give it away. Some of my customers might think I was neglecting my regular business."

"And you—you—"

"Will come if I can, and as my time is limited this evening I beg you will excuse me and believe that I shall be with you in spirit if not in the flesh."

Gripsack Brigade.

Perry Barker (A. E. Brooks & Co.) was called to Kalamazoo last week to attend the deathbed and funeral of his mother, Mrs. Allen, who died from the effects of a tumor on the brain. The funeral was held Saturday afternoon. Gus C. Oswald covered his territory during his absence.

C. W. Hurd (Hazeltime & Perkins Drug Co.) has resumed his road work after an enforced lay-off of ten weeks. During the month of February he was kept at home by the serious illness of his wife, and since the 1st of March he has been confined to his house with blood poisoning as the result of impure vaccination.

The Supreme Court of Maryland has decided that the purchaser of a berth or a section of a sleeping car has the right to give another person the use thereof if he leaves the car before it reaches the end of the trip for which the berth was bought. A passenger secured a section, rode in it for part of the trip, and then sold his section ticket to another passenger, he leaving the train. The second purchaser was refused the use of the section by the conductor of the car and was ejected, whereupon he brought suit, with the above result.

"Few evils are more widespread, or far-reaching in working injury to the various branches of industry than price cutting," said John P. Shipman, Manager of the Shelter Top Company, St. Louis. "No matter where one may go or in what line of business one may engage he will be certain to meet with this evil. It is at once the commonest and greatest obstacle to be overcome in the business world. Its ravaging and all-consuming presence is perhaps due to the inability of the average traveling salesman to talk quality rather than low price more than to any other one thing. One of the most difficult tasks of a business man's life is to secure the services of traveling salesmen that will work for the interests of the house for which they travel. And this is so all the more because the average retail dealer is not familiar with the different grades of goods and can easily be imposed upon. High and low grade goods look alike to the majority of country merchants, and it naturally follows that the lowest price secures the order. Price cutting is indulged in most freely when business is dull and traveling salesmen feel that it is impossible to do business without resorting to heroic measures—and yet no matter how active business may be there will be some one foolish enough to keep on cutting prices."

Movements of Lake Superior Travelers

H. E. Biel (J. Pritzlaff Hardware Co.) is in the copper country this week.

E. E. Emmons (Geo. Worthington Co.) sold a stock order of hardware at Calumet last week.

Toney Boex (National Biscuit Co.) is working the travelers for membership in the L. S. C. T. Club and sells crackers on the side.

W. I. Bolt (Detroit Lead Pipe Works) is with us on his quarterly trip.

J. D. Brown (Smith-Thorndyke-Brown Co.) remained at his own store at Munising last week. His chief clerk, Charles Truscott, took his grip.

Chas. Doty (Edson, Moore & Co.) was in the copper country last week. So was Fred Truscott (Burnham, Stoepel & Co.).

A. F. Draper (Reid, Murdock & Co.) is home again. Al. has spent some time on the Pacific Coast of late.

B. L. Hibbard (Cary Safe Co.) thought it safe to work the copper country last week.

J. D. Mangum (Cohen Bros. & Co.), manager of the Marquette baseball club

for 1897, says that Marquette's having a club this year depends upon whether Sunday playing will be allowed.

F. S. McCurdy (Jenness & McCurdy) spent last week in this territory.

A. McMillan (Johnson Electric Service Co.) is in the copper country, introducing a new lighting plant.

A. A. Milne (H. J. Heinz Co.) is with us again.

H. F. Nickerson (I. E. Swift) spent last week in the copper country. Nick. corralled a few big mining deals as usual.

S. D. Oppenheimer (McCauley & Co.) is paying excess baggage on the D. S. S. & A. Railway this week.

M. F. Stellwagen passed through this territory last week, enroute to his Wisconsin territory.

A. H. Wheeler (Kewaunee Boiler Co.) worked the copper country last week.

H. W. Strudley (Jenks & Muir Manufacturing Co.) worked the Upper Peninsula last week.

Woman Commercial Traveler Thrashes a Man.

From the Knoxville Sentinel.

One of the best known commercial travelers that come to Knoxville tells a splendid story of Miss Al Groman, the woman who sells chocolates on the road. In one of the Southern cities a man made an insulting remark as to her character. Her reply was the vigorous use of her fist in his eyes, and she thrashed him in the most magnificent manner.

It is as bad to buy goods that you know have been stolen as it is to steal them.

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.

SUFFERING HUMANITY, READ!



A REMARKABLE CASE

Having suffered with rheumatism and constipation for over twenty-five years, and my case having been pronounced hopeless last summer by the best medical skill, when I was given up to die, I miraculously had my attention called to Frye's Quickstep, which saved my life, and I am now a well man. I have since recommended this remedy to my friends and so many have ordered it through me that I keep it on hand for humanity's sake. Price, \$1.00 per bottle. Nearly all Michigan people know me. My home address is 5106 Kimbark Ave., Chicago. Grand Rapids people can obtain this remedy from my customer, John Benson, the clothier, 26 Monroe St., upstairs.

Stephen T. Bowen.

I will be in Chicago at the clothing factory of John G. Miller & Co., 276 and 278 Franklin St., until May 1, to look after my clothing customers.

Drugs--Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

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

Examination Sessions.

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

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

MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

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

Fifty Samples of Precipitated Sulphur.

It appears from investigations made that precipitated sulphur is not in great demand. Calls were made at fifty different drug stores in seven cities: New York, Brooklyn, Newark, Chicago, St. Paul, Minneapolis and Detroit. In thirty stores the article called for was dispensed without question; in fifteen it was stated that there was so little demand for it, the sublimed being usually called for by the trade, that it was not kept in stock; and in five the washed or sublimed was given and labeled "precipitated sulphur." In three of the last cases the substitution was due to ignorance, the sulphur having been sold by apprentices who believed that sulphur was sulphur, irrespective of adjectives. Among those who were honest enough to state that they had not the precipitated in stock, about half stated to the intending purchaser that the washed sulphur was the equal to if not the superior of the precipitated for all purposes for which the latter was used.

The calls were made at all classes of pharmacies, from the humblest to the most pretentious. The samples were produced with a view toward ascertaining whether or not the quality of precipitated sulphur ordinarily dispensed had improved within the past ten or fifteen years. Thirty samples obtained from retail pharmacies and five samples from five wholesale houses were examined according to the U. S. P. Of the thirty samples eighteen contained no calcium salt, and they were not further examined. It is curious that the majority, eight, of the samples containing calcium were from Western cities. Three gave faint reactions with the pharmacopoeial test for arsenic; four responded, two only very feebly, to the test for selenium, and four gave acid reaction. One seemed to be almost wholly calcium sulphate; only a small percentage dissolved in carbon disulphide. Of the five samples from wholesale houses none contained calcium, but it should be stated that the person requesting the samples stated in three of his requests that the samples were wanted for analysis.

The conclusions that may be drawn from this investigation are that there is less "Lac Sulphuris" kept and dispensed at the present than several years ago, and that "Precipitated Sulphur" means now to a greater extent than before what the U. S. P. describes under that title. If pharmacists generally were more vigilant in guarding the quality of their drugs and preparations, no wholesale house could sell inferior or adulterated drugs and preparations.

There seems hardly any excuse for a pharmacist to put into his "precipitated sulphur" shelf bottles something which is almost wholly calcium sulphate, when it is so readily possible to ascertain the true nature of the article. Precipitated sulphur burns and leaves no residue. If the sulphur does not burn readily and leaves a residue, or if it is not wholly soluble in benzoin or carbon disulphide, it is not pharmacopoeial and should be returned to the seller. If the pharmacist's time is limited he need make no further investigation with his purchases than to ascertain that they are not pharmacopoeial. He need not ascertain what the impurities or adulterations are that constitute the inferiority, to give him the right to return the purchase.

FREDERICK J. WULLING, PH. G.

The Drug Market.

Opium—Has again advanced 10c per lb., with prospects for much higher prices.

Morphine—Is firm at the late advance.

Quinine—Is steady at the decline.

Cod Liver Oil—Norwegian is in very firm position. As this year's crop will be light, prices are advancing steadily.

Balsams—Copaiba is very firm and higher prices would not be a surprise. Peru and Tolu are steady.

Barks—Soap is very firm at the late advance.

Essential Oils—Cloves is steadily advancing, on account of higher price for the spice. Copaiba is firm, in sympathy with balsam. Lemon, orange and bergamot show a slight decline.

Paris Green—The combination of manufacturers announce that the new price will be promulgated April 25.

Brimstone and Sulphur—Continue to advance.

Oxalic Acid on Corks.

O. Wentzky reports that he has found an appreciable quantity of oxalic acid on new corks. On asking manufacturers to explain the cause of this acid, he was informed that its use in the manufacture of corks was quite common, and that the excess noted in this particular lot was due to carelessness on the part of the workmen. It was stated that the acid was used to free the corks from tannate of iron, formed by treating the corks with ferrous sulphate for the purpose of removing the excess of tannin on their surface.

May Consider Himself Lucky.

Some months ago a Miss Bruce, of Galesville, Wisconsin, took to the store of one Kneeland a prescription calling for aletris cordial. Through mistake she received tincture of iodine, a two-teaspoonful dose of which produced physiological effects somewhat in the nature of a surprise. Soon thereafter she brought suit against Kneeland, and now, after some delay, she has been awarded \$600 damages.

Man's failure in this world may often be attributed to the fact that he uses blank cartridges when firing at the target of success.

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

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

URE....

...UNKLE

10c. Cigar

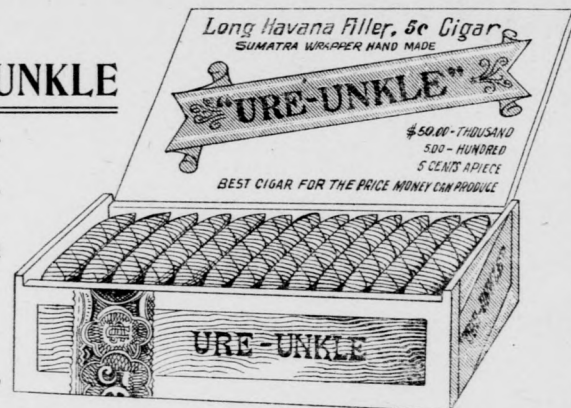
For 5c.

Michigan

Cigar

Co.

Big Rapids,
 Mich.



WORLD'S BEST

S.C.W.

5c. CIGAR. ALL JOBBERS AND
G. J. JOHNSON CIGAR CO.
 GRAND RAPIDS, MICH.

The Cheapest Enameled Playing Card

ON THE MARKET IS THE

NO. 20 ROVERS

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

THE AMERICAN PLAYING CARD CO.,
 KALAMAZOO, MICH.

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.

\$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.

DON'T GET WET

When in want of a new roof or repairs you can save money by employing skilled mechanics in this line. We have representatives covering the State of Michigan regularly, and if you have a defective roof, drop us a card and we will call on you, examine your roof and give you an estimate of the cost of necessary repairs or putting on new roof. Remember that we guarantee all our work and our guarantee is good.

H. M. REYNOLDS & SON,
 PRACTICAL ROOFERS,
 ESTABLISHED 1868.
 GRAND RAPIDS, MICH.

WHOLESALE PRICE CURRENT.

Advanced—Opium, Quinine.
Declined—

[illegible]

POCKET BOOKS AND PURSES

We shall sample in a few days a large and well assorted line of

Ladies' Pocket Books

Ladies' Purses

Gentlemen's Pocket Books

Gentlemen's Purses

And invite your inspection and order.

Hazeltine & Perkins
Drug Co.

GRAND RAPIDS, MICH.

GROCERY PRICE CURRENT.

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

AXLE GREASE. Aurora, doz. gross 55 6 00 Castor Oil, doz. gross 60 7 00 Diamond, doz. gross 50 4 00 Frazer's, doz. gross 75 9 00 IXL Golden, tin boxes 75 9 00 Mica, tin boxes 75 9 00 Paragon, doz. gross 55 6 00 BAKING POWDER. Absolute. 1 lb cans doz. 45 1 lb cans doz. 85 1 lb cans doz. 1 50 Acme. 1 lb cans 3 doz. 45 1 lb cans 3 doz. 75 1 lb cans 1 doz. 1 00 Bulk. 6 oz. Eng. Tumblers, 85 El Purity. 1 lb cans per doz. 75 1 lb cans per doz. 1 20 1 lb cans per doz. 2 00 Home. 1 lb cans 4 doz case. 35 1 lb cans 4 doz case. 55 1 lb cans 4 doz case. 90 JAXON 1 lb cans, 4 doz case. 45 1 lb cans, 4 doz case. 85 1 lb cans, 2 doz case. 1 60 Jersey Cream. 1 lb. cans, per doz. 2 00 9 oz. cans, per doz. 1 25 6 oz. cans, per doz. 85 Our Leader. 1 lb cans. 45 1 lb cans. 75 1 lb cans. 1 50 Pearless. 1 lb. cans. 85 Queen Flake. 3 oz., 6 doz. case. 2 70 6 oz., 4 doz. case. 3 20 9 oz., 4 doz. case. 4 80 1 lb., 2 doz. case. 4 00 5 lb., 1 doz. case. 9 00 BATH BRICK. American, doz. 70 English, doz. 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. Hamtrow 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, 4 pints. 1 25 CHEESE. Acme. @ 10% Amboy. @ 10 Byron. @ 10% Elsie. @ 11 Emblem. @ 10% Gem. @ Gold Medal. @ Jersey. @ 10% Lenawee. @ 11 Riverside. @ 10% Springdale. @ Brick. @ 12% Edam. @ 75 Lelden. @ 18 Limburger. @ 10 Pineapple. @ 43 Sap Sago. @ 18 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 Jute, 60 ft. per doz. 80 Jute, 72 ft. per doz. 95 COCOA SHELLS. 20 lb bags. 2 1/4 Less quantity. 3 Pound packages. 4 CREAM TARTAR. 5 and 10 lb. wooden boxes. 30-35 COFFEE. Green. Rio. Fair. 10 Good. 12 Prime. 13 Golden. 14 Peaberry. 15 Santos. Fair. 14 Good. 15 Prime. 16 Peaberry. 17 Mexican and Guatamala. Fair. 16 Good. 17 Fancy. 18 Maracaibo. Prime. 20 Milled. 21 Java. Interior. 20 Private Growth. 22 Mandehling. 24 Mocha. Imitation. 22 Arabian. 24 Roasted. Clark Jewell Wells Co.'s Brands Fifth Avenue. 28 Wells' Mocha and Java. 24 Wells' Perfection Java. 24 Sancelmo. 18 Breakfast Blend. 18 1/2 Valley City Maracaibo. 18 1/2 Ideal Blend. 14 Leader Blend. 12 Package. Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package, also 14c a pound. In 50 lb. cases the list is 10c per 100 lbs. above the price in full cases. Arabuckle. 10 00 Jersey. 10 50 McLaughlin's XXXX. 9 50 Extract. Valley City 1/4 gross. 75 Felix 1/4 gross. 1 15 Hummel's full 1/4 gross. 85 Hummel's tin 1/4 gross. 1 43 CLOTHES PINS. 5 gross boxes. 40 COUGH DROPS. C. B. Brand. 1 00 CONDENSED MILK. Gail Borden Eagle. 4 doz in case. 6 75 Crown. 6 25 Daisy. 5 75 Champion. 4 50 Magnolia. 4 25 Challenge. 3 35 Dime. 3 85 COUPON BOOKS. Tradesman Grade. 50 books, any denom. 1 50 100 books, any denom. 2 50 500 books, any denom. 11 50 1,000 books, any denom. 20 00 Economic Grade. 50 books, any denom. 1 50 100 books, any denom. 2 50 500 books, any denom. 11 50 1,000 books, any denom. 20 00	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. 6 25 500 books. 10 00 1,000 books. 17 50 Credit Checks. 500, any one denom'n. 3 00 1000, any one denom'n. 5 00 2500, any one denom'n. 8 75 Steel punch. 75 DRIED FRUITS—DOMESTIC Apples. Sundried. @ 5 Evaporated 50 lb boxes. @ 8 California Fruits. Apricots. 8 @ 5 Blackberries. @ 7 1/2 Nectarines. @ 7 1/2 Peaches. 6 1/2 @ 7 1/2 Pears. 8 @ 7 1/2 Pitted Cherries. @ 7 1/2 Prunelles. @ 7 1/2 Raspberries. @ 7 1/2 California Prunes. 100-120 25 lb boxes. @ 3 1/2 90-100 25 lb boxes. @ 3 1/2 80-90 25 lb boxes. @ 3 1/2 70-80 25 lb boxes. @ 3 1/2 60-70 25 lb boxes. @ 3 1/2 50-60 25 lb boxes. @ 3 1/2 40-50 25 lb boxes. @ 3 1/2 30-40 25 lb boxes. @ 3 1/2 1/2 cent less in 50 lb cases Raisins. London Layers 3 Crown. 1 45 London Layers 4 Crown. 2 00 Dehesias Loose Muscatels 2 Crown. 3 1/2 Loose Muscatels 3 Crown. 3 1/2 Loose Muscatels 4 Crown. 3 1/2 FOREIGN. Currants. Patras bbls. @ 7 1/2 Vostizzas 50 lb cases. @ 7 1/2 Cleaned, bulk. @ 8 1/2 Cleaned, packages. @ 8 1/2 Peel. Citron American 10 lb bx @ 13 Lemon American 10 lb bx @ 12 Orange American 10 lb bx @ 12 Raisins. Ondura 28 lb boxes. 8 @ 8 1/2 Sultana 1 Crown. @ Sultana 2 Crown. @ 7 1/2 Sultana 3 Crown. @ Sultana 4 Crown. @ Sultana 5 Crown. @ 12 Sultana 6 Crown. @ 14 Sultana package. @ 14 FARINACEOUS GOODS. Farina. 24 lb. packages. 1 75 Bulk, per 100 lbs. 3 50 Grits. Walsh-DeRoo Co.'s. 2 15 Bulk in 100 lb. bags. 3 50 Hominy. Barrels. 2 50 Flake, 50 lb. drums. 1 00 Beans. Dried Lima. 3 1/2 Medium Hand Picked. 1 00 Macaroni and Vermicelli. Domestic, 10 lb. box. 60 Imported, 25 lb. box. 2 50 Pearl Barley. Common. 1 75 Chester. 2 00 Empire. 2 50 Peas. Green, bu. 89 Split, per lb. 2 Rolls Oats. Rolled Avena, bbl. 4 00 Monarch, bbl. 3 85 Monarch, 1/2 bbl. 2 05 Private brands, bbl. 3 20 Quaker, cases. 1 75 Huron, cases. 1 75 Sago. German. 3 1/2 East India. 3 Wheat. Cracked, bulk. 3 1/2 24 lb packages. 2 50	Fish. Cod. Georges cured. @ 5 Georges genuine. @ 5 1/2 Georges selected. @ 6 Strips or bricks. 6 @ 9 flerring. Holland white hoops, bbl. 10 25 Holland white hoop 1/2 bbl. 5 50 Holland white hoop, keg. 75 Holland white hoop mchs. 35 Norwegian. 11 00 Round 100 lbs. 2 75 Round 40 lbs. 1 30 Scaled. 13 Flackerel. Mess 100 lbs. 16 30 Mess 40 lbs. 6 90 Mess 10 lbs. 1 82 Mess 8 lbs. 1 48 No. 1 100 lbs. 14 50 No. 1 40 lbs. 6 10 No. 1 10 lbs. 1 60 No. 1 8 lbs. 1 30 No. 2 100 lbs. 9 50 No. 2 40 lbs. 4 60 No. 2 10 lbs. 1 07 No. 2 8 lbs. 88 Trout. No. 1 100 lbs. 5 50 No. 1 40 lbs. 2 50 No. 1 10 lbs. 70 No. 1 8 lbs. 59 Whitfish. No. 1 No. 2 Fam 100 lbs. 6 75 5 75 2 75 40 lbs. 3 00 2 60 1 40 10 lbs. 83 73 43 8 lbs. 69 61 34 FLAVORING EXTRACTS. JENNINGS' FLAVORING EXTRACTS. Jennings'. D. C. Vanilla. D. C. Lemon 2 oz. 1 20 2 oz. 75 3 oz. 1 50 3 oz. 1 00 4 oz. 2 00 4 oz. 1 40 6 oz. 3 00 6 oz. 2 00 No. 8 4 00 No. 8 2 40 No. 10 6 00 No. 10 4 00 No. 2 T. 1 25 No. 2 T. 80 No. 3 T. 2 00 No. 3 T. 1 25 No. 4 T. 2 40 No. 4 T. 1 50 Northrop Brand. Lem Van. 2 oz. Taper Panel. 75 1 20 2 oz. Oval. 75 1 20 3 oz. Taper Panel. 1 35 2 00 4 oz. Taper Panel. 1 60 2 25 Souders'. Oval bottle, with corkscrew. Best in the world for the money. Regular Grade Lemon. 2 oz. 75 4 oz. 1 50 Regular Vanilla. 2 oz. 1 20 4 oz. 2 40 XX Grade Lemon. 2 oz. 1 50 4 oz. 3 00 XX Grade Vanilla. 2 oz. 1 75 4 oz. 3 50 FLY PAPER. Tanglefoot, per box. 30 Tanglefoot, c'se of 10-b'x's 2 55 Tanglefoot, 5 case lots. 2 50 Tanglefoot, 10 case lots. 2 40	GUNPOWDER. Rifle—Dupont's. Kegs. 4 00 Half Kegs. 2 25 Quarter Kegs. 1 35 1 lb. cans. 30 1/2 lb. cans. 18 Choke Bore—Dupont's. Kegs. 4 25 Half Kegs. 2 40 Quarter Kegs. 1 35 1 lb. cans. 34 Eagle Duck—Dupont's. Kegs. 8 00 Half Kegs. 4 25 Quarter Kegs. 2 25 1 lb. cans. 45 HERBS. Sage. 15 Hops. 15 INDIGO. Madras, 5 lb boxes. 55 S. F., 2, 3 and 5 lb boxes. 50 JELLY. 15 lb pails. 40 30 lb pails. 73 KRAUT. Barrels. 3 50 Half barrels. 2 00 LYE. Condensed, 2 doz. 1 20 Condensed, 4 doz. 2 25 LICORICE. Pure. 30 Calabria. 25 Sicily. 14 Root. 10 MINCE MEAT. Ideal, 3 doz. in case. 2 25 MATCHES. Diamond Match Co.'s brands. No. 9 sulphur. 1 65 Anchor Parlor. 1 70 No. 2 Home. 1 10 Export Parlor. 4 00 MOLASSES. New Orleans. Black. 11 Fair. 14 Good. 20 Fancy. 24 Open Kettle. 25 @ 35 Half-barrels 2c extra. MUSTARD. Horse Radish, 1 doz. 1 75 Horse Radish, 2 doz. 3 50 Bayle's Celery, 1 doz. 1 75 PIPES. Clay, No. 216. 1 70 Clay, T. D. full count. 65 Cob, No. 3. 85 POTASH. 48 cans in case. 4 00 Babbitt's. 3 00 Penna Salt Co.'s. 3 00 PICKLES. Medium. Barrels, 1,200 count. 5 25 Half bbls, 600 count. 3 13 Small. Barrels, 2,400 count. 6 35 Half bbls 1,200 count. 3 75 RICE. Domestic. Carolina head. 6 1/4 Carolina No. 1. 5 Carolina No. 2. 4 Broken. 3 1/2 Imported. Japan, No. 1. 6 1/4 Japan, No. 2. 6 Java, fancy head. 5 1/4 Java, No. 1. 5 Table. 5 1/4 SALERATUS. Packed 60 lbs. in box. Church's. 3 30 Deland's. 3 15 Dwight's. 3 30 Taylor's. 3 00 SAL SODA. Granulated, bbls. 75 Granulated, 100 lb cases. 90 Lump, bbls. 75 Lump, 145 lb kegs. 85 SEEDS. Anise. 9 Canary, Smyrna. 3 1/4 Caraway. 8 Cardamon, Malabar. 6 1/2 Celery Russian. 11 Hemp. 3 1/2 Mixed Bird. 4 1/2 Mustard, white. 5 Poppy. 10 Rape. 4 1/2 Cattle Bone. 20 SNUFF. Scotch, in bladders. 3 Maccaboy, in jars. 35 French Rappee, in jars. 43	SALT. Diamond Crystal. Table, cases, 24 3 lb boxes. 1 50 Table, barrels, 100 3 lb bags. 2 75 Table, barrels, 40 7 lb bags. 2 40 Butter, barrels, 250 lb. bbl. 2 25 Butter, barrels, 20 14 lb bags. 2 50 Butter, sacks, 28 lbs. 25 Butter, sacks, 56 lbs. 55 Common Grades. 100 3 lb sacks. 1 90 60 5 lb sacks. 1 75 28 10 lb sacks. 1 60 Worcester. 50 4 lb cartons. 3 25 115 2 1/2 lb. sacks. 4 00 60 5 lb. sacks. 3 75 22 14 lb. sacks. 3 50 30 10 lb. sacks. 3 50 28 lb. linen sacks. 32 56 lb. linen sacks. 60 Bulk in barrels. 2 50 Warsaw. 56-lb dairy in drill bags. 30 28-lb dairy in drill bags. 15 Ashton. 56-lb dairy in linen sacks. 60 Higgins. 56-lb dairy in linen sacks. 60 Solar Rock. 56-lb sacks. 21 Common. Granulated Fine. 79 Medium Fine. 85 SOAP. JAXON Single box. 2 75 5 box lots, delivered. 2 70 10 box lots, delivered. 2 65 JAS. S. KIRK & CO.'S BRANDS. American Family, wrp'd. 2 66 Dome. 2 66 Cabinet. 2 20 Savon. 2 50 Dusky Diamond, 50 6 oz. 2 10 Dusky Diamond, 50 8 oz. 3 00 Blue India, 100 1/2 lb. 3 00 Kirkoline. 3 50 Eos. 2 50 Schulte Soap Co.'s Brand. CLYDESDALE 100 cakes, 75 lbs. 2 80 Single box. 2 80 5 box lots. 2 75 10 box lots. 2 70 25 box lots. 2 60 Allen B. Wrisley's Brands. Old Country, 80 1-lb. bars. 2 75 Good Cheer, 80 1-lb. bars. 2 75 Uno, 100 3/4 lb. bars. 2 50 Doll, 100 10-oz. bars. 2 05 Scouring. Sapolio, kitchen, 3 doz. 2 40 Sapolio, hand, 3 doz. 2 40 SODA. Kegs. English. 4 1/4 SPICES. Whole Sifted. Allspice. 13 Cassia, China in mats. 14 Cassia, Batavia in bund. 25 Cassia, Saigon in rolls. 32 Cloves, Amboyana. 14 Cloves, Zanzibar. 12 Mace, Batavia. 55 Nutmegs, fancy. 60 Nutmegs, No. 1. 50 Nutmegs, No. 2. 45 Pepper, Singapore, black. 11 Pepper, Singapore, white. 12 Pepper, shot. 12 Pure Ground in Bulk. Allspice. 15 Cassia, Batavia. 30 Cassia, Saigon. 40 Cloves, Zanzibar. 14 Ginger, African. 15 Ginger, Cochlin. 18 Ginger, Jamaica. 23 Mace, Batavia. 65 Mustard. 12 1/2 Nutmegs. 40 @ 50 Pepper, Sing. black. 12 Pepper, Sing. white. 20 Pepper, Cayenne. 20 Sage. 15 SYRUPS. Corn. Barrels. 15 Half bbls. 17 Pure cane. Fair. 16 Good. 20 Choice. 25
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STARCH.



Kingsford's Corn.
40 1-lb packages..... 8
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
40 1-lb. packages..... 4 1/2

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

STOVE POLISH.



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

SUGAR.

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

Domino..... 5 75
Cut Loaf..... 5 75
Crushed..... 5 75
Cubes..... 5 50
Powdered..... 5 50
XXXX Powdered..... 5 56
Granulated in bbls..... 5 25
Granulated in bags..... 5 25
Fine Granulated..... 5 25
Extra Fine Granulated..... 5 38
Extra Coarse Granulated..... 5 38
Mould A..... 5 50
Diamond Confection A..... 5 25
Confection Standard A..... 5 13
No. 1..... 4 88
No. 2..... 4 88
No. 3..... 4 88
No. 4..... 4 81
No. 5..... 4 75
No. 6..... 4 63
No. 7..... 4 56
No. 8..... 4 50
No. 9..... 4 44
No. 10..... 4 38
No. 11..... 4 31
No. 12..... 4 19
No. 13..... 4 19
No. 14..... 4 19
No. 15..... 4 13

TOBACCOS.

Cigars.

Clark-Jewell-Well's Co.'s brand.
New Brick..... 33 00

H. & P. Drug Co.'s brand.
Quintette..... 35 00

G. J. Johnson Cigar Co.'s brand.



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

Ure Unkle
Ure Unkle..... 35 00

Ruhe Bros Co.'s Brands.

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

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
Halibut..... @ 12
Clisoes or Herring..... @ 4
Bluefish..... @ 10
Live Lobster..... @ 18
Boiled Lobster..... @ 20
Cod..... @ 10
Haddock..... @ 8
No. 1 Pickerel..... @ 9
Pike..... @ 7
Perch..... @ 3 1/2
Smoked White..... @ 8
Red Snapper..... @ 10
Coi River Salmon..... @ 10
Mackerel..... @ 25

Oysters in Cans.

F. H. Counts..... @ 40
F. J. D. Selects..... @ 30
Selects..... @ 25
F. J. D. Standards..... @ 22

Oysters in Bulk.

F. H. Counts..... @ 2 00
Extra Selects..... @ 1 50
Selects..... @ 1 25
Anchor Standards..... @ 1 10
Clams..... @ 1 25

Shell Goods.

Oysters, per 100..... 1 25 @ 1 50
ams 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..... @ 8 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
W.W. Michigan..... @ 8 1/2
Diamond White..... @ 7 1/2
D. S. Gas..... @ 8
Deo. Naptha..... @ 7
Cylinder..... @ 24
Engine..... @ 21
B. ack, winter..... @ 8

Candies.

Stick Candy.

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

Mixed Candy.

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

Fancy-In Bulk.

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

Fancy-In 5 lb. Boxes.

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

Caramels.

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

Fruits.

Oranges.

Cal. Seedlings..... @ 2 50
Fancy Navels 112..... @ 2 50
125 to 216..... @ 3 00
Choice..... @

Lemons.

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

Bananas.

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

Foreign Dried Fruits.

Figs.

Choice, 10 lb boxes..... @ 12
Extra choice, 14 lb boxes..... @
Fancy, 12 lb boxes..... @ 14
Imperial Mikados, 18 lb boxes..... @ 15
Pulled, 6 lb boxes..... @ 13
Naturals, in bags..... @ 6 1/2
Dates..... @ 8
Fards in 10 lb boxes..... @ 8
Fards in 60 lb cases..... @ 6
Persians, G. M's..... @ 5
lb cases, new..... @ 6
Sairs, 60 lb cases..... @ 4 1/2

Nuts.

Almonds, Tarragona..... @ 13
Almonds, Ivaca..... @ 11
Almonds, California, soft shelled..... @ 13
Brazil new..... @ 8
Filberts..... @ 10
Walnuts, Grenobles..... @ 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..... @ 7
Fancy, H. P., Suns..... @ 7
Fancy, H. P., Flags..... @ 7
Roasted..... @ 7 1/2
Choice, H. P., Extras..... @ 4 1/2
Choice, H. P., Extras, Roasted..... 5

Grains and Feedstuffs

Wheat.

Wheat..... 93
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, 1/8s..... 4 75
Diamond, 1/4s..... 4 75
Diamond, 1/2s..... 4 75
Worden Grocer Co.'s Brand.
Quaker, 1/8s..... 4 75
Quaker, 1/4s..... 4 75
Quaker, 1/2s..... 4 75

Spring Wheat Flour.

Clark-Jewell-Well's Co.'s Brand.



Pillsbury's Best 1/8s..... 5 75
Pillsbury's Best 1/4s..... 5 55
Pillsbury's Best 1/2s..... 5 55
Pillsbury's Best 3/4s paper..... 5 55
Pillsbury's Best 1/4s paper..... 5 55

Ball-Barnhart-Putman's Brand.
Duluth Imperial, 1/8s..... 5 60
Duluth Imperial, 1/4s..... 5 50
Duluth Imperial, 1/2s..... 5 40

Lemon & Wheeler Co.'s Brand.
Gold Medal 1/8s..... 5 50
Gold Medal 1/4s..... 5 40
Gold Medal 1/2s..... 5 30
Parisian, 1/8s..... 5 50
Parisian, 1/4s..... 5 40
Parisian, 1/2s..... 5 30

Olney & Judson's Brand.
Ceresota, 1/8s..... 5 85
Ceresota, 1/4s..... 5 75
Ceresota, 1/2s..... 5 65
Ceresota, 3/4s..... 5 55

Worden Grocer Co.'s Brand.
Laurel, 1/8s..... 5 75
Laurel, 1/4s..... 5 65
Laurel, 1/2s..... 5 55

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..... 34 1/2
Less than car lots..... 37

Oats.

Car lots..... 31 1/2
Carlots, clipped..... 33
Less than car lots..... 35

Hay.

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

Fresh Meats.

Beef.

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

Pork.

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

Mutton.

Carcass..... 7 @ 8
Spring Lambs..... 8 @ 9

Veal.

Carcass..... 6 1/2 @ 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 @ 8
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..... 3 1/2
80 lb Tubs..... 3 1/2
50 lb Tins..... 3 1/2
20 lb Pails..... 3 1/2
10 lb Pails..... 3 1/2
5 lb Pails..... 3 1/2
3 lb Pails..... 3 1/2

Sausages.

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

Beef.

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

Pigs' Feet.

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

Tripe.

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

Casings.

Pork..... 16
Beef rounds..... 4
Beef middles..... 10
Sheep..... 60
Butterline..... 10
Solid, dairy..... 9 1/2
Ribs, creamery..... 14
Solid, creamery..... 13 1/2

Canned Meats.

Corned beef, 2 lb..... 2 15
Corned beef, 14 lb..... 14 75
Roast beef, 2 lb..... 2 15
Potted ham, 1/4s..... 80
Potted ham, 1/2s..... 1 00
Deviled ham, 1/4s..... 60
Deviled ham, 1/2s..... 1 00
Potted tongue 1/4s..... 60
Potted tongue 1/2s..... 1 00

Crackers.

The National Biscuit Co. quotes as follows:

Butter.

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

Soda.

Soda XXX..... 7
Soda XXX, 3 lb. carton..... 7 1/2
Soda, City..... 8
Zephyrette..... 10
Long Island Wafers..... 11
L. I. Wafers, 1 lb. carton..... 12

Oyster.

Square Oyster, XXX..... 6
Sq. Oys. XXX, 1 lb. carton..... 7
Farina Oyster, XXX..... 6
SWEET GOODS-Boxes.

Animals..... 10 1/2
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
Jumbos, Honey..... 12 1/2
Molasses Cakes..... 8
Marshmallow..... 15
Marshmallow Creams..... 16
Pretzels, hand made..... 8 1/2
Pretzettes, Little German..... 6 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..... 10
Chimmie Fadden..... 8 1/2
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
1/2 gal., per doz..... 50
1 to 5 gal., per gal..... 6 1/2

Tomato Jugs.

1/2 gal., per doz..... 70
1 gal., each..... 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..... 85
Nutmeg..... 50
Climax..... 1 50

LAMP CHIMNEYS-Common.

Per box of 6 doz.
No. 0 Sun..... 1 75
No. 1 Sun..... 1 88
No. 2 Sun..... 2 70

First Quality.

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

XXX Flint.

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

CHIMNEYS-Pearl Top.

No. 1 Sun, wrapped and labeled..... 3 70
No. 2 Sun, wrapped and labeled..... 4 70
No. 2 Hinge, wrapped and labeled..... 4 88
No. 2 Sun, "Small Bulb," for Globe Lamps..... 80

La Bastie.

No. 1 Sun, plain bulb, per doz..... 1 25
No. 2 Sun, plain bulb, per doz..... 1 50
No. 1 Crimp, per doz..... 1 35
No. 2 Crimp, per doz..... 1 60

Rochester.

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

Hardware

Sensible Suggestions to Hardware Dealers.

How many articles do you make it a point to keep which can not be obtained elsewhere? It is one of the best advertisements you can possibly have when customers say to their friends, "You can find it at his store. I tried other stores before I went to So-and-So's; they are up to date there, for I am never disappointed in getting what I ask for."

When customers become fatiguing by their loquacity, be careful not to give any indication of this feeling; but just reflect that it is a quarter or so they owe you for it and endeavor to get it from them at the first opportunity which legitimately presents itself.

People who are in a hurry may come in and desire to be waited upon without losing time, but if there is no clerk in sight, as it often happens, they will leave without giving their order, rather than waste time which is valuable to them. They will probably go on to some more enterprising place where employees meet the customers at the door. Many orders are lost by this reprehensible practice of keeping out of sight or not having sufficient help in the store.

Efforts should be made to ascertain customers' names, addresses and occupations. It will assist you in attending to their wants, and it always pleases and flatters them to be called by name.

While customers are waiting for their change or package, it is more profitable and practicable to talk about new goods rather than the weather. The latter may serve as an introductory remark with which to begin the conversation, but it would be better to finish it by showing them desirable articles, and thus give them an opportunity to see whether they would not like to purchase it at that or some future time.

And we might ask whether you are sometimes asked to charge, and if you did, whether you ever were paid the money, for it is a doubtful business? Weigh the matter carefully in your mind before putting a new name on the books. Ask all about who is to pay the bill, obtain the name in full, when his salary is paid and do not let the bill go over pay-day. Do not be satisfied with mailing the account, but go and see the debtor if possible. Be kind and considerate, but secure your money from him. If he attempts to put off paying it, say you are willing to carry him for a part of it, but that you must have some of it or else you can not let him have any more credit. And should you decide that you have made a mistake and he is not worthy of credit, collect the bill if it costs the entire amount. Then get him off your books. It is worth this trouble to profit by the experience. Customers will pay you more readily if they know that you are a strict and severe collector; but if they once find that you are lenient, they will put you off to pay others.

Exercise care in marking the stock. Mark the cost and selling price on everything. In the case of special prices, mark them on the labels in your cost mark. Many a sale has been lost to merchants and clerks by not using a blind.

Side Lines Which Can Be Handled to Advantage.

Without encroaching upon department store methods, which many hardware dealers concede to be very obnoxious,

there are opportunities of which every wide-awake merchant should take advantage to increase his lines. The expense attached to an extension in different lines of goods should not deter a dealer from investing in them when they come within the extent of the stock which he already has. A merchant is shortsighted who allows himself to be appalled by the immediate outlay, and does not realize that an extension of stock means an increase in business and profits. There is no shortcoming more detrimental to prosperity or success than this one of shortsightedness, which can not venture on any new project because effort and expense seem dreadful at first. If inventors felt like this, we should still be riding in a stage-coach, cooking over fire-places and working with the crudest and most unwieldy appliances. To be brave and dare to do a great deal does not imply that a man is venturesome or imprudent. Every man who desires to attain a modicum of success should carefully study the methods of others who are known to have reached the promised land for which he himself is bound. Endeavor to ascertain what lines of goods they sell. Careful observation in city retail stores is a good assistance to a mercantile education. By the addition of goods which really appertain to the hardware business, customers who have been in the habit of going to another store for them will be very glad to find these at the same place where they do their buying. Take, for example, lamps; many hardwaremen do not keep these in stock, yet they are appropriately used in conjunction with hardware, and as they can be both useful and ornamental, no time should be lost in obtaining a line of them.

Spring Trade in House Furnishings.

In the house-furnishing department of hardware stores business should be especially good this spring. It has been several years since people have been in such a financial position to gratify their wants in this as well as other lines of goods. The wide-awake merchant will have made extensive preparations for this increased trade which should come; for after the inevitable house-cleaning, which is so harrowing to masculine nerves, there will be a boom most assuredly in these departments. Where it is practicable some merchants who have not done it heretofore will find it advantageous to themselves to carry a small stock of kitchen linoleums at popular prices as many merchants now sell it at a good profit. Linoleums are looked upon as indispensable for kitchen and other floor-coverings, as they are so attractive in appearance and also lighten the labor of cleaning the floors. They may now be obtained at such a reasonable price that even the most economical house-keeper can easily be persuaded to buy one. This is undoubtedly an opportunity to increase lines after the style of the omnipresent department stores, which every special line merchant considers his bete noir. But the only way to counteract their influence is to fight them with their own weapons, and the addition of such lines as may be sold with a profit is one of the most efficacious weapons of which we know. No overstrained feeling of consideration should be indulged in by the merchant in deterring him from adding a line or two to his stock for fear of offending some single dealers, for all is fair in storekeeping as well as love and war.

FRANK STOWELL.



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.

The Favorite Churn



Exclusive agents for Western Michigan.

FOSTER, STEVENS & CO., Grand Rapids.

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.

Good Season for Georgia and Florida Watermelons.

"I think the coming watermelon season will be an unusually extensive one," remarked a Grand Rapids man who has just returned from the South, "and I would not be surprised if there were lots of nice watermelons in the market here by the last week in April. I have traveled extensively in Florida and Georgia, and I found that there are enormously large crops planted. The vines in Florida are already strong and large, and they are 'running' very lively in Georgia, also. The Florida melons will reach the markets of the North probably two weeks in advance of those from Georgia, although the latter will be here almost before the time the seeds are planted in those parts of Maryland and Virginia which later on supply the Washington and surrounding markets.

"The Florida melon growers are doing better every year in the kind of fruit they send North. Originally they raised a very thin-rind melon, which, while it was good eating, did not ship well. They knew this as well as those who handled their fruit, but they could not help it. Finally they planted a Michigan seed, and the result is they can now furnish a melon which is compact enough to stand any reasonable amount of shipping and handling. Although the Florida fruit in the melon line is nice-looking, it does not compare in the matter of eating, a very important matter, by the way, with the melon grown in Georgia. The Maryland and Virginia melon is sweeter than the Georgia melon, although it never compares with it in size or looks.

"The Georgians grow melons to any size they desire, simply by limiting the number of melons to a vine. They pull off all the buds except two or three, and find they get more for two or three big melons than they could for a dozen medium-sized ones. Putting the entire strength of the vine into two or three melons, they get a result that will stand any amount of handling. I visited a melon farm last week in Georgia, which shipped over two hundred carloads of melons North last season. It is one hundred and ten acres in extent. While I did not visit it, I know of a farm there where there are over two hundred acres of growing melons. Of these, probably nine-tenths will be shipped North, for nearly all of the melons eaten in that State are raised on the small farms. So as to reduce the cost of transportation as much as possible, there are railroad tracks laid right up to the farms. The people in Washington can get the Georgia melons in two days and a half

from the time they are cut from the vines, and it may be pleasant news to them to know that they will, on account of the lively competition for the trade, have to pay less for the fruit than during any previous season. The melons are constantly getting better, larger and cheaper."

Beware of Walter Sinclair & Co., of New York.

A Michigan shipper sends the Tradesman the following circular letter, with the request that the matter be duly investigated:

WALTER SINCLAIR & CO.,
Wholesale Commission Merchants and
Exporters of Fruits,
87 Murray Street.

Branch: Wallabout Market.

New York, March 30, 1898.

We are in a splendid condition to handle butter and eggs, and supplying a very large and select trade through our branch store in the Wallabout Market. With these facilities at our disposal we can get the shipper 2 and 3 cents higher than the market quotations, and net you more money than most of the commission men in this market.

We have been in this business for the past twenty years and have the facilities for handling large shipments, having freezers and cold storage on the premises for the prompt handling of all goods. All consignments receive our personal attention. We render prompt remittances, and refer you for reference to any large house in this market or to the "Mercantile Agencies," assuring you of our desire to protect you against loss and to give entire satisfaction. We enclose you a few pasters and will send you a stencil if you desire one. Trusting that you will see the advantage and give us a chance to handle a share of your shipments from now on, we remain, Very respectfully,

WALTER SINCLAIR & CO.

It so happens that the New York Produce Review has had its attention called to the same concern and its report thereon is as follows:

We have looked into the matter carefully and find that most of the statements contained in the letter are false. The firm of Walter Sinclair & Co. is not more than a few months old, according to the man who claimed to be in charge of the business here; they are wholly unknown to the butter and egg trade of this city and have no rating in any of the commercial agencies.

A few weeks ago a man called on Mr. Remer, who occupies the cellar at 87 Murray street, and asked that he might have the mail for Walter Sinclair & Co. received at that address. The request was granted and a lot of stationery and circulars were printed, representing that the store at 87 Murray street afforded facilities for handling large shipments, having freezers and cold storage on the premises." Mr. Remer objected to this, and finally, when bills for printing, etc.,

were presented for payment, and unfavorable reports had come from a mercantile agency, the new firm were told that they must get out.

Fruit Juice for Shoe Polish.

From the Baltimore American.

Orange juice is one of the best dressings for black shoes or boots. Take a slice or quarter of an orange and rub it on the shoe or boot; then, when dry, brush with a soft brush until the shoe shines like a looking glass. This is an English recipe. Another fruit dressing is for tan shoes, the inside of a banana skin. Rub the skin over the shoe thoroughly, wipe off carefully with a soft cloth briskly. Patent leather shoes should not be polished with blacking. These are the hardest kind of shoes to keep looking well, and require constant care. They may be cleaned with a damp sponge, and immediately dried with a soft cloth, with occasionally a little vaseline or sweet oil. They must

never be donned in cold weather without heating, or they will crack as soon as exposed to the cold air.

How She Came to Hit Him.

"How did this happen?" asked the surgeon, as he dressed the wound in the cheek and applied a soothing poultice to the damaged eye.

"Got hit with a stone," replied the patient.

"Who threw it?"

"My—my wife," was the reluctant answer.

"Hum; it's the first time I knew a woman to hit anything she aimed at," muttered the surgeon.

"She was throwing at the neighbor's hens," explained the sufferer. "I was behind her."

A man never becomes thoroughly depraved and beyond the hope of redemption until he begins to make excuses for attending a circus.

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.

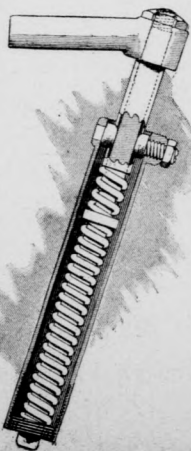
Write and we will tell you about it.

Stebbins Manufacturing Co.,
Lakeview, Michigan.

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

Mention TRADESMAN.

Free ♣ Spring Seat Post ♣ Free



Are You Posted?

On the fact that a Spring Seat Post in your wheel is better than a Pneumatic Tire. After riding a Berkey Adjustable Spring Seat Post

Properly Adjusted

You will be well posted.

It relieves all jar or vibration caused by rough roads and car tracks.

It can be attached to any wheel or any make of saddle.

All posts made 7/8 inch in diameter and a special bushing fits it to any wheel. Send us sample order. **THEY WILL SELL.**

Or if you will send us your weight, and size of Seat Post Hole with \$1.00 we will send you a Berkey Spring Seat Post, express paid, on a week's trial to be returned and money refunded if not satisfactory when

Properly Adjusted

If you haven't the nerve to order, but are rated in Dun or Bradstreet, send us the names of 12 well known bicycle riders and of dealers and we will send you a post free with the agreement that you put it on your wheel allowing your friends to see and test it.



ADDRESS

Berkey Spring Seat Post Company, Grand Rapids, Mich.

The Grocery Market.

Sugar—The market is without material change. The situation is reviewed by Czarukow, MacDougall & Co. (Ltd.) as follows: "Such changes are natural during the crop months, but it is to be presumed that our present return to the lowest point has been made for the last time this year, for receipts of cane sugar must soon show a material falling off. Cuba shippers, who have been rushing their sugars out of the island for fear of war, could no longer make shipments if hostilities began, while, on the other hand, if an amicable settlement of present troubles between Spain and the United States is arrived at, the same shippers, having unloaded their stocks on this market, would be in a position to buy the balance of the season's production in the island and hold it until they could secure a satisfactory price. Thus, in either case, the chances are that, after the arrival of the steamers now loading in Cuba, the receipts of cane sugar will show a very marked diminution. As to the receipts of beet sugar, these will depend upon the action of our refiners, but it would seem improbable that they would import beet sugars at a cost equal to $\frac{1}{4}\%$, when cane sugars can be had on the spot at $\frac{1}{4}\%$."

Tea—Retailers have been buying during the week, possibly out of a fear that the proposed duty will advance the price all around. Several staple grades are becoming scarce and low grades especially are on the advance. All holders of tea refuse to sell except at full prices, and some even at that are not anxious. Even if the war scare passes over, low-grade teas will probably hold at the advance.

Coffee—The fear that the Government will put duty on a coffee, and possibly impose an internal revenue tax on the staple, has made coffee people more or less uneasy. It has stirred country buyers up, and the jobbing business of New York, as well as Baltimore, has been quickened. Everybody in the country wants to get some coffee at what they consider to be cheap prices, and even if they do not have great faith in a big rise they are inclined to keep on the safe side by taking a little more stock.

Canned Goods—Tomatoes are selling only slowly and the market is easier. Holders are increasingly willing to shade prices. Future tomatoes are still hard to get. Spot corn is in moderate demand at unchanged prices. Future Harford county corn is offered, but there are no buyers. Nothing is doing in spot peas, and prices are unchanged. Future peas are not yet offered. There is a little enquiry for California peaches, but the Eastern grades are very quiet. Future peaches are not yet offered.

Dried Fruits—The reports from the coast of frost damage are now conceded to be nearly correct as concerns the apricot crop, but on many other lines the damage is not supposed to be as great as was at first feared. The prune crop seems to be not very much affected. As for the stock of the crop year just past, the stocks of Santa Clara valley fruit still to come forward are estimated at from twenty-five to 125 cars, not a very large stock, but plenty for the needs of the country, considering the stocks elsewhere. Apricots and peaches of last year's growth are well cleaned up on the coast. The output of apricots on the coast for the past year is estimated at 1,200 cars, of which the coast is thought to have sold all but about 25

cars. There will be very little coast dried fruit to go into storage the coming season in the larger markets of the country. The report from San Jose, Cal., is that in that district the pack of prunes for 1897 was 54,053,990 pounds, with about 6,000,000 pounds still to go forward. The pack of the year previous was but 38,005,340 pounds. The entire State of California, it is estimated, will have shipped for the past crop year over 100,000,000 pounds of dried prunes. The prune growers of the State are now more anxious about the lack of rain than about the damage from the late frost.

Spices—There is a strong undertone to the market, due to the belief that a higher range of values will prevail as the result of the tariff agitation.

Rice—Sellers refuse to yield a single point from the strong position assumed by them. The last sales of Japan were $\frac{1}{8}\%$ higher than the last quoted price. Javas are scarce and in good demand at the advanced price. Domestic grades are selling as well as they can with limited supplies on hand. Full prices are quoted for them. Foreign and domestic markets are strong and advancing.

Fish—Stocks of mackerel are light and a war would advance prices considerably, because it would prevent the securing of crews for New England fishing, and also interfere with the operations of fishing vessels. Were this not so inappropriate a season, the war prospects would induce much more speculative buying than is being done at present. Nothing much is doing in cod. The demand for salmon is improved, although there is no improvement in prices.

Death of Chas. M. Norton.

A recent issue of the Springfield (Mass.) Republican contains the following:

Charles M. Norton, 37, died Thursday at New Bedford from acute Bright's disease, his last attack being brought on by the grip. He was born in Springfield and was the son of the late Ephraim G. Norton. He left here eighteen years ago and had lived in Detroit and Grand Rapids, Mich., and New Bedford, having been in the business of a hardware broker. He was a Mason, and was Past Master of a lodge in Grand Rapids. He leaves five brothers, of whom James and John live in this city. The funeral will be held at the Chapin memorial chapel in the Springfield cemetery at 11 o'clock this morning.

Mr. Norton was for many years in the employ of Foster, Stevens & Co. and occupied a desk in the wholesale office. He left Grand Rapids about four years ago to accept a position in New Bedford, Mass. He was highly esteemed by all who knew him, especially by his friends in the Masonic fraternity, who very generally regarded him as the most eloquent exponent of Masonry who ever occupied the Master's chair in this State.

No Trading Stamps for Hastings.

A Hastings correspondent writes the Tradesman as follows:

C. E. Mowrer, of the Merchants' Supply Co., of Peoria, Ill., has been here trying to establish an agency, but got left. I interviewed most of the merchants and they decided to keep out; but I was surprised to find how many of them knew so little in regard to the trading stamp.

No matter how poor a man is, there may have been a time when he rode in his own carriage—while his mother pushed it along.

The Produce Market.

Asparagus—\$2 per doz. for Southern stock.

Bananas—The market is very firm at the advance noted a few weeks ago. The movement is unusually good for this season of the year, and the supply is not very abundant compared with the demand.

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 lower, having declined to 18c.

Beets—35c per bu.

Carrots—25c per bu.

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

Eggs—The price has advanced, due to a stronger and higher market in the East and to sharp competition among Michigan buyers. Local handlers are now paying 9c on track and in some cases slightly more than this figure is realized. There is naturally much strife to secure as large a quantity of April eggs as possible, as the stock produced at this season is very generally conceded to be the best stock obtained during the year. The quality of the receipts is much improved, there being a much smaller proportion of dirty eggs than formerly, but the size has not increased, the proportion of small eggs being still too large.

Green Onions—10c per doz.

Green Peas—\$1.50 for $\frac{1}{2}$ bu. crate.

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

Lemons—No changes in prices are to be noted, but the movement is much bettered by the warmer weather.

Lettuce—There has been a decline in forcing stock, dealers now quoting this grade at 10c.

Onions—Dry stock is firmer, but not quotably higher, dealers still holding at 50c.

Oranges—The market is in steadily better condition. There is a little better outside quotation on seedlings, and a better feeling on navel, which will probably develop into an advance within a week. The demand is excellent, and the movement large. Stock is generally of excellent quality.

Pieplant—5c per lb. for home grown. Pineapples—Medium Floridas command \$2 per doz.

Potatoes—The market is stronger and higher, the price having advanced 5c, with indications of still higher prices in the near future. Dealers are unable to secure stock with which to fill their orders promptly, owing to the fact that the farmers are busy with their spring work.

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—Advanced to 60c per bu. Strawberries—\$2 for 24 pints and \$4 for 24 quarts.

Tomatoes—\$3 per 6 basket crate.

Vegetable Oysters—20c per doz.

Wax Beans—\$3.75 per $\frac{1}{2}$ bu. crate.

MUSKEGON SUNDAY TRAINS.

G. R. & I. will commence running Sunday trains between Grand Rapids and Muskegon next Sunday, April 24, leaving Union station 9 a. m., returning leave Muskegon 6:35 p. m.

50 CENTS ROUND TRIP.

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.

TWO WELL LOCATED, WELL-RENTED residences near Normal College, Ypsilanti, to exchange for merchandise. Address 202 Congress St., Ypsilanti. 582

FOR SALE—A CLEAN STOCK OF HARDWARE, one set tinner's tools and store fixtures, for sale cheap. Good schools and A1 farming country. Full description on application. Also reasons for selling. Address No. 581, care Michigan Tradesman. 583

FOR SALE—SECOND-HAND MATHEWS' soda fountain, six syrups, removable glass cans, one 10 gallon copper tank, retinned in 1897, 1 five foot counter slab of pink Tennessee marble, six tumbler holders. Price and terms easy. Write L. A. Phelps, Douglas, Mich. 581

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

FOR RENT—DOUBLE STORE BUILDING in Opera House block, Mancelona, Mich., best location in town; best town in State. Address Julius H. Levinson, Petoskey, Mich. 580

FOR SALE—BAKING CONFECTIONERY, cigar stock and ice cream business, with good fixtures. Address No. 579, care Michigan Tradesman. 579

FOR SALE—MODERN, WELL-ESTABLISHED and equipped broom factory and good trade. Other business commands our attention. Address No. 584, care Michigan Tradesman. 584

FOR SALE—STOCK CLOTHING, SHOES, dry goods and fixtures. Leading store, good location. For particulars address R. Box 351, Montague, Mich. 585

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 161, Leslie, Mich. 572

FOR SALE, EXCHANGE OR RENT—LARGE two-story store and residence building in town of 1,000 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

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 E-tate of Jas. W. Converse, 433 Michigan Trust Building, Grand Rapids. 578

WANTED—FIRST-CLASS BUTTER FOR retail trade. Cash paid. Correspond with Caulkett & Co., Traverse City, Mich. 581

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 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. Medalle, 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

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.

FREE—OUR NEW HANDBOOK ON PAT-ents. Cilley & Allier, 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. Gid ey, Empire, Mich. 574

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

SITUATION WANTED—REGISTERED 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

Travelers' Time Tables.

CHICAGO and West Michigan R'y Dec. 1, 1897.

Chicago.
Lv. G. Rapids.....8:45am 1:25pm *11:30pm
Ar. Chicago.....3:10pm 6:50pm 6:40am
Lv. Chicago.....7:20am 5:15pm *11:30pm
Ar. G'd Rapids.....1:25pm 10:35pm * 6:20am
Traverse City, Charlevoix and Petoskey.
Lv. G'd Rapids.....7:30am 5:30pm
Parlor and Sleeping Cars on afternoon and night trains to and from Chicago.
*Every day. Others week days only.

DETROIT, Grand Rapids & Western. Nov 21, 1897.

Detroit.
Lv. Grand Rapids.....7:00am 1:35pm 5:35pm
Ar. Detroit.....11:40am 5:45pm 10:20pm
Lv. Detroit.....8:00am 1:10pm 6:10pm
Ar. Grand Rapids.....12:55pm 5:20pm 10:55pm
Saginaw, Alma and Greenville.
Lv. G R 7:10am 4:20pm Ar. G R 12:20pm 9:30pm
Parlor cars on all trains to and from Detroit and Saginaw. Trains run week days only.
Geo. DeHaven, General Pass. Agent.

GRAND Trunk Railway System Detroit and Milwaukee Div

(In effect April 11, 1898.)
EAST.
Leave. Arrive.
+6:45am Sag., Detroit, Buffalo & N Y. +9:55pm
+10:10am.....Detroit and East.....+3:07pm
+3:30pm Sag., Det., N. Y. & Boston.....+12:45pm
+11:00pm.....Detroit, East and Canada.....+ 6:35am
+11:10am.....Mixed to Durand.....+3:15pm
WEST
*7:00am.....Gd. Haven and Int. Pts.....+10:15pm
+12:53pm Gd. Haven and Intermediate.....+3:22pm
+5:12pm.....Gd. Haven and Chi.....+10:45am
+10:00pm.....Gd. Haven and Mil.....+ 6:40am
Eastward—No. 14 has Wagner parlor car. No. 18 parlor car. Westward—No. 11 parlor car. No. 15 Wagner parlor car.
*Daily. +Except Sunday.
E. H. HUGHES, A. G. P. & T. A.
BEN. FLETCHER, Trav. Pass. Agt.,
C. A. JUSTIN, City Pass. Agent.
97 Monroe St. Morton House.

GRAND Rapids & Indiana Railway Dec. 5, 1897.

Northern Div. Leave Arrive
Trav. C'y, Petoskey & Mack...+7:45am +5:15pm
Trav. C'y, Petoskey & Mack...+2:15pm +6:35am
Trav. C'y, Petoskey & Mack...+10:50pm
Cadillac.....+5:25pm +11:15am
Train leaving at 7:45 a. m. has parlor car, and train leaving at 2:15 p. m. has sleeping car to Mackinaw.
Southern Div. Leave Arrive
Cincinnati.....+7:10am +8:25pm
Ft. Wayne.....+2:10pm +2:00pm
Cincinnati.....+7:00pm * 7:25am
7:10 a. m. train has parlor car to Cincinnati.
2:10 p. m. train has parlor car to Fort Wayne.
7:00 p. m. train has sleeping car to Cincinnati.
Muskegon Trains.
GOING WEST.
Lv G'd Rapids.....+7:35am +1:00pm +5:40pm
Ar Muskegon.....9:00am 2:10pm 7:05pm
GOING EAST.
Lv Muskegon.....+8:10am +11:45am +4:00pm
Ar G'd Rapids.....9:30am 12:55pm 5:20pm
+Except Sunday. *Daily. +Saturday only.
C. L. LOCKWOOD,
Gen'l Passr. and Ticket Agent.

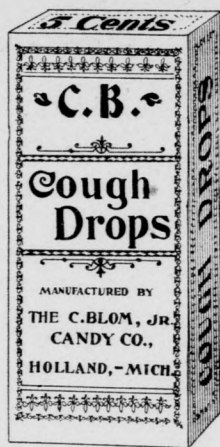
DULUTH, South Shore and Atlantic Railway.

WEST BOUND.
Lv. Grand Rapids (G. R. & I.) +11:10pm 47:45am
Lv. Mackinaw City.....7:35am 4:30pm
Ar. St. Ignace.....9:00am 5:20pm
Ar. Sault Ste. Marie.....12:30pm 9:50pm
Ar. Marquette.....2:50pm 10:40pm
Ar. Nestoria.....5:30pm 12:45am
Ar. Duluth.....8:30am
EAST BOUND.
Lv. Duluth.....+6:30pm
Ar. Nestoria.....+11:15am 2:45am
Ar. Marquette.....1:30pm 4:30am
Lv. Sault Ste. Marie.....3:30pm
Ar. Mackinaw City.....8:40pm 11:00am
G. W. HIBBARD, Gen. Pass. Agt., Marquette.
E. C. Oviatt, Trav. Pass. Agt., Grand Rapids

TRAVEL VIA

F. & P. M. R. R.

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



For Sale by Leading Jobbers.

JERSEY CREAM



6 oz.
6 doz. in case
85c

9 oz.
4 doz. in case
\$1.25

1 lb.
2 doz. in case
\$2.00

O. A. TURNEY, Mfrgr., DETROIT, MICH.

POOR ECONOMY

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

"Lily White" Flour

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

Valley City Milling Co.
Grand Rapids, Mich.

Elgin System of Creameries

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



A MODEL CREAMERY OF THE TRUE SYSTEM

True Dairy Supply Company,

303 to 309 Lock Street, Syracuse, New York.

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

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



MANUFACTURER OF

EXCELSIOR

SPECIALLY ADAPTED FOR PACKING EGGS

Write or Telephone for Prices.
Telephone No. 1252.

83 to 97 Sixth Street,
Grand Rapids.

PURITY AND STRENGTH!

FLEISCHMANN & CO.'S COMPRESSED YEAST



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

ABSOLUTELY PURE

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

FLEISCHMANN & CO.

Detroit Agency, 118 Bates St.

Grand Rapids Agency, 26 Fountain St.

FOLDING PAPER BOXES

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

GRAND RAPIDS PAPER BOX CO.

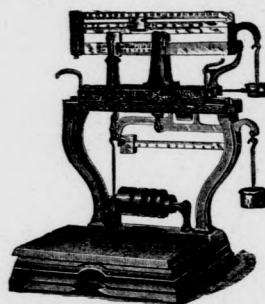
PHONE 850.

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

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

Wasting, Losing===Lost

Is the song of the old pound
and ounce method.



Keeping, Saving===Saved

Is the song of the Money
Weight System.

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

THE COMPUTING SCALE CO., Dayton, Ohio.

FOUR REASONS



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

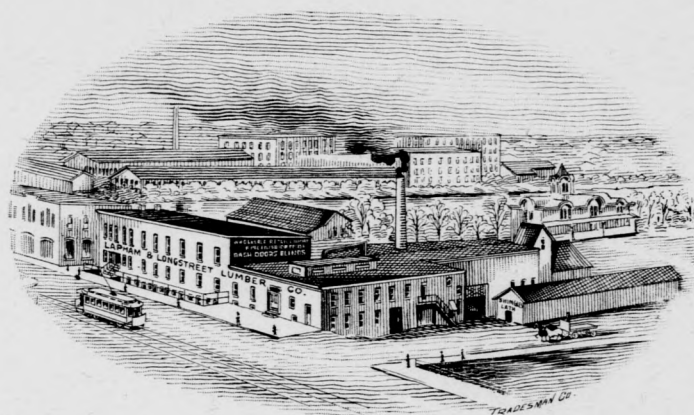
Enameline

The Modern STOVE POLISH

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

SACRIFICE SALE!

PLANT OF THE
LANSING LUMBER CO.



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

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