

# MICHIGAN TRADESMAN

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Volume XV.

GRAND RAPIDS, WEDNESDAY, APRIL 27, 1898.

Number 762



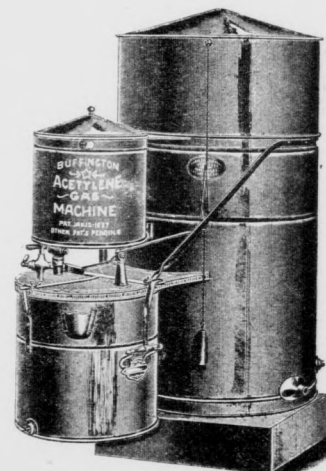
## THE OWEN ACETYLENE GAS GENERATOR

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



## Sproul & McGurrin,

General Agents for Western Michigan.

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

PURITY AND STRENGTH!

## FLEISCHMANN & CO.'S COMPRESSED YEAST



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

### ABSOLUTELY PURE

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

**FLEISCHMANN & CO.**

Detroit Agency, 118 Bates St.  
Grand Rapids Agency, 26 Fountain St.



## 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.



## FLY BUTTONS

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

### FOR THE TRADE

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

### COUPON PREMIUMS

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

### TO STATE YOUR TRADE

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

ORDER FROM JOBBERS.

## THE FLY BUTTON CO.,

MAUMEE, OHIO.

CANNED FRUITS

CANNED VEGETABLES

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

## Musselman Grocer Company

Grand Rapids, Mich.

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

CANNED FISH

CANNED MEATS

## Four Kinds of Coupon Books

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

**TRADESMAN COMPANY, Grand Rapids.**





# MICHIGAN TRADESMAN

Volume XV.

GRAND RAPIDS, WEDNESDAY, APRIL 27, 1898.

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## Rare Chance for Small Capital.

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

## COMMERCIAL CREDIT CO., LIMITED, of Grand Rapids, Mich.

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

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

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

## 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.

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, May 12 to Monday, May 16 inclusive. 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**

## DISCONTINUE DIVIDENDS.

### Telephone Topics—Bank Notes—Financial News Generally.

The Imperial interest tables, computed by Worth W. Preston and published in this city, is the latest candidate for banking office favor. It is in the form of a long pocketbook and is divided into three parts, for 5, 6 and 7 per cent. interest, respectively. It is designed to show the interest on any amount up to \$100,000 for any number of days up to one year. Its arrangement is ingenious and, when the system is understood, its operation is simple and quick. The Old National Bank is distributing a few of them to its larger customers.

The Imperial is the second interest table which has been gotten up in this city. Charles B. Kelsey, Cashier of the People's Savings Bank, in 1890, when he was teller in the Kent County Savings Bank, arranged an interest table on a card, and for eight years this card has had a place in every bank in town. The Kelsey card could be materially improved, but it has served its purpose very well thus far and will probably continue to be used because of its convenience.

The State will issue bonds to the amount of \$500,000 as a war loan, as authorized by the recent special session of the Legislature. The bonds will bear 4 per cent. interest, but the denominations have not yet been decided on, or at least have not been announced. Some time ago when the possibilities of a war loan first became apparent, the Detroit banks agreed to take \$200,000 of them. The Grand Rapids banks have not yet asked for any of them, but when the bonds are issued a fair proportion of them will, undoubtedly, come this way. The State is now without a bonded indebtedness of any kind, unless \$10,992.83 of the old five million dollar loan bonds issued half a century ago and never offered for redemption can be called such. The interest on the old bonds long ago ceased.

Detroit has twenty-two banks, with \$6,600,000 capital, and the stock is distributed among 1,600 holders, or an average of over \$5,000 to each stockholder, an average which is nearly double the Grand Rapids average. The largest bank stockholder in Detroit is Senator James McMillan, with a total par value holdings of \$163,200, and a market value of \$276,200, and which netted him \$6,710 in dividends last year. The McMillan family—James, Hugh and James H. McMillan—hold a total of 2,983 shares of bank stock, representing a market value of \$494,195.

The Trust Company interests of Detroit are agitating an amendment to the trust company law by the next Legislature, by which the trust companies in Michigan shall have a wider latitude in which to do business. The law limits the trust companies to a purely trust business and forbids anything like com-

mercial loans. In other states the trust companies can engage in commercial business, as well as the peculiar work they are organized to do. The savings and national bank interests will probably oppose the proposed change in the law.

President Anderson's front office in the Fourth National Bank has for a wall decoration a collection of silver dollars which attracts much attention. The coins are inserted in a cardboard and framed like a picture and date back to the earliest United States coinage, 1795. The coins are in excellent condition and are worth considerably more than their face value.

Kalamazoo will vote April 30 on issuing \$250,000 local improvement bonds. Yale, St. Clair county, has voted \$30,000 water works and electric light bonds.

The Jackson Gas Co. has declared a dividend of 1½ per cent. on the earnings for the first year under the present management. The People's Electric Light Co., of Flint, has declared a quarterly dividend of 1½ per cent.

The Fifth National Bank has issued a neat circular to its stockholders and others interested, showing the gratifying improvement that has taken place in its condition since the statement made July 23, 1897. Its loans and discounts then were \$263,054 10, and on February 18, the date of the last statement, they had grown to \$391,985.35. The deposits on the two dates were \$250,320.92 and \$471,686.78, respectively. Before the end of the year the business of the bank will be more than doubled.

At a meeting of the directors of the Hastings National Bank, held last Wednesday, to make the changes on the board of directors and officers which was necessitated by the death of the late Daniel Striker, the following were elected: John T. Lombard, President; John F. Goodyear, Vice-President; Harry G. Hayes, Assistant Cashier. Judge Clement Smith was elected on the board of directors. Otherwise the officers and directors remain the same as heretofore.

The Arenac Exchange Bank is the name of the new bank at Omer. It has a capital of \$40,000.

The Grand Rapids Gas Light Co. has declared a semi-annual dividend of 2½ per cent., payable May 20. Transfer books close May 10 and re-open May 21.

Bids for the privilege of taking care of Detroit's city money for the year beginning July 1 next show either that money is more plentiful than last year or that the Detroit banks have entered into an agreement as to the city funds. Controller Blades opened bids for the custody of the city money Monday, and the First National, Detroit National, Commercial National and Peninsular Savings Banks offered to pay 2½ per

cent. on the funds, each to have one-fourth of the city cash. The Dime Savings Bank offered to give 2.55 per cent. for the care of the sinking fund. Last year two of the banks paid 3 per cent., another 3½ and a third 3.91 per cent.

The Michigan (Bell) Telephone Co. has probably paid its last dividend. The suspension of dividends is thus announced by Secretary H. M. Field in a letter to the stockholders, bearing date of April 20: "At a meeting of the board of directors it was decided to discontinue the payment of dividends for the present in order to hold the resources of the company to enable it to meet the unremunerative rates of speculative competition, and at the same time to maintain and extend its plant. The volume of business of the company shows a continuous increase."

The telephone situation is peculiar, to say the least. The local independent companies are paying 8 and 10 per cent. dividends on the basis of rates about half what the Bell charged before the advent of competition, while the Bell Co. is unable to hold its own, even with the extortionate charges exacted for long-distance service. Even where residence telephones are furnished free and business telephones are put in at any price the customer is willing to pay, it is found impossible to keep the quota of Bell connections up to the old number, on account of the limited number of business houses which will tolerate the inferior and limited service of the Bell exchanges wherever local competition steps in and accords the public improved and enlarged service at lower rates. The action of the directors of the Michigan Telephone Co. in discontinuing dividends evidently foreshadows the ultimate retirement of the corporation from the Michigan field.

We may expect to hear of captures on the sea by the Spanish and of a Spanish triumph here and there. No nation ever went into war without receiving some hard blows. It is more than probable that Spain intends to fight a kind of guerilla warfare on the ocean.

An American boy can fight for his country with much more ardor and enthusiasm than he can fight for the Cubans, who are not our brothers, and who have never loved us better than they have loved themselves.

In time of war prepare for peace. The next thing to know will be to know what to do with Cuba, and how to make peaceful citizens of insurgents, some of whom want the spoils they expect to come with liberty.

If Spain is able to put up a fight against this country for as long as six months, it will indicate that there is practically no limit to the point to which credit can be stretched in Europe.

It will pay us to remember, as we progress with this war, that this country is full of vivid imaginations and that they are all working overtime.



## Dry Goods

### The Clothing Situation.

The clothing trade, although pretty good, is not anything extra, for not many people have enough money now-a-days to buy anything but a very reasonable priced suit of clothes. When they do purchase anything, it is with the intention of availing themselves of any bargains, endeavoring thereby to obtain as good a quality of goods as possible for a small amount of money. The call for light overcoats, both whipcords and coverts, has been very good this season, and fully as many are being worn as at any other season. Grays and browns, but blues principally, will be used a good deal this year. Prices for spring and summer goods are somewhat higher than they were, but they are by no means as high as they will be this fall.

Bicycle clothing of all kinds will sell very well this season. In the better class of men's wear, the costume most worn will consist of a blue serge jacket with a cap and trousers of some rather striking pattern of goods. Large and small plaids, as well as loud and quiet checks, will be used very largely. Whole suits of the same material, will, to all probabilities, be used by the general run of men who wear bicycle clothing, as the most of them can not very well afford to pay for a single pair of trousers what it would cost for a whole suit. Golf clothing will sell pretty nearly as well as the bicycle goods, there being but very little difference in the make-up; the red golf jackets are not expected to have much of a call, as they are so very loud that but few people care to wear them.

Neckwear manufacturers are making more of a point than usual this season with women's scarfs, and many new and beautiful designs are being shown for this trade. Stocks with ascot ties 15 inches long are among the features of this trade, and will be attractive features for any haberdasher's stock, considering the fact that the fair sex are searching the men's wear departments for portions of their wearing apparel, and do not consider themselves up-to-date unless they are wearing something that has been purchased from a gentlemen's furnishing store, and the more mannish, the better, for some of them. It is well, however, to have some goods made up for them especially, for they are not all so strong-mindedly inclined.

### The Dry Goods Market.

Staple Cottons—Brown cottons are scarce and show great firmness, considering the circumstances. This is largely due to the export demand, which has been of good volume, but home buyers have purchased very lightly. Denims and coarse colored cottons have had a few days of somewhat better trade and prices in these lines are generally unaltered. Bleached goods and heavy sheetings are quite steady on reputable goods, and the prices remain unchanged. The prolonged strike at New Bedford has kept this market in better condition. It is lamentable to be caught in such a bad condition of trade with an overload of goods.

Dress Goods—Both staples and fancy dress goods are in good demand and the jobbers are congratulating themselves on the situation, in view of the fact that but little was expected of the trade; in fact, much less was expected than usual, and the spring business is never very large, compared with the fall. Low

grades have been in far better demand than anything else.

Hosiery—The demand for fancy hosiery has in no way abated, and the retail trade are having hard work to secure all that will be wanted for the season. We counsel a little moderation in this, however, for the time is, in the opinion of many who are authorities on this subject, not very far distant when the plaids will begin to lose their hold on the consumers and they will turn their attention to the handsome strips and other fancy designs that are offered, and apparently neglected for the large plaids that are in the market. Some of the neat Roman stripes are beauties, and will command the attention of the finer trade this season, unless all signs fail. Outside of the fancies mentioned, fast blacks are the interesting features of the market, and an enormous business has been accomplished in these in the wholesale and retail departments of the market.

Linings—Linings are experiencing just about the same call this season that they did last, there being but very little improvement noticeable. The tendency is for goods of both a loud and a quiet nature, each being about equally popular with the general class of purchasers. Prices run about as they have been for some time past. Stripes have a better demand than the plaids in fancy goods, and some very attractive effects are being used this season.

Trimmings—Trimmings are going very well this spring, and the demand is much better than it has been for some time. All classes are selling pretty well, although spangled goods are experiencing the best call. Mohair and wool braids sell well, and the demand for all kinds of ruching is very good.

Ribbons—All fancy ribbons are selling very well, for scarfs, ties and sashes, and in fact almost everything that ribbons can be used for. The fad for this class of goods is pretty sure to last for some time yet; Roman stripes are about the best sellers, at the present time, in the fancy ribbon line. Fall goods are already commencing to be brought in, although as yet they have not begun to arrive in any great quantities. On being asked, both wholesalers and retailers say that it is really very surprising how and where the ribbon goes to in such quantities; more and more is used all the time, and a very good thing about business is that the people are willing to pay a little more, in order to secure a pretty good class of goods.

### Give the Clerk a Chance.

No man has a monopoly on ideas; no store has a corner on all the good things. Sometimes a very attractive display is seen in a store that makes little pretension in this direction and for this reason it is all the more noticeable.

Investigate and you will often be surprised to find that the artist is one of the clerks not specially employed for the purpose. Some emergency has given him the opportunity to show what he could do, and he has performed the work well.

It would be well for that store if the newly-discovered talent were fostered and encouraged. But it usually happens that, having filled the gap, the clerk is quietly allowed to take his accustomed place, the old order of things goes on and the displays in window and department remain of the same monotonous, uninteresting type.

Why not give the new man a better chance? Why not give all the clerks a chance to show what they can do, especially those who appear to have taste and aptitude for the work? If it did nothing else it would insure variety, and real artistic ability might be discovered.

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.

## Here We Are

No time for argument, if you want to get a whack at them. We are making a little stir in the way of some low prices on bleached and unbleached

### TABLE DAMASKS

very pretty designs, with napkins to match, if desired. In order to make it possible for customers to buy several designs and not overstock, we have had them put up in demi-pieces. We consider this a rare opportunity. Don't miss it!

WHOLESALE  
DRY GOODS,  
UNDERWEAR  
& NOTIONS.

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

## Linings

Silesias, Satine, Black back Fancies, Taffetas in black and colored, Percale, Moreen, Hair Cloth, Cambrics, Canvas, Buckram; also a complete line of Velveteen and Corduroy Dress Binding all colors and widths; Feder's Pompadour Brush binding. We are headquarters for these goods. Write for samples.

**P. STEKETEE & SONS, WHOLESALE DRY GOODS, Grand Rapids, Mich.**



### What Really Indicates the Successful Merchant.

The successful retailer of the present day does not secure all the goods he requires for the several seasons through purchases made twice a year, as was the custom in times gone by. Instead his early selections are largely confined to novelties and specialties of which only limited quantities are manufactured, and which are necessary in order to present choice in styles and designs. At the same time, he buys a reasonable assortment of staples. He is very careful not to overload in any line, nor to place orders for larger quantities than he is sure he can take care of in a way to avail himself of the most favorable cash discounts. With this foundation stock on hand he is able to replenish every week, if necessary. As a good manager he keeps his stock so well in hand that he is always in position to take advantage of any favorable offer that may be made, such as are put out by various wholesale houses in the midst of every season. Managing his purchases in this way, the retailer always has a fresh line of goods to show his customers.

By frequent buying his bills are so distributed that he has no trouble in meeting them promptly. Neither does he have cause for complaint about unseasonable weather, slack trade, and the like, when his purchases are made in the light of current demand. A retailer who buys in this general way becomes very careful in his dealings. He has very few old chestnuts on hand in the way of goods, but maintains a stock that is clean and one that is oftentimes worth twenty-five per cent. more than that of the average "early buyer."

Dame Fashion is erratic, and styles change so rapidly that many goods which are looked upon as certain winners early in the season fall flat later on. Therefore, any one caught with large lines of them in stock necessarily sustains a heavy loss. At the present day a thoroughly assorted stock is a prime necessity in the large cities, as well as plate-glass windows and up-to-date fixtures, and they are also rapidly becoming a necessity in the smaller towns. A good point for the retail merchant to remember is that it is not how large a business he does, but how many times his stock is turned in the course of the year that really indicates the successful merchant.

C. H. ARNOLD.

### The Meaning of Co-Insurance.

Within a few years insurance companies have, by unanimous agreement, put into all policies covering merchandise a new condition known as the "Eighty Per Cent. Co-Insurance

Clause." This clause provides that in the event of a loss the adjustment shall be made on the basis of there being an insurance carried and in force equal to 80 per cent. of the value of the property insured. It is evident from various facts that very few fully understand the effect of this clause or have taken it fairly into mind in deciding on the amount of insurance that they should carry.

It may help to an understanding of this matter to say that if the merchant has an insurance equal to 80 per cent. of the value of the property insured, then the clause has absolutely no effect in case of loss. Or if the property insured is absolutely and wholly destroyed, leaving no value whatever, then the clause has no effect whatever.

On the other hand, if the merchant has a partial loss, the effect is very different. It may be illustrated as follows: Assume that the total value of the property insured is \$40,000. Then 80 per cent. of its value will be \$32,000, which is the amount of insurance that should be carried. Assume that the amount of insurance that is actually placed amounts to only \$25,000. This, it will be seen, is \$7,000 short of the proper amount. Suppose that a fire occurs, resulting in a loss of \$10,000. The insurance being \$7,000 short, the \$32,000 proper insurance has to pay the \$10,000 loss, figuring \$312.50 to each \$1,000. That is to say, the insurance companies pay on \$25,000, which is the amount of their policies, to the extent of \$7,812.50, and the merchant, who is a co-insurer on the \$7,000 short insurance, pays upon that basis \$2,187.50. Thus the merchant receives out of his \$10,000 loss the sum of \$7,812.50. He is obliged to count as additional loss the \$2,187.50 on account of not being insured up to 80 per cent. of the value of his stock.

Possibly this deficiency in insurance has occurred from a desire to save the premium of \$10,000. Let us examine into the real economy of the saving. Assume that the average rate paid by merchants is 1½ per cent. Then the premium on \$7,000 insurance would amount to \$105 a year. In twenty years it would amount to \$2,100. From this it will be seen that such a loss as is illustrated in the example would more than eat up the saving in premiums of twenty years. The importance of carrying an adequate amount of fire insurance in strictly good companies and under forms of policies carefully and properly prepared is thus made apparent.

J. R. AINSLEY.

The man who believes only half that he hears generally gets along all right if he happens to select the right half.

## We Are the People

Our new Acetylene Gas Generator, which has been before the Board of Underwriters for several weeks, has received the approval of that organization and we are now prepared to execute orders for all sizes promptly. We claim for our generator superior strength, simplicity of construction, durability, economy in operation and elasticity of capacity, and candidly believe that an inspection of our machine and a comparison with the generators of other manufacturers, will result in the selection of our generator.

M. B. WHEELER ELECTRIC CO., - Grand Rapids, Mich.

## AN OPPORTUNITY FOR MEN WHO ARE NOT LAZY

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

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

### WHITE HORSE BRAND.

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

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

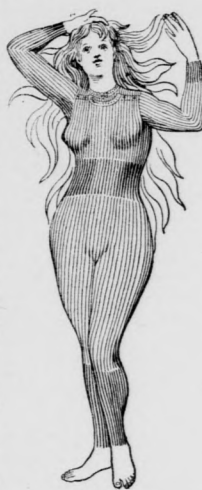
We also operate one of the largest Custom Departments where garments are actually cut and made-to-measure by the most skillful workmen. The trade mark for this department is

### WHITE CITY BRAND.

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

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

## 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.

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 ¾ inch in diameter and a special bushing fits it to any wheel. Send us sample order. **THEY WILL SELL.**

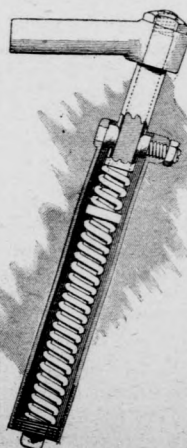
Or if you will send us your weight, and size of seat post hole with \$1.00 we will send you a Berkey Spring Seat Post, express paid, on a week's trial to be returned and money refunded if not satisfactory when

### Properly Adjusted

If satisfactory to you IT WILL BE TO OTHERS. Send us a sample order for six Seat Posts (if rated in Dun's or Bradstreet's). We will credit you with price of first post, thus giving you a Spring Seat Post **FREE.**

ADDRESS

Berkey Spring Seat Post Company, Grand Rapids, Mich.





## Around the State

### Movements of Merchants.

Escanaba—Abner Alley has embarked in the meat business.

Escanaba—Carl Johnson has opened a tin and plumbing shop.

Alma—Bert Hayes, of Stanton, has purchased the grocery stock of Fred Wright.

Kalkaska—A. F. Skarrett, of Edmore, has purchased the meat market of A. H. Sack.

Petersburg—Russell & Grandolph succeed H. O. Russell in the hardware business.

Homer—Dorsey & Conger succeed H. H. & M. A. Dorsey in the millinery business.

Central Lake—Gazlay Bros. will erect a machine shop and bicycle factory at this place.

Farwell—Maurice A. Herrick has sold his general stock to Brown & Honeywell.

Adrian—Beck & Eagan have opened a furniture and crockery store on North Main street.

Harbor Springs—Harry Chamberlin has purchased the meat market of Foster & Burke.

Allegan—O. W. Bliss, of Orleans, has embarked in the mercantile business at this place.

Black River—Leon G. Ferris has purchased the drug business of Frank P. McCormick.

Coldwater—Mrs. May E. Morgan has opened a notion and bazaar store at 58 West Chicago street.

Detroit—Bentley & Burbank succeed the Reed, Bentley, Burbank Co. in the wall paper and paint business.

Stetson—Wm. Fisher & Caplin Bros., grocers and dry goods dealers, have dissolved, Mr. Fisher retiring.

Big Rapids—Mrs. A. Phillips, who conducts a fruit store, has purchased the grocery stock of H. E. Frederick.

Ann Arbor—The hardware firm of Meublig & Schmid has purchased the stock of paints, oils, etc., belonging to Hutzel & Co.

Detroit—The C. H. Little Co., dealer in cement, lime and builders' supplies, has increased its capital stock from \$50,000 to \$75,000.

Athens—M. J. Wood's Sons and Wm. Brokaw have purchased the stock of boots and shoes and rubber goods of Lewis & Albertson.

Big Rapids—John Johnson, who recently purchased the Arnold meat market, has also bought out the market of Takken & Pshea.

Montague—J. H. Crosby has sold his grocery stock to Mr. Springer, of Shelby, who will continue the business at the same location.

Scottville—C. E. Mustard has purchased a half interest in the hardware and agricultural implement stock of Frederick J. Reader.

Cheboygan—The hardware firm of J. E. Cueny & Co. has been dissolved. J. E. Cueny, who has so long managed the business, will continue it.

Hillsdale—A. W. Crane has sold his stock of furniture to C. E. Singer and will probably locate in the West, in hopes of improving his health.

Holland—Benj. Sterken has purchased the shoe stock of Crozier Bros. Mr. Sterken was formerly employed by Crozier Bros. at Grand Rapids.

Plainwell—Carl Williams has purchased the stock of tinware and glassware of W. J. Olds and moved it into his own building on Main street.

Sparta—Chas. M. Hallack and J. G. Humphrey have formed a copartnership and embarked in the clothing and men's furnishing goods business.

Fife Lake—Jos. S. Clark and Dent. Blue, who formerly conducted a meat market under the style of Clark & Blue, have dissolved. Each will continue the meat business in his own name.

Sears—Geo. Lusk is closing out his business at this place, preparatory to embarking in general trade at Spencer, Kalkaska county. He will also deal in lumber.

Greenville—Bradley & Seaman, grocers, have dissolved. D. S. Seaman will continue the business and E. D. Bradley will travel for the Bradley Cigar Co.

Owosso—H. W. Mann has purchased the wall paper and paint stock owned by A. Geeck and has opened a branch store at that location, with Ernest Mann in charge.

East Jordan—Imerman Bros., who have been operating a general store at Thompsonville and branch stores at other places, will put in a stock of goods here.

Kalamazoo—W. W. Cushing, who has been associated in the grocery business with his brother, H. M. Cushing, has retired. H. M. Cushing will continue the business.

Lansing—Roswell Mott has purchased the grocery stock of A. O. Taylor, at the corner of Washington avenue and Kalamazoo street, placing Joseph Wasson in charge of the business.

Lansing—The Michigan Produce Co. will erect a new warehouse in the rear of the one recently constructed. It will be 80x32 feet and 20 feet high, with a capacity of storing fifty carloads of baled hay.

Norwood—Neil Flannigan, the general dealer, was married April 27 to Miss Edna Alden, of Clare. Mr. Flannigan will remove to Chicago this fall to continue in the employ of the Rittenhouse-Embree Co.

Lake Odessa—F. L. McArthur has resigned his position in the clothing and grocery store of B. Cohen and formed a copartnership with L. F. Pearson for the purpose of embarking in the dry goods business.

Cadillac—Nordstrom & Lofgren, plumbers and agricultural implements and hardware dealers, have dissolved, Nelson P. Nordstrom continuing the business. Axel Lofgren will continue as foreman of the plumbing and tinware department.

Alpena—Greenbaum Bros., clothiers and boot and shoe dealers, will enlarge their business by the addition of a dry goods department. Their store building has been remodeled to meet the requirements of a dry goods store. Neil McPhee will be placed in charge of the new department.

Carson City—The F. A. Rockafellow Mercantile Co. will dissolve May 2. The general store will be continued under the style of the Carson City Mercantile Co., and the elevator and produce business will be conducted by F. A. Rockafellow or by a company to be organized by him.

Hillsdale—Fred Cozzens, of this city, with his brothers Frank, of Toledo, and Louis, of Coldwater, will open a meat market in the Johnson block. Frank Woodworth, who now occupies the store building with his grocery stock, will remove into the building occupied by the Hillsdale Grocery Co., which will, in turn, remove into the building recently vacated by them.

Jackson—Wm. N. Crone, who for the past five years has had charge of the mechanical works of the Withington & Cooley Manufacturing Co., has resigned and, in company with John McGraw, purchased the hardware stock of J. C. Bader. The new firm will be known as McGraw & Crone.

Detroit—Edward D. Sloan has retired from the produce and commission house of Hermann C. Naumann & Co., who are located at 33 Woodbridge street, west, with a branch store at 353 Russell street. The business will be continued by Hermann C. Naumann and Fred J. Naumann under the same firm name as before.

Detroit—Case number 16,713, the City of Detroit vs. Hotchkiss, has been stricken from the docket of the April term of the Supreme Court and will not be heard until the June term. The case referred to is one in which an appeal was taken by the Common Council from a decision given by Judge Hosmer, and was the result of an alleged violation of the \$25 peddlers' ordinance. The object in taking the appeal was a desire to obtain a clear understanding of the authority of the Common Council in the premises.

### Manufacturing Matters.

Beaverton—Ross Bros. have started their shingle mill for the season.

Ready—The Ready Creamery Co. has been incorporated, with a capital stock of \$4,000.

Taymouth—A \$3,500 creamery has been erected and is now in operation on the farm of Ezra Frye.

Howard City—The Howard City Table Co. finds it necessary to run its factory day and night in order to keep pace with its orders.

Wolverine—P. E. Hackett has started his sawmill for the season. He has 3,000,000 feet of logs to manufacture, mostly hardwood and hemlock.

West Branch—The Gale Lumber Co., which is erecting a large sawmill at this place, expects the plant will be ready to begin operations the present month.

Stearns—Although the sawmill of J. S. Stearns has been closed permanently, owing to the transfer of the Stearns' business to Ludington, the shingle mill and box factory here will continue to be operated.

Allegan—Guard, Fairfield & Co. have purchased the Reed City Valley roller mills from G. Vahue and have commenced remodeling the interior. They will put in two or three new cleaners, a new boiler and other machinery.

Benton Harbor—The Rouse Ice Cream Co. has leased the Mead building and will equip same with apparatus for the manufacture of ice cream. The company will employ the Chicago method of manufacture and will receive cream direct from inspected dairies.

Wayland—A pickle factory will shortly be established at this place. John A. Barton, of Detroit, representing Williams Bros. & Charboneau, assisted by Dr. E. H. Ryno, has secured contracts in this vicinity for furnishing the necessary amount of cucumbers.

Middleville—M. S. Keeler, who has conducted a dry goods and clothing store here for about sixteen years, has sold his stock to M. C. Hayward and W. J. Hayward, who will continue the business under the style of M. C. Hayward & Son. Mr. Keeler will devote his entire attention to the brass factory, which is operated under the style of the Keeler Brass Co.

Gaylord—S. A. Robinson intends to erect a saw and shingle mill in this vicinity. He has an option on 1,400 acres of land near this place.

Ludington—Ed. Woodruff has taken the contract to superintend the cutting of about 40,000,000 feet of pine in Mason and Oceana counties for T. R. Lyon, agent for the Ward estate. It will be cut during the summer season, hauled to Ludington, and sawed in the Stearns north mill.

### Detroit Grocers Encouraged to Go Further.

Detroit, April 25—At the last regular meeting of the Detroit Retail Grocers and Butchers' Association, held Wednesday evening, April 20, the question of indiscriminate retailing by wholesalers came up for further consideration. The committee having the matter in charge reported that nearly every retailer who had been interviewed by them had expressed the determination to confine his future patronage to members of the wholesale trade of the city who signified their intention to stop retailing by signing an agreement to that effect, which would be presented to them in due time. It is evident that the agitation of the question is having some effect as the Secretary of the Association read a communication from the Detroit Produce Exchange, an association composed exclusively of commission men, in which it was stated that at a recent meeting the members of that body had voted unanimously to accede to the demands made by the grocers and that a resolution had been passed which recommended that all members of the Exchange post in some conspicuous place in their stores the following notice, "Positively No Goods Sold at Retail." The communication was listened to with much satisfaction by those present, as they felt that the action which had been taken by the Exchange would aid greatly in the future efforts to be made by the committee in connection with a complete canvass of the trade of the city, which it is deemed best to make. Several petitions emanating from local labor unions were received, asking the members of the Association to boycott certain manufacturers of whom they were at present purchasing goods, all of which were received and laid on the table with a promptness which indicates that this Association has come to that point in its history when it does not care to mix up in matters in which it has no immediate concern. The drift of the evening's discussion showed that the lack of interest in the work which was being done by the Association, on the part of many of the members, was the most alarming feature connected with the future outlook of the many and important enterprises contemplated by this organization. A committee was appointed to enquire into the cause of the non-attendance of some of the members and to devise some means by which they may be led to become more actively interested in the work.

Frank H. Green, the Allegan grocer, is getting some pretty hard knocks nowadays at the hands of the State Food Commissioner. The March Bulletin gave him credit for handling "Extra Honey Drips," purchased from the W. M. Hoyt Co., which is almost wholly low grade corn syrup and should be labeled "Glucose Mixture." Since then the Food Commissioner has caused his arrest for selling French peas greened with copper, which is strictly prohibited by law. Most grocers are satisfied with one rebuke from the Commissioner, and Mr. Green's friends insist that he is getting more than his share of notoriety.

It is a great accomplishment to know how to make the best of life as it comes.

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



## Grand Rapids Gossip

Elmer Smith has opened a meat market at 1165 Wealthy avenue.

Jacob Datema, grocer at 704 Madison avenue, has sold his stock to John H. Drebel.

Richard Mengs has opened a grocery store at Holland. The Lemon & Wheeler Company furnished the stock.

Geo. H. Kirtland has sold his dry goods stock at 1159 South Division street to Gerrit J. Boone, late of Zee-land.

Vander Veen Bros., grocers at 500 West Leonard street, have dissolved. The business will be continued by J. Vander Veen.

W. H. Thompson & Son have engaged in the grocery business at Man-celona. The Worden Grocer Co. furnished the stock.

John W. Brubaker and Arthur Seymour, composing the Boston Tea Co., at 70 Canal street, have dissolved, John W. Brubaker succeeding.

The Lemon & Wheeler Company has sold a new grocery stock to C. H. Bates, who will embark in general trade at Baldwin about May 1.

John Sytsema, of Noorman & Sytsema, grocers at 36 Grandville avenue, has sold his interest to Huizenga Bros. The business will be continued under the style of Noorman & Huizenga Bros.

The Hazeltine & Perkins Drug Co. has been seriously handicapped by the calling out of the State troops, the entire male portion of the office force having gone to Island Lake. Harry E. Fairchild, Ford B. Rogers and Roy Youngs. Their places have been taken by Elon G. Richards, Will Smith and Will Besancon, who entered upon the duties of their new positions as their predecessors marched off to the music of fife and drum.

The prosecution of the Worden Grocer Co. on a charge of selling cider vinegar deficient in solids, instituted by State Food Commissioner Grosvenor, resulted in the conviction of the accused, which declined to put in any evidence, having decided in advance of the hearing of the case in the Police Court to take an appeal to the Superior Court. While the Worden Grocer Co. is the nominal defendant, the real defendant is Andrew P. Callaban, proprietor of the Prussing Vinegar Co., who has indemnified the Worden Grocer Co. and its customers against any expense which they may incur in defending suits brought against them by the Food Department. Rood & Hindman represent the defendant and the Assistant Prosecuting Attorney appears in behalf of the people.

### The Produce Market.

Asparagus—\$1@1.25 per doz. for Southern stock.

Bananas—Dealers are handling this fruit very rapidly now. This is because of a fear that war will cut off the receipts. Advices from New Orleans say that boats are being laid off, for fear of the war, and that prices are likely to be higher. No. 1 stock fetches \$1.35 @1.60.

Beans—The market is fully 10c higher than a week ago. Jobbers have advanced their paying prices to 80@90c for country picked, holding city picked at \$1 in carlots and \$1.10 in smaller quantity, including bags.

Butter—Dairy and creamery are both weaker, in consequence of the increased supply. Fancy dairy commands 14c and extra fancy fetches 15c. Factory creamery is in moderate demand at 17c.

Beets—25 per bu.  
Carrots—25c per bu.  
Cucumbers—\$1.25 per doz. for Southern grown.

Eggs—Local handlers are still paying 9c on track, but intimate that a few warm days will tend to depreciate the quality to that extent that they will be compelled to reduce their quotations to 8@8½c.

Green Onions—10c per doz.  
Green Peas—\$1.25 for ¾ bu. crate.  
Honey—Dark ranges from 9@10c. Light stock commands 12c.

Lemons—No change is to be noted in prices, but the movement is increasing. The call for Messinas is very light, and were it not for an old sentiment in their favor the trade in these would be almost nothing.

Lettuce—There is so little outside demand that local growers find their produce a drag on the market, although they have reduced their quotations from 10c to 8c per lb.

Onions—Dry stock is stronger and higher, readily commanding 65c per bu.

Oranges—The market is not quotably higher although the sentiment of firmness on navel is increasing. The movement of fruit is large, owing to the fine quality of fruit and the low prices prevailing.

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

Potatoes—The market is still stronger and higher, the price having further advanced 5c, with indications of still higher prices in the near future. Dealers pay 55c and hold at 65c. Reports from the South are to the effect that the acreage is unusually large, but that the crop will be from ten days to two weeks later than usual, on account of the backward spring. This will naturally have a tendency to enhance the value of old potatoes, so that local dealers are looking forward to a 75c market in the course of a couple of weeks.

Seeds—Timothy, prime, \$1.45@1.50; Medium clover, \$3@3.25; Mammoth clover, \$3.15@3.40; Crimson clover, \$2.35; Red Top, \$1@1.10; Alfalfa, \$3.75@4.50; Alsike, \$4.50@4.65; Orchard grass, \$1.60; Kentucky bluegrass, 1.30@1.50.

Spinach—50c per bu.

Strawberries—Receipts are increasing. Florida fruit is now out of the market and Mississippi and Louisiana fruit rules. Tennessee stock is usually in market by the middle of April, but will be fully two weeks late this season. The price still hovers around \$2.25 for 24 pints and \$4 for 24 quarts.

Tomatoes—\$3 per 6 basket crate.

Vegetable Oysters—20c per doz.

Wax Beans—\$3 per ¾ bu. crate.

### Hides, Pelts, Furs, Tallow and Wool.

Hides are firm at last week's advance. The quality is somewhat improved. The Government demands ensure an increased trade. Leather men have advanced prices on upper stock, while sole remains steady. There is no increase in quantity of hides offered.

Tallow shows a weakness, with large stocks held in many places, which have deteriorated by age and are only suitable for soapers or pressing. There is nothing in the outlook to advance prices.

Wool is still flat, with no buyers and no sales, each side waiting for something to turn up. The shearing of the new clip has begun and is well advanced in some parts of the State, with numerous enquiries as to its value. Eastern buyers do not want it at any price, so far as dealers can learn. The advance in the rates of interest East and the lack of demand for the product make buyers hesitate, especially so at prices talked last month.

WM. T. HESS.

### The Grocery Market.

Sugar—The market is very firm. Refiners claim to be oversold on all grades and are accepting orders only subject to delay.

Tea—Although the possibility of a duty on tea is removed for the present, the market is still very firm, with every indication of a higher range of values.

Coffee—Although it is now very generally conceded that there will be no duty or internal tax on coffee, the market retains its firm features, plainly demonstrating the inherent strength of the staple.

Rice—The situation is strong—so strong, in fact, that quotations are being constantly advanced. Southern and foreign markets are keeping pace with the higher prices.

Spices—Despite the statement that there is to be no duty on spices for the present, the market is as strong as at any time during the tariff agitation. Large holders not only decline to shade their quotations, but some of them insist on higher prices. On the basis of supply and demand, the market is certainly in a strong position.

Canned Goods (New York Commercial)—There have been few changes in the market as far as prices are concerned, and the position of all articles is much the same. The only new feature in the general situation is the fact that packers have been bitten by the same dog that bit the buyers, and a number in New Jersey and New York have withdrawn their offers of future goods, partially because of the war scare and partially because they have sold as many future goods as they at present think it safe to contract to deliver. Another incident is the advance of 5c a dozen in the price of spot silver medium red Alaska salmon.

Dried Fruits—The reports of frost damage on the coast are getting into more tangible shape as the season advances. It is certain that the fruits that were in bloom during the March frosts are much damaged. This is particularly the case with apricots. There will be a short crop of these in California this season. The State is large and long, and the frosts did not hurt equally all parts. The difference in elevation and proximity to the sea also have much effect in changing temperature conditions, so that where one part of the State suffered badly by the frost another did not suffer so severely. There will be a fair crop of peaches, although much fruit was destroyed. Cherries will also be a fair crop. There is no reason to think that the frost shortened to a very great degree any other item in the fruits of the coast that are staple in this country. Prunes promise to be plentiful, and raisins are also seemingly unhurt. The dry weather promises to be a worse evil in California than the frost. There have been but few rains through what is usually a rainy season. These causes have had the effect to strengthen the holders of odds and ends of dried fruits on the coast, and many have withdrawn from market some of the stocks offered heretofore. Currants are easier. The stocks in Greece are reported to be light, but the absence of demand and the higher rate of exchange have had the effect to make the market easier.

Molasses and Syrups—The New Orleans market is exceedingly strong, with an advancing tendency, with the market swept almost clean of available stock. Syrups are strong and advancing.

Tobacco—Prices are advancing in all lines, owing to the expectation that a war tax will fall early on tobacco, this being one of the items that is usually looked to to furnish revenue. The gift schemes of the dealers are generally withdrawn and manufacturers are telegraphing their jobbing agents, and jobbers are writing their traveling salesmen, to contract to sell no tobacco except at prices when delivered. The tobaccoists are of the opinion that all their tobacco on hand will be subject to a revenue tax soon.

### The Grain Market.

The past week has been a very exciting one in the wheat market. Prices have climbed day by day until an advance of 10c per bushel has been established. The causes of the advance were smaller Northwestern receipts, fair exports, and foreigners accepting everything that was offered. The war news also contributed to the strength of the market. The extraordinarily large decrease of 3,230,000 bushels had the greatest effect on the market, especially as a decrease of about 1,000,000 bushels was looked for. When it was reported that the visible had decreased three times that amount, the market got beyond the control of the shorts, who wanted to cover but found no wheat for sale. The visible is now 25,914,000 bushels. It was a very exciting time on all the boards of trade, and we think it time to call a halt, but in times like these individual opinion goes for naught. It is one of those unaccountable freaks which is hard to explain, especially as the growing crop never looked better than it does at present all over the winter wheat belt, in this country as well as in Europe. With present prices the wheat will probably all be marketed, so that farmers' granaries will be swept clean, and then new wheat will find a ready market at fair prices.

Flour has advanced sharply, although not as much locally as in outside points. Buyers who were slow in making up their minds about prices and were looking for lower markets wanted flour and had to pay the advance.

Mill feeds have been advanced \$1 per ton and the demand is very good. Corn meal has also been advanced, owing to the advance in coarse grains. The decrease in corn was also large, being 3,000,000 bushels, and oats followed with a decrease of 900,000 bushels. The former advanced 3@4c per bushel, while the latter advanced 2c per bushel.

The receipts of wheat at this point were very large, being 81 cars of wheat (more than 45,000 bushels); but only 7 cars of corn and 10 cars of oats, being very moderate in comparison with the amount of wheat.

Local millers are paying \$1.02 for wheat to day. C. G. A. VOIGT.

### Dates of the State Pharmaceutical Meeting.

At a meeting of the officers of the Michigan State Pharmaceutical Association, held at Detroit last week, there were present Arthur H. Webber, of Cadillac, President of the Association; Local Secretary Ed. J. Rodgers, of Port Huron; Prof. A. B. Stevens and E. E. Calkins, of Ann Arbor, members of the Executive Committee, W. D. Church, of Detroit; Charles F. Mann, of Detroit, Secretary of the Association. It was decided to hold the annual convention in Port Huron on August 2, 3 and 4. The programme has not yet been fully completed.

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.



## BUILDING A BUSINESS.

## Much Due to Singleness of Purpose.

Forty years ago I thought that the successful business man was the possessor of some mystic power that lifted him above the rank of other men. For many years I have been aware that there was no truth in my boyish fancy. The successful business man of to-day is the painstaking, earnest, forceful man who goes at his work with a will, who follows the little things, who masters the field in which he is laboring.

Once in a great while some one discovers a gold mine and so becomes rich with a rush. Now and then a business man, with a long look ahead, gets such control of some phase of the market that he makes a fortune in a few months or a few days. But the great mass of business men who attain success grow slowly and so healthily. I have often thought that the growth of character in a man and the growth of ability in business are very much alike, and that both resemble the growth of coral under the sea.

When I advise a young man as to a business career I say to him, "What are your natural leanings? In what direction do you think you would prefer to grow?" Very few young men can tell me with any definiteness what lines they would choose. After the years when to be a circus man or a street car driver or a pugilist is the height of his ambition comes a time of great uncertainty. As a young man sees the world a little more clearly, he begins to realize that success may not come for the asking; that there must be effort to back intelligence, and that deciding upon a career is one of the most momentous events in his life.

Perhaps the inclination of a young man is toward any one of several callings, but, however many-headed the choice may seem to be, let him settle on some one thing that he is willing to make his life-work. Then let him set out to get a footing in that line. One mistake that most young men make is to expect to begin somewhere near the top. Only the rarest fortune or the influence of powerful friends can put him in such a place. It is better, far better for most of them, that they can not jump at once to leadership. To command well one must know how to obey. To fully realize the responsibilities and possibilities of headship in a business a man should practically know every feature of that business. The earnest, determined young man will do well, when he has once fixed upon his choice, to get a start in that business anywhere he can find an opening, no matter how low down on the ladder it may be.

I have never yet known a young man to start out in any worthy calling and follow it intelligently and earnestly without making a success of it. Whether it is banking or blacksmithing or teaching or trading, with health and energy and singleness of purpose there is but one result. "Singleness of purpose" stands for a great deal. Look into the causes which lead to most of the business failures and you will find that outside speculation is at the bottom of the trouble.

As a boy on a Northern Pennsylvania farm, I was impressed with the almost invariable tendency to shiftlessness shown by farm hands. In those days they received perhaps twelve dollars a month and board. There really was no need for them to spend much beyond the small amount needed for clothes.

Yet, of perhaps fifty of these men that I knew well in the course of half a dozen years, I recall but one who saved anything. Some of them would spend more than a twentieth of an entire year's earnings for a horse and buggy on a single holiday. They were sure to repeat the extravagance at every opportunity. Many of these men I know now. As a rule they married women as thriftless as themselves, and have lived in a sort of hand-to-mouth way ever since. The one exception that I recall was rather the butt of his associates. Not over bright we thought him then, and I am sure now that he was not particularly brilliant as brightness is apt to be measured. At first he could not command more than ten dollars a month—two dollars less than the standard. But he was a careful, uncomplaining workman, and while I was still intimate with him he had saved \$500, which was working for him—bringing thirty dollars a year, for he was content with a certain per cent. rather than venture after an uncertain usurious rate. By this time he was regarded as a promising man. Farmers were glad to pay him more than the ruling rates, because he was reliable and earnest, and took the same sensible interest in his employer's affairs that he always took in his own.

More than thirty years slipped by before I got into the old neighborhood again. Some of the men I had known there were dead, some had "gone West," most of them were the shiftless heads of shiftless families, and still working out, or farming on shares. The wealthiest man for miles around, the owner of most farms, and the recognized leader in general business affairs, was the one we had all regarded as not over bright. Looking back at it all, I can not see why every one of these farm hands had not at least an equal "opportunity" with the solitary one who succeeded.

I have taken about the least promising subject for this illustration. The principle is just the same when applied to farmers' sons or traders' sons. I have seen hundreds of illustrations. I seldom see an exception to the rule. Earnest persistence and singleness of purpose will win every time, if health holds.

What I have so far said mainly touches the building of a competency, making and saving, thrift and growth. The accomplishment of this end turns on the individual's fairness and firmness with himself, and—beyond honesty and industry—rather incidentally on his relations with others. The man with fair intelligence, good muscle and faithfulness to sell can find a purchaser for it at some price somewhere. His money will draw interest or buy property regardless of personal characteristics. His working days and saving ways should bring him reasonable wealth before he is an old man.

But this is not "building a business" in the full sense in which I propose to discuss it. The qualifications that make a farm hand a wealth-getter are important for the business-builder in a broader field. But he must have more. The great success of a business comes from so conducting it that public support is assured. That can only be had by appealing to the self-interest of the public.

Taking retail stores devoted to general merchandise from the illustration, it will be found that where equal goods can be had for the least money most people will go. If to this can be added better conveniences and more liberal

treatment, the advantage increases.

Where any business has grown phenomenally, it will be found that somewhere in its management is a person with an exceptional force of character; some one who saw clearly where rivals groped or guessed. But it will also be found that his method of doing business is surprisingly simple, that the only "secrets" about it are a little more common sense in the appeal to the self-interest of his possible customers, and a little more solicitude for their comfort.

I can name at least four great and prosperous business houses in leading Eastern cities whose pedigrees run straight back to push-carts and peddlers' outfits, and that, too, not so long ago.

John Wanamaker delivered his first order in a wheelbarrow. He had just started Oak Hall in Philadelphia. He and his father together had barely \$4,000 capital. There was rent to pay in advance. There were goods to buy—cash a little, credit a great deal. There were help to hire and fitting up to do. The \$4,000 was stretched to its utmost. When the first order came, everyone was on edge to fill it the best possible, and the head of the house put the big bundle in a barrow and wheeled it to the customer. More than that; the thirty-four dollars he received was taken to a printing office and all paid for an advertisement for the new firm.

In a country town of perhaps a thousand people, years ago, I knew a trader whose entire stock at starting did not exceed one hundred dollars in value. If any of the other dealers noticed him at all, it was only to laugh at him and make fun at his expense. But whatever he had to sell was good. If he agreed to furnish butter or apples to a customer there was never any question as to quality or quantity. The butter was fresh, the eggs were fresh, the apples were never "topped out." Anyone who had been served by him once was pretty sure to go again and advise others to go. In a year or so he was doing a very tidy business, and other merchants were very serious when they talked of the competition he gave them. Within four years he had the largest trade of any store in all that section. He simply did business better than his rivals were doing it, and self-interest turned the people to him.

Again I say that the "genius" that builds a business is singleness of purpose, tireless industry, wise economy, and such a presentation as will appeal to the self-interest of the public—if the business is one that depends upon free-will popular support.

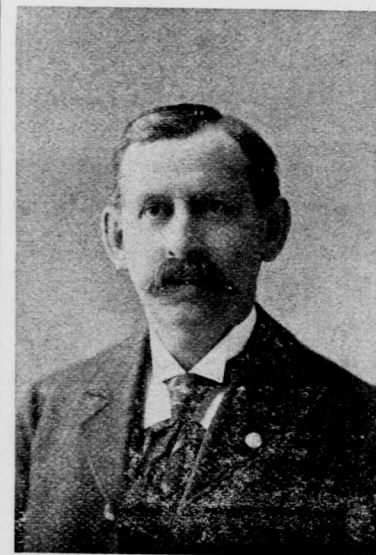
MANLEY M. GILLAM.

## Advertising One's Competitor.

No doubt every retailer is tempted at times to rap a competitor over the knuckles, so to speak, when the latter makes an apparently unbelievable statement in an advertisement. The spectacle of one dry goods store making fun of another at the cost of a good many dollars for high-priced advertising space has recently confronted those who peruse the bargain columns of the New York dailies and the same thing doubtless happens very frequently elsewhere.

Does it pay? We think not. People are so prone to doubt the motives which prompt criticism of a competitor. They think "Jones must have been hit rather hard if he takes the trouble to jump on Smith in his advertisements." A man serves his business best by apparently ignoring his competitors. He may do all he can to down him by buying better and selling cheaper, and if he does the crowd soon finds it out.

## SUFFERING HUMANITY, READ!



## A REMARKABLE CASE

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

Stephen T. Bowen.

I will leave Chicago May 1, with John G. Miller & Co.'s all wool line clothing, fall and winter samples. Shall also have with me what we have left of our Spring line to close out cheap.

## All Grocers

who desire to give their customers the best Vinegar on the market, will buy

## LEROUX'S PURE CIDER VINEGAR

"Red Star Brand." A trial order will convince you of the merits of these goods, and a guarantee bond goes to every purchaser protecting him in the sale of our vinegar.

THE LEROUX CIDER & VINEGAR CO., Producers, Toledo, Ohio.

## \$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.,

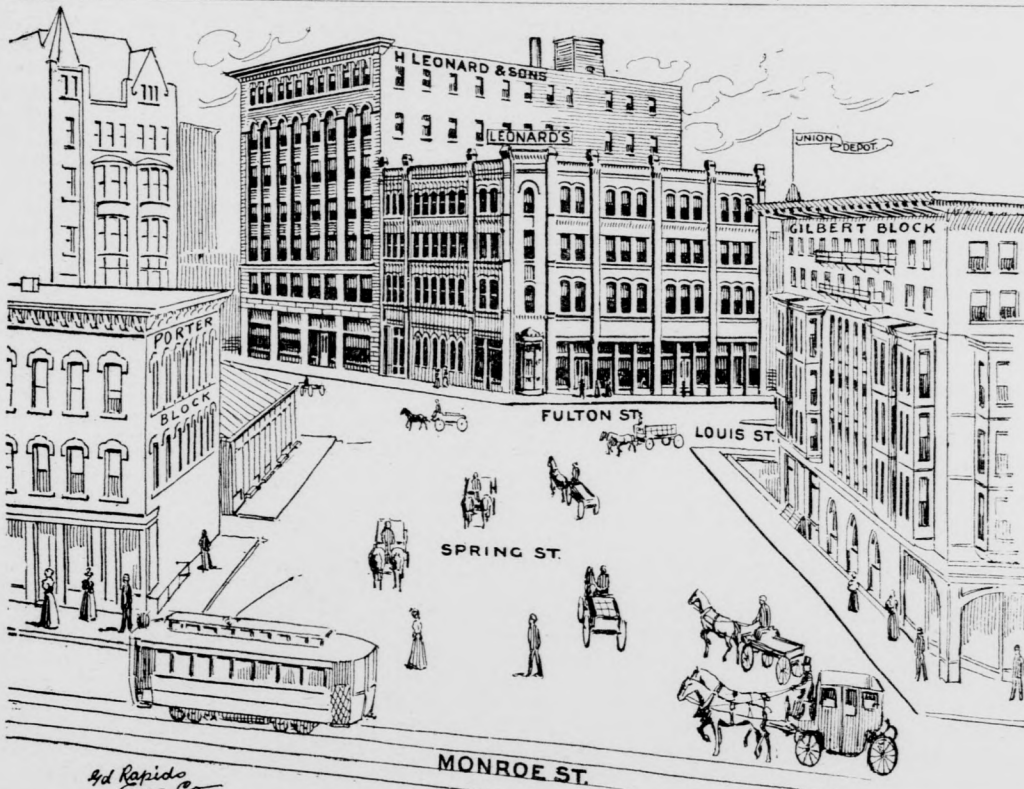
Grand Rapids, Mich.



# H. LEONARD & SONS,

GRAND RAPIDS, MICH.

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



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

## Challenge Assortment White Granite Ware

factory in the United States, is of guaranteed quality and warranted never to craze. Every piece black stamped "Warranted Iron Stone China," which is a guarantee of its excellence. Shipped from factory and sold only in this assortment at these prices. Don't delay but drop us a postal for one case "Challenge Assortment." The investment is small and is sure to bring you a handsome profit.

Please Note the Special Price on our selected assortment of White Granite Crockery, on which we are having a remarkably large sale. Any dealer will readily see the advantage in buying this assortment as it contains only staple salable goods in small quantities that are called for daily. The ware is made by the largest and oldest

A Set of Teas consists of 6 Cups and 6 Saucers. A Set of Plates consists of 6 Plates.

ARTICLES	Cost	Total	Retail	Total
8 sets Handled Teas and Saucers.....	\$2 28	per set.	\$2 24	80 42 per set. \$3 36
4 sets Unhandled Teas and Saucers.....	23 1/2	per set.	94	35 per set. 1 40
2 sets Handled Coffees and Saucers.....	32 1/2	per set.	65	48 per set. 1 06
2 sets Unhandled Coffees and Saucers.....	28	per set.	56	42 per set. 84
8 sets 5 inch Plates, full measure, 7 1/4 inch.....	16	per set.	1 28	25 per set. 2 00
4 sets 6 inch Plates, full measure, 8 inch.....	19 1/2	per set.	78	32 per set. 1 28
16 sets 7 inch Plates, full measure, 9 inch.....	23	per set.	3 68	38 per set. 6 08
2 sets 8 inch Plates, full measure, 10 inch.....	26 1/2	per set.	53	45 per set. 90
1 doz. 4 inch Fruits, full measure, 5 inch.....	27	per doz.	54	45 per doz. 90
1 doz. Individual Butters, full measure, 3 inch.....	18	per doz.	18	30 per doz. 30
1 1/2 doz. 4 inch Round Scallops, full measure, 5 1/4 inch.....	6 1/2	per doz.	32	68 each. 48
1 1/2 doz. 5 inch Round Scallops, full measure, 6 1/4 inch.....	7 1/2	per doz.	36	10 each. 1 20
1 1/2 doz. 6 inch Round Scallops, full measure, 7 1/4 inch.....	9	per doz.	45	12 each. 72
1 1/2 doz. 7 inch Round Scallops, full measure, 8 1/4 inch.....	1 08	per doz.	54	15 each. 90
1 1/2 doz. 8 inch Round Scallops, full measure, 9 1/4 inch.....	1 62	per doz.	41	20 each. 60
1 1/2 doz. 9 inch Round Scallops, full measure, 10 1/4 inch.....	2 16	per doz.	54	25 each. 75
1 doz. 9 inch Meat Dishes, full measure, 11 1/4 inch.....	90	per doz.	90	15 each. 1 80
1 doz. 11 inch Meat Dishes, full measure, 13 1/4 inch.....	1 62	per doz.	1 62	25 each. 3 00
1 1/2 doz. 13 inch Meat Dishes, full measure, 15 1/4 inch.....	2 70	per doz.	1 35	35 each. 3 10
1 1/2 doz. 15 inch Meat Dishes, full measure, 17 1/4 inch.....	3 78	per doz.	95	50 each. 1 50
1 doz. 7 inch Bakers, full measure, 8 inches.....	90	per doz.	90	12 each. 1 44
1 doz. 8 inch Bakers, full measure, 9 inches.....	1 08	per doz.	1 08	15 each. 1 80
1 doz. 9 inch Bakers, full measure, 10 inches.....	1 62	per doz.	1 62	20 each. 2 40
1-6 doz. Sauce Boats.....	1 44	per doz.	24	20 each. 40
1-6 doz. Pickle Dishes.....	1 08	per doz.	18	15 each. 30
1-6 doz. 8 inch Covered Dishes.....	4 32	per doz.	72	60 each. 1 20
1-6 doz. 8 inch Covered Casseroles.....	4 86	per doz.	81	75 each. 1 50
1-6 doz. Covered Butters and Drainers.....	3 24	per doz.	54	42 each. 84
1 1/2 doz. No. 42 Pitchers, size, 1 1/4 pint.....	78	per doz.	39	10 each. 60
1 1/2 doz. No. 36 Pitchers, size, 2 pint.....	90	per doz.	45	12 each. 1 44
1 1/2 doz. No. 30 Pitchers, size, 3 pint.....	1 08	per doz.	47	15 each. 45
1 1/2 doz. No. 24 Pitchers, size, 4 pint.....	1 26	per doz.	32	20 each. 60
1-6 doz. No. 12 Pitchers, size, 6 pint.....	2 16	per doz.	39	25 each. 50
1 1/2 doz. Covered Sugars.....	2 16	per doz.	54	25 each. 75
1 1/2 doz. No. 36 Bowls, size, 1 pint.....	61	per doz.	31	68 each. 48
1 1/2 doz. No. 30 Bowls, size, 1 1/2 pint.....	72	per doz.	36	10 each. 60
1 1/2 doz. No. 24 Bowls, size, 2 1/4 pint.....	90	per doz.	23	15 each. 45
1 1/2 doz. No. 30 Oyster Bowls, footed, size, 1 pint.....	72	per doz.	36	10 each. 60
1 1/2 doz. Large Covered Chambers.....	4 32	per doz.	1 08	50 each. 1 50
1 1/2 doz. Large Washbowls and Pitchers.....	6 84	per doz.	1 71	75 each. 2 25
Package.....			2 00	
		\$33 29	Retail	\$51 17
			Cost dealer	33 29

A net profit to the dealer of 54 per cent. or.....\$17 88

Did you receive our new Spring Catalogue  
No. 139? If not write for it.

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



Ask for Crockery and Glassware  
**CATALOGUE**

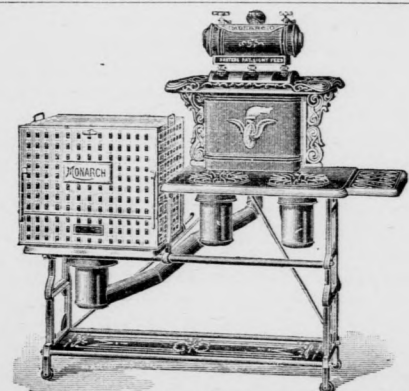
Importers and Jobbers of  
All grades, all kinds, all prices of  
**Crockery, Glass and Stoneware.**

Agency for  
Alfred Meakins "English White Granite."  
Johnson Brothers "English Semi Porcelain."  
Knowles, Taylor & Knowles  
Domestic Earthenware.

225 Men Employed in the Manufacture of Refrigerators.

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

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



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





Devoted to the Best Interests of Business Men

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

ONE DOLLAR A YEAR, Payable in Advance.

#### ADVERTISING RATES ON APPLICATION.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - - APRIL 27, 1898.

#### GREAT RESULTS WILL FOLLOW.

The results of our conflict with Spain are likely to be far-reaching in shaping the future policies of the United States. We have asserted ourselves just at a critical stage of the world's history and have acted with such disregard of the wishes or criticism of Europe that we have astonished some of the Old World people.

The moral effect of our conduct will, undoubtedly, be to add to the political and military prestige of the Nation, in case we give a good account of ourselves in battle and win a comparatively prompt and decisive victory over our antagonist. Europe has looked upon us, as Kipling has intimated, as a big, "fat" republic, with plenty of money but little martial spirit, and almost defenseless against attack. It has been assumed that we would stand more in-sult than the other large nations except China, and that it would be next to impossible to arouse us to a war point. This has unquestionably been the prevailing opinion in Europe, outside of England.

Our aggressive action towards Spain, followed by an exhibition of military and naval skill and prowess and a display of our great and ready resources, will open the eyes of the world to the realization that America is one of the big powers, in war as well as in peace. The fact will command for us greater respect throughout Europe and Asia than we have heretofore enjoyed and result in larger safety of our citizens and our interests abroad.

The physical effects, likewise, are certain to be of surpassing importance. It is possible that we may at least add Porto Rico to our territory, thus giving us a strong naval station in the West Indies and increasing our defensive and offensive strength, both as regards the Gulf of Mexico and Central and South America. The freedom of Cuba and our ownership of the rich island of Porto Rico will add, possibly, \$200,000,000 to our shipping trade within a year after hostilities have closed and open up a commerce in the West Indies capable of indefinite expansion.

Nor will the commercial and political effects stop with the West Indies. It seems to be the determination to seize Hawaii for "war purposes," and the suggestion is advanced that we shall take and hold also the Philippine Islands. This would add another hun-

dred millions or so to our shipping trade. The Philippines are rich and contain a population of about 6,000,000, many of the people, however, being only savages. Their commerce is large, and as a base for the naval and commercial establishments of this country the islands would place us in a commanding position for controlling a great Eastern trade reaching far into the Asiatic continent.

These Pacific possessions would throw us necessarily into the politics of the East, and compel us to maintain a large navy, and possibly to join with England in dominating the Orient.

The prospects, therefore, for our coming out, of our shell of isolation, so to speak, and taking a conspicuous part in the future political and commercial developments of the world, are excellent. Our interests are becoming too world-wide and momentous to permit of our longer keeping aloft from the great "game of nations." It is possibly our manifest "destiny" and we could not hold back if we would! There is more in this war than the freedom of Cuba!

#### REFORM IN CONSULAR SERVICE.

The events of the past year or two indicate very clearly the need of a "school of diplomacy" in this country, or rather for this country. In the preliminaries to the present struggle we have been almost continuously placed on the defensive by the Spanish government and outwitted at several points still fresh in the public mind.

Spain has succeeded in placing us before the great body of foreign opinion as the unreasoning aggressor, bent on war, while she is the innocent victim.

Up to this time we have failed to put the world in possession of the many strong points of our case and more than two-thirds of Europe imagines that we are playing the role of a robber.

In all the European countries the diplomatic corps is a non-partisan, civil service kind of branch of government. The men who are members of the diplomatic staff are trained in all the laws and usages pertaining to their calling. They begin at the bottom and are promoted from time to time until they become familiar with all the niceties of diplomatic intercourse. They know what to do and when and how to do it, under any emergency. They can estimate exactly the meaning and force of diplomatic language and are not deceived by polite nothings. As a rule, they are scholarly and polished men of the world.

Our representatives at home and abroad in the diplomatic and consular service are "green hands," ordinarily. They may be men of ability and force of character, but they go to their post without any special fitness or experience for the work before them. Diplomacy is a science, but our diplomats take hold of it with main strength and awkwardness. Many peaceful triumphs might be won by a trained body of representatives abroad where now we have only politicians, distinguished for nothing save their party service!

The Nation ought to agree to a reform, placing our consular and diplomatic corps under civil service regulations and providing for promotions, thus enabling scholarly young men of the Nation to adopt diplomacy as a profession or career. The school would be experience and the results valuable if our diplomacy were taken out of party politics.

#### GENERAL TRADE SITUATION.

The fact that the war agitation has been a disturbing factor more on account of the general distraction and uncertainty as to its imminence than on account of any forebodings as to eventual effects on business is shown in the revival in most lines dependent upon speculative confidence. Thus it would seem that the period of waiting, with its engrossing interest, has fully discounted the decline to be expected in stocks, and the declaration of hostilities is followed by a decided recovery. At the East and South it was to be expected that the crisis would be attended with the most serious trade disturbance; but, while some lines have suffered, there is reported especial activity in many others and the dissipation of the uncertainty so long prevailing has been followed by the shaping of trade conditions to conform to the new order of things. With these changes there are necessarily excited markets and in some lines heavy price advances. In a less degree the same causes have operated to both stimulate and depress, in different lines, in other parts of the country. The most serious actual disturbance this week is owing to public attention being engaged in the sending out of militia and volunteers in response to the call of the Government.

A natural effect of the beginning of hostilities is the heavy buying of the leading export staples in foreign markets to discount any interruption in export movement. The consequence of this is a heavy advance in wheat and other grains, provisions and a considerable increase in the prices of sugar, coffee and cotton. The demand for ocean freights is unprecedented and rates have risen to nearly double those prevailing a year ago.

A noticeable feature of the situation is the fact that with the settlement of the question of war there is a considerable placing of delayed orders in the iron industry. There is, in fact, a remarkable demand for iron and its products apart from the war orders placed by the Government. Indirectly, it is true, the contract just made for two large merchant ships at a Delaware yard results from Government purchases of the ships they are to replace, and so many more of the same sort are now anticipated, in view of the necessities of transporting lines, that the works may not see the end of such orders until the century has closed, but by far the greater part of the new demand is the fruit of progress in the arts of peace. Thus, the delayed contract for 40,000 tons of rails for a Russian railway, 30,000 for Siberia, has gone to the Maryland Steel Company, and another for 7,000 tons to Peru goes to a central concern, and there are more purchases of products for Europe. The Chicago Postoffice contract has been placed requiring 9,000 tons of steel, and the Harrisburg Capitol contract requiring 2,800, and one for the Government building at Portland, Ore., have gone to Chicago, besides one for 3,700 tons for track elevation there, and unusual orders for car-building and plates, and galvanized wire for fencing. Pittsburg has taken an order for 3,000 tons to build coal docks at Key West, and purchases of 10,000 tons of pig by one pipe manufacturer indicate a growing demand, while others are reported of 40,000 tons of Bessemer at Pittsburg.

The textile situation is perhaps the only one in which there can be said to be real depression, and in this the best

authorities assert that the reports of cancellations have been greatly exaggerated. The true explanation of the difficulty seems to be that improving conditions were too far discounted in the face of the heavy trade supply of last year. In knit goods there is reported unusual activity and the silk industry is said never to have been better. The slightly easier quotations on boots and shoes do not seem to indicate a lessening demand, for the movement in all markets is fully maintained. One of the curious effects of the war excitement is seen in the market for print paper. The unprecedented demand for news of the last few weeks has stimulated newspaper circulation to an enormous extent, with a famine in the white fabric as the result, and prices have been greatly advanced. Many publishers are in a serious dilemma as to the obtaining of supply for current needs.

Bank clearings show an improvement, mainly owing to increased confidence in speculative circles; the amount was \$1,113,000,000. Failures were 224, against 215 last week.

#### POLITICS AS A PROFESSION.

A valued correspondent of the Tradesman points out the unprofitableness of a political career under our American custom of changing our representatives and officials every year or two, and illustrates his conclusion by citing the history of Hon. John Bingham, of Ohio.

This once prominent and able man served sixteen years in Congress and then was appointed Judge Advocate with the rank of Major by President Lincoln. Afterward Lincoln appointed him United States Solicitor for the Court of Claims. Bingham then served twelve years as Minister to Japan. He was recognized as a man of superior capacity and this career, as indicated, was, as things go in politics, an unusually successful one. Yet Mr. Bingham, at the age of 83, is now in such straits that he is glad to accept a pension of \$25 per month!

This is an exceptional case, it is true, but it is only one of many that readily suggest themselves to the reflective mind. Who of us can not recall instances of a practically wasted life that has been devoted to politics, where, after long years of honorable and conspicuous public service, the servant has been dismissed without further hope of preferment, with no other berth in sight and no accumulation of means for successfully meeting the requirements of old age?

Carried away by a thoughtless love of applause and a misdirected ambition, splendid talents and energies are often withdrawn from channels where independence could have been acquired only to be frittered away in the noisy and unsatisfactory whirl of politics.

The young men of the country should not neglect politics and its better forms. Attention to public affairs is a duty and indifference begets bad government. Every good citizen should take an active interest in the selection of first rate men for office and good men should be willing to take office and manifest the proper concern about governmental measures, but politics as a career is dangerous and empty! The same adroitness, tact, ability and energy required to keep a man in office, under the elective system, if devoted to some legitimate field of business enterprise in this business and materialistic age, would win fortune and power a dozen times where they win it once in politics.



# BANKING REFORM.

## Review of the Present and Proposed Systems.

The proposed law provides that with the approval of the Comptroller of the Currency a National bank may issue, without tax, credit notes based on its general assets equal to 60 per cent. of its capital. If it issues more it must pay a tax of 2 per cent. on the excess up to 80 per cent., and on all issues over 80 per cent. and up to its full capitalization it must pay a 6 per cent. tax. This is one of its best provisions and will allow the banks to meet temporary emergencies without the danger of unsafe inflation. Under normal business conditions the untaxed portion, together with the National reserve notes, will more than meet every requirement for credits, while the tax on all issues over the 60 per cent. limit will operate to force the speedy retirement of an excess of credits issued to meet an emergency when the emergency has passed. No bank will circulate taxed notes in the absence of an unusual demand, but when one arises it can be met without violating the law, as the New York banks were compelled to do when they issued clearance certificates as an act of self-preservation during the panic of 1893. The requirement of a monthly statement of outstanding notes from each bank will make it impossible for a bank to avoid the payment of this tax if it exceeds the 60 per cent. limit. Such conditions will give elasticity to our currency, and when business demands more credits they will be forthcoming. The rise and fall of the volume of credits will then be contemporaneous with the rise and fall of the aggregate of exchanges. Our currency system will have a liquid character, now most conspicuous by its absence, owing to the fact that Government bonds are so costly as to remove all profits on issues based on them. At present the banks have to invest \$120 in bonds for the privilege of issuing \$90 in notes and this tends to a minimum of circulation and a rigid, unresponsive system.

The volume of all forms of wealth in exchange determines the amount of money and credits in circulation at a given time, and, so long as the credits are based on actual wealth passing from hand to hand, they accomplish every purpose as well as the cash itself, and are much more convenient. The real strength and usefulness of a credit system are determined by the value of the wealth behind the credit notes and the rapidity with which such wealth can be converted into money. A check on a

bank is just as good as cash for the ordinary transactions of business, if the cash is in the bank to meet it. This is also true of a draft, bill of exchange, mortgage, promissory note, or other evidence of indebtedness, so long as the instrument is backed by some form of real wealth which may be converted into money, if redemption is desired in money. The rapidity with which the wealth can be exchanged for money is an essential factor and this fact makes a bill of exchange covering staple goods a more desirable credit instrument than a real estate mortgage, as the latter generally carries stated and deferred periods for redemption. Bank notes called into circulation by wealth in exchange, issued under careful regulations and made a paramount lien upon the wealth they represent, are the safest, most convenient and most representative forms of credit, for they are convertible into any of the forms of wealth they represent within short periods of time. The present system seems to have been established without regard to the nature of credits.

One of the essentials of a well-developed credit system is stability in the standard of value by which they are gauged. Another is stability of government, through which men are obliged by law to redeem their credits if they have any form of property by which their obligations can be met. When either of these essentials is lacking credits are at a minimum and goods are sold largely for cash. But stability of standard and government will not of itself give a desirable credit system, for, although credits are in the abstract founded on them, the superstructure must be made responsive to the individual transactions, so as to rise and fall with the ebb and flow of exchanges. In other words, the degree of governmental stability may not perceptibly change in a given time, although exchanges may many times alternate from a maximum to a minimum during the same period. This is also true when there is little change in the aggregate of real money in use throughout a given period, if the credit system is on a scientific basis. There never was real money enough in any civilized country at any given time with which to transact the minimum of its exchanges on a cash basis. Credits being the means of effecting the greater part of exchanges, their efficiency is of paramount importance to civilized society.

Under the proposed law the notes of a failed bank are to be met out of the general assets of the bank, supplemented by a bank note guaranty fund, made up

by the contribution, in gold coin, of 5 per cent. of the entire circulation of the banks and deposited with the Issue and Redemption Branch of the Treasury Department. This fund may be replenished, if reduced by the redemption of the notes of failed banks, by calls upon the solvent banks to the extent of 1 per cent. of their circulation during each year, in addition to their original deposit of 5 per cent. This note guaranty fund is more than ample to insure the absolute safety of the credit notes of the banks. It makes each bank the insurer of the circulation of every other bank, and at a cost that will not be felt by them. Our experience during the last thirty years has shown that the assets of failed banks would have been sufficient to take care of their credit notes if they had been supplemented with a tax of 1-60 of 1 per cent. on the average note circulation of all the banks, had there not been a Government bond on deposit. In the light of this experience, what possible objection can be made to a system of banking upon business assets? As a matter of fact, the general business assets of the banks, if made available for meeting their credit notes, would furnish a basis at least fifteen times more valuable than that now furnished by the available Government reserves. Business assets are the basis of the credit note systems of every civilized country but ours. Ours is the only Government that attempts to base credits on Government bonds.

Aside from the rigid nature of a bond basis for credit notes, there are other reasons why we should abandon it for a business asset basis. When we adopted the present system the amount of Government bonds outstanding was large, compared with the aggregate of exchanges, but conditions have changed and the volume of exchanges has been steadily enlarging, while the supply of available bonds has steadily decreased, save only such increase as was caused by the issuance of bonds for gold during the last administration, and that would have been avoided had the proposed law been in operation at that time. A bonded debt is one of the penalties of war, and it is to be hoped we will be spared any large increase from that cause. It is certainly not desirable that our bonded indebtedness increase as fast as the volume of exchanges, but such an increase must be had if we are to avoid contracting the base as we enlarge the superstructure. The fact is that, under normal conditions, we can not continue the bond basis much longer, for there are \$700,000,000 out of a total of \$900,000,000 of our outstanding bonds

maturing and becoming payable during the next nine years. The payment of these obligations would practically obliterate the present basis of credits. This fact of itself will compel serious consideration of another system without delay. The change must come about gradually, but the law should be enacted at once. The best interests of the American people call for the gradual wiping out of our National debt while we go on increasing the volume of business. The first can not be done if we are to accomplish the latter with the present basis of credits continued. To make the necessities of our credit system an excuse for continuing our bonded indebtedness beyond the time when we are prepared to cancel it would be extremely unjustifiable.

As time works a reduction of our pension obligations, our ability to retire our bonds will accelerate, and no unnecessary impediments should be placed in the way of retiring them. The reduction of our public debt must not be made to undermine our credit system, for under a wisely constructed system it would have the opposite effect. A government out of debt is a safer guarantor for the ultimate redemption of credit notes than it can be if carrying a large debt. As bonds become scarcer they carry a higher premium. The higher the premium, the greater will be the tendency to contract the issue of notes based on them. As the business of our country increases, we must either increase our bond issues, contract our credit note issues or abandon the bond basis. Which of the three shall we choose? Common sense answers: Abandon the bond basis for the safer, more elastic and thoroughly rational system of banking upon business assets. This will place the United States banking and currency system in harmony with the best systems in the world of finance. We lead the world in many lines of production, but are half a century behind many of our competitors in the matter of a currency and banking system.

ANDREW FYFE.

Albert Noble, the man who invented dynamite, was an advocate of universal peace and sincerely regretted that its invention should be used to take human life. The monument erected to his memory in Hamburg represents a woman with a mild, but earnest countenance holding aloft a torch, while with her foot she presses down a bestial male companion.

By jingo! We have been forced to war in a cause that is freedom for other people and trouble for us.



EVERY MAN LIKES

# "MR. THOMAS"

The Best Nickel Cigar in the State.

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

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

## Fruits and Produce.

Liked Bogus Maple Sugar Better than the Genuine.

Boston, April 23.—That patrons of one of the largest wholesale and retail grocery houses in New England have been buying spurious maple sugar for years was demonstrated this week by a test made in this city.

For the past six or seven years the chief buyer for this firm had been purchasing several tons of maple sugar from one man, paying a fancy price and retailing it at 22 cents per pound. It was of such exquisite and delicate maple flavor that the patrons of the house preferred waiting for it rather than accept an inferior substitute. Last summer the chief buyer for the house made the acquaintance of a Vermont sugar maker, and as a result this year's consignment of sugar was bought from him at a rather cheaper price. The sugar to be consigned was warranted pure maple sugar, and the buyer had confidence enough in the maker to believe him.

Two weeks ago the sugar arrived and was put on sale. It was somewhat darker than usual, and the head of the firm was the first one to condemn it. His opinion was shared by the customers, apparently, for complaints began to pour in, and finally the buyer was told that the consignment was a failure.

He was naturally wroth, and at once dictated a letter couched in strong terms to the consignor, who replied briefly that in a few days he would be in Boston and would prove that his was genuine maple sugar.

When he arrived, he told the buyer that he would not only prove that his was real maple sugar, but that the other which the firm had previously bought was bogus. He needed a fire and a kettle for "sugaring off" his product, so he and the buyer went to the company's warehouse, where these could be had. The firm had a small sample of maple syrup which one of the members had seen reduced from the actual sap, and this was first taken by the Vermont sugar expert and boiled down to sugar. It had the exact flavor and color of the sugar which the house was unable to sell.

Then the Vermont man called for two pounds of granulated sugar and a sample of the poorest maple syrup they had in stock. A hunt was made through the warehouse, and a condemned lot was found, thick, black as molasses and smoky in flavor. The expert reduced the granulated sugar to syrup, mixed it, half and half, with the black syrup, and "sugared off" again.

The sample of maple sugar he produced was the exact counterpart in color and flavor of the sugar which the house had been selling its customers for seven years at a fancy price as the only genuine and unmistakably pure article.

Another sample was made of brown sugar, and the three were taken to the head of the firm. He sampled each, and at once pronounced the granulated mixture the genuine article. A sugar expert in the wholesale district also had an opportunity to distinguish himself. He did it by picking out the genuine at once. Somebody doubted his ability, and he offered to try again. This time he picked the bogus granulated, and then the brown sugar mixture.

The Vermont sugar man had, however, made his point, and his consignment was pushed at once, although the firm was under the somewhat embarrassing necessity of telling its customers that for several years they had been buying bogus sugar for the real article.

### Necessity of Greater Uniformity in Cranberry Barrels

From the New England Grocer.

At the twenty-eighth annual meeting of the American Cranberry Growers' Association, held in Trenton, N. J., Mr. French said: "We want to adopt some measures to bring about a uniform standard for Cape Cod and New Jersey. The New Jersey law calls for a smaller barrel than the Massachusetts standard,

but some of the large growers have been using barrels of the same size. The Cape Cod crates are more irregular than the Jersey crates."

Mr. Rider said the New Jersey law prescribes a certain size for the crate, but not for the barrel. The Massachusetts law prescribes that the crate shall hold 32 quarts. This accounts for the greater regularity of the New Jersey crates. The original New Jersey Standard Measure law was a good one in this respect: it prescribed exact sizes for both the crate and barrel; but it failed because these sizes proved too large to admit of properly tight packing. An investigation by a committee of retail grocers revealed the fact that the tightly packed New Jersey barrel contained 105 quarts, and the crate 35 quarts. They also discovered that two Cape Cod barrels contained 97 and 99 quarts respectively. This led to the prompt repeal of the New Jersey law and the enactment of the present law, which specifies the size of the crate only, which is 7½x12x22 inches inside measure. While this was thought by some too small, a number of growers have ever since guaranteed this crate to contain 32 quarts, and I have yet to hear of a complaint or claim for shortage. This would seem to establish this size as the correct one for crates.

Now, as to the barrel—there seems to be a general desire to conform to the Massachusetts standard of 100 quarts. In order to determine that the size in use by Mr. Makepeace and the large growers of the Cape was the correct one, a number of tests by a committee of growers were made and measurements were taken. They found the barrels to contain 100 quarts, and the size as follows: Diameter at head, 16 inches; at bilge, 17¾ inches; depth, 26½ inches, inside measure. Without any law, the large New Jersey growers have adopted this size, and the large Cape growers have generally adopted the sizes prescribed for the New Jersey crate. If the Wisconsin Association will now procure the enactment of a law prescribing these cases, with a penalty for anything smaller, we believe that both New Jersey and Massachusetts will follow, and, with the endorsement of and the co-operation of the three associations, I believe the same can be made the law in other states where berries are sold. Having given the matter much thought, I believe this the only practical way to secure a uniform standard throughout the country. This would do away with the repacking business, and both growers and all honest dealers would be benefited.

### California Dried Lima Beans Advancing.

From the Grocery World.

Speculation has taken hold of the California lima bean market and has forced it up fully 10 per pound during the last few weeks. Each week seems to carry the market up a notch further, and at this writing prices are ½c higher than a week ago.

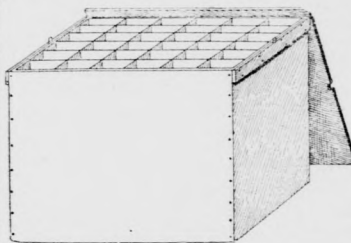
There is every indication that the coming crop of lima beans will be seriously short, on account of the dry weather which has prevailed in California this season. This has caused a portion of the speculation.

Another feature, which will be apt to have a depressing effect on the market, is the fact that considerable lima beans are coming back from Europe. The stocks sent over there on consignment proved too large, and re-exportations have been found necessary. The lima-bean growers who ship their stocks abroad virtually get four months' free storage, besides being able to secure money from the banks on bills of lading. Often they are said to ship lima beans abroad without any very clear idea that they will be sold. All told, some 200,000 bags of lima beans—one-eighth of the entire crop—went abroad this year. If 20,000 bags of this are brought back to the United States it will surely have a depressing effect upon the market, and possibly discount the advance which has already occurred. Lima beans at this writing are ruling at 3c per pound in large quantities.

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PRODUCE COMMISSION MERCHANT.  
36 MARKET ST., DETROIT, MICH.



**WM. SMITH**

Manufacturer of

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

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CARLOTS ONLY.

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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.

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

**ALFRED J. BROWN SEED CO.**

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from the South are now cheap and within reach of everybody.

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

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

We Want Your

**EGGS**

Any Quantity For

**CASH**

**F. O. B. at Your Station**

Also Butter. Quote us Prices.

**Hermann C. Naumann & Co.**

Main Office, 33 Woodbridge St.

Branch Store, 353 Russell St., op. Eastern Market. **Detroit, Michigan**



## GOTHAM GOSSIP.

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

Special Correspondence.

New York April 23—Everything is given over to the one absorbing question of war. From 5,000 to 20,000 men may be seen standing in front of the newspaper offices, watching the changing inscriptions. It is almost as exciting as a professional ball game.

The impression seems to be quite general that it will not be necessary to impose an internal revenue tax on coffee. Be this as it may, business in the coffee market has been fairly satisfactory and from the country has come a volume of orders that has made the week one of far greater activity than its immediate predecessors. No. 7 Rio is firmly held at 7c, with a stock here and afloat of 1,022,251 bags, against 703,025 bags at the same time last year. Mild sorts are firm. Good Cucuta is held at 10½c. East India growths are firm and arrivals are quite liberal—about 50,000 mats having come to hand during the week.

Tea is firm. Sales, while not large in any particular case, aggregate a good round total. Little was done in an invoice way. A thousand packages of Congous changed hands at full value, which constituted the bulk of the transactions.

The war talk has had its effect on the sugar market and the article has "riz." It is said that independent refiners refuse to accept orders for lots of over 100 bbls. There has been a good volume of business, orders coming to hand from every part of the country. All grades have been marked up, the increase being 1-16c. After the advance business seemed as active as before.

The rice market is generally strong. A fair volume of business has been transacted with out-of-town dealers and prices are very firmly adhered to and no concession is made to effect sales. Foreign grades as well as domestic show greater strength, Java selling at 4½@5c. Patna, 5¼@5½c.

There is not much doing in spices, but prices are firm and dealers will do no talking. They do not seem over-anxious to make sales and on the other hand, buyers do not haggle over rates, but pay quoted prices without a murmur. Jobbers report rather a light trade.

The molasses market is firm. Both domestic and foreign are well held and full prices are asked and received. Good to prime New Orleans centrifugal 15@22c; good to prime open-kettle, 27@30c; fancy, 32@33c; Porto Rico, strong at 27@33c. Syrups are quiet, the demand from local dealers being quiet. What trading there is is from exporters.

In canned goods purchases are made for present wants and little is doing in the way of providing future supplies. Prices are practically unchanged and certainly no lower.

Dried fruits are rather quiet, although some large transactions have been reported in prunes. Peaches are firm. California raisins are selling with some freedom but there is still room for improvement. In domestic dried fruits, a little better feeling has developed for evaporated apples and really desirable goods are held from 8¼@9½c.

The butter market is quiet but a confident feeling prevails. Extra Western creamery is worth 18c; firsts, 17@17½c; seconds, 16@16½c; imitation creamery, extras, 16c; firsts, 15@15½c; Western factory, firsts, 14½@15c; seconds, 14@15c.

A moderate volume of business has been done in cheese and neither the home trade nor export demand has been all that might be wished. Exporters are picking up a lot of low-priced stock, say within the range of 7@8c. Fancy full cream, large size, are worth 8¼c; small size, 8¼@9c.

Arrivals of eggs have been rather light, but so has the demand, and the market is steady. Lower rates of freight seem to be anticipated in a day or so, and it is thought that quite large supplies are being held for the same to take

effect. Fancy selected Western eggs are worth 11½c; Western fresh gathered firsts, 11@11¼c.

### A Farmer's Strategy Brings Abundant Returns.

A farmer on the Fort Rice reservation, about ten miles below Bismarck, N. D., on the Missouri River, has a liberal supply of wild geese, both dead and alive, as a result of an experiment upon which he has been pondering for some time, and which worked to his entire satisfaction and greatly to the disadvantage of the geese. The season for the flight of the great Canada geese from the South to their summer haunts in the North has begun, and thousands of the honkers stop at different places along the river en route. The sand bars in the morning are black with the great flocks of geese, and they make short pilgrimages from the bars to the fields of the farmers adjacent to the river for feed. They remain several days in the locality and furnish abundant amusement for sportsmen.

At the farm of the man in question there is a huge sand bar projecting into the river, but so far from the shore that no hunter can steal upon the geese which congregate there near enough to get a shot. Aware of their immunity, large flocks of the birds settle there every morning and sun themselves for several hours, and then migrate to the interior for food.

Having observed the movements of the geese for several days, the farmer resolved to accomplish by strategy what he could not accomplish by stealth, and every morning before the arrival of the birds he distributed about a peck of corn about the bar. Upon the return of the geese this would be speedily devoured, and the process was repeated every morning for several days, greatly to the satisfaction of the geese.

Last Saturday night the farmer came to the city and secured a quart of the best alcohol, which he said would be sufficient to saturate a peck of corn quite thoroughly. He placed the corn in the alcohol over night, so that it was thoroughly soaked, and in the morning at the usual time he spread it over the bar and concealed himself in the brush along the shore of the river and awaited the coming of the geese.

They came as usual, and also as usual ate up the corn. Soon after there was a great disturbance manifest among the feathered denizens of the bar. The alcohol had a swift effect and soon the bar was covered with sprawling, waddling, maudlin geese in all stages of intoxication. Those that had eaten most freely of the doctored corn were speedily affected, and in various ways. Some of them were immediately overpowered and lay helpless in the sand in a sort of drunken stupor. Others attempted to fly and were unable to do so, their wings refusing to perform their usual functions, and the only result of their efforts being an aimless flopping about the bar. Others staggered off like tipsy men and finally succumbed to the influence of the liquor and lay down in the sun in a drunken sleep. A few were able to fly and soared off for a few moments, but the alcohol was too much for them and they were forced to circle back to the bar and settle again on the sand.

After waiting for the liquor to have effect the farmer emerged from his hiding place and approached the drunken birds. They seemed to have lost their usual fear and many of them were inspired with a remarkable pugnacity, flying at him and endeavoring to beat him with their wings. It was a laughable sight and none of the geese realized their danger, but were inspired with all the drunken courage of men in the same situation. The farmer knocked over a number of them with a club and captured as many as were totally stupefied with the liquor, alive, for decoys.

### Cured Him in One Day.

"I cured my husband of finding fault with the coffee."

"How?"

"I let him make it himself one morning."

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.

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Philadelphia, Pa.

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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.



Write or Telephone for Prices.  
Telephone No. 1252.

83 to 97 Sixth Street,  
Grand Rapids.



### Cultivated Ginseng to Become a Factor of Importance.

Geo. Stanton in New York Commercial.

The traffic in American ginseng is an old-established industry dating back to the year 1718, when it was first exported from Canada. The exports from the United States during thirty-nine years, 1858-1896, amounted to 13,738,415 pounds, at a value of \$20,837,160, averaging \$1.52 per pound. The price in New York for the past few years has ranged from \$3 to \$4.50 per pound. The increasing demand and high price have stimulated the hunting to such an extent that the supply of the wild root is fast becoming exhausted. Tons of this root were taken out of Ononaga, N. Y., and adjoining counties 150 years ago. It is rarely found now in paying quantities. The same reports are coming in from all parts of the United States and Canada. It is unfortunate that the American people did not make an earnest effort to develop the cultivation of this valuable plant fifteen years ago, while the wild root could be found to start with.

The writer has endeavored during the past six years to educate the American people to the importance and value of this industry, and I am gratified to note that my efforts are beginning to bear fruit. Ginseng plantations are being started in nearly every state in the Union; quite a number are getting nicely started. Within the next few years cultivated ginseng will become a factor of some importance on the market. After eleven years' practical operations on this line, the writer has attained the following very gratifying results: We have at this time in garden about twenty-four square rods of ground stocked with root, about 100,000 seedling roots in forest nursery, and about 52,000 seed sown last fall in forest to produce plants this spring. My grounds, up to the close of last season, had produced 126 pounds of dry, marketable roots, which sold for \$650, the product of 6½ square rods of ground in eleven years.

As already indicated, the best way to develop ginseng culture is to gather and transplant the fresh wild roots; in this way one soon gets a producing seed in quantity. A few thousand roots put in each season for a few years would soon place the business on a paying basis and furnish a seed crop from which it could be developed quite rapidly. My experience is that ginseng can be cultivated as successfully as other ordinary crops. Of course, we must learn its habits and requirements and meet them.

I have clearly indicated its commercial value. The supply is not equal to the demand and the price always rules high—all conditions favorable to cultivation. Culture develops a quality of root superior to the wild. I sold my cultivated root last season for \$6 a pound, and for \$5.50 the two previous seasons.

### Too Large for One and Too Small for Two.

From the St. Louis Republic.

In the days "before the war" a family of hard-working people lived in a border county of Mississippi. Their home was situated upon the "big road," which led from Alabama northward into Mississippi. They did not keep a tavern, but they often fed the wayfarer.

One Saturday the housewife roasted a large turkey, baked a batch of bread, and made a number of pies. She was ready for her Sunday dinner, and expected to go to church the next day. The services were held a number of miles away.

After 2 o'clock that Saturday afternoon a single horseman appeared. He asked for a dinner, and fed his horse in the ample stable of the farmer. The housekeeper was busy and the man in haste, so she set the turkey before him, thinking that he would not make much of an impression upon it.

The stranger sat down in front of the turkey and set to work. He cut into the breast of one side and ate it all. His appetite was only whetted. He demolished the wing and then cut off the leg. The drumstick disappeared and

the upper joint was stripped. The woman stood aghast. She pattered out to the back porch, where her pies were cooling, and, selecting a tempting apple pie, set it before her guest. He put it to one side, and turned the untouched side of the turkey toward him. He cut off the wing and the leg. The woman saw her Sunday dinner disappear before her eyes.

At length, having exposed all the bones of the large fowl, he attacked the pie and left not a crumb.

The woman sank in a chair near by. She was too much overcome for a moment to speak. Then she said:

"You seem to have enjoyed the turkey. There is not so much left as I expected."

She could say no more. She felt that words were inadequate to the occasion.

The man pushed back his chair, took out his quill toothpick, crossed his legs, and sighed with satisfaction. Then he spoke:

"Well, madam," said he, "a turkey is a very inconvenient bird."

He fell to ruminating. His countenance expressed the benevolence which a good dinner is apt to produce in a man.

The woman waited for him to explain, but he was silent. Then she said:

"Why is the turkey inconvenient?"

"Well, madam, it is a little too much for one and not quite enough for two," replied her guest.

The woman faintly.

### April in American History.

The battle of Lexington, in the Revolutionary War, where was fired the shot heard round the world, was fought on April 19, 1775. The battle of San Jacinto, Tex., in which the American forces under Gen. Houston defeated the Mexicans under Santa Anna, was fought on April 21, 1836. Lee closed the civil war by his surrender at Appomattox on April 9, 1865.

April has been, indeed, most important in American history. On April 25, 1846, the first engagement of the Mexican war was fought; on April 12, 1861, Sumter was fired on; on April 15, 1861, Lincoln's first call for troops was published, and on April 14, 1865, Lincoln was assassinated. Nor does this list exhaust the number of national anniversaries occurring in the month of April. It was on April 24, 1862, that Farragut's fleet made the famous passage of Forts Jackson and St. Philip, and it was on April 16, 1863, that Admiral Porter ran the blockade of the Confederate batteries at Vicksburg. It was on April 2, 1865, that Richmond was evacuated by the Southern troops, and it was on April 11, 1865, that Montgomery, the subsequent capital of the Confederate Government, was evacuated. The attack of the Sixth Massachusetts Regiment, passing through Baltimore, occurred on April 19, 1861, and Johnston's army surrendered to Sherman, after the March to the Sea, on April 26, 1865. Ulysses S. Grant was born in April; the battle of Fort Pillow was fought in April; Farragut captured New Orleans in April, and Thomas Jefferson, Benjamin Franklin, Edward Everett, Washington Irving, and James Monroe, whose enunciation of the Monroe doctrine has made him distinguished among American Presidents, were born in that month. There are many reasons for believing that the month of April, 1898, will not pass without some substantial addition to the number of memorable events in the history of the United States.

One reason, perhaps, for the prominence of April in the historical record of the United States is the fact that it marks the beginning of the spring season, when, among countries within the temperate zone, hostilities, relaxed during the months of winter, are resumed. April, in the meteorological history of the United States, although a month of variable weather, with frequent showers and much uncertainty, is never intensely cold nor intolerably warm. It is a month especially suitable, it would seem, for military operations, for long marches, for manoeuvring, and for the transportation of supplies and munitions.

# 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

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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.

# WANTED

To represent a first-class Roller and Rye Flour Mills in our market, or will buy the same on the basis of cash.

Detroit Commission & Manufacturing Co.,

27 Farmer Street, Detroit, Mich.

### Butter, Eggs, Potatoes

We are in the market for the above.

N. WOHLFELDER & CO.

WHOLESALE COMMISSION MERCHANTS

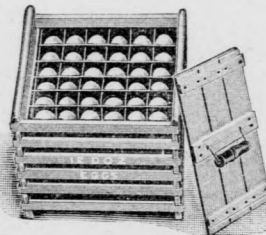
399-401-403 High St., E., Detroit.

## C. N. Rapp & Co., Commission Merchants

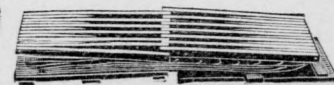
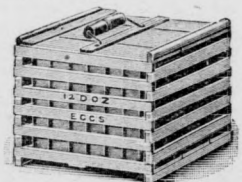
56 West Market St., Buffalo, N. Y.

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.

### The "Humpty Dumpty"



Folding  
Egg  
Crate



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

Pat. Feb. 20, '94.

CUMMER MFG. CO., Cadillac, Mich.



### How a Love of Cats Killed a Grocery Business.

Stroller in Grocery World.

It is astonishing, when you think of it, what apparently insignificant things often swamp us. It is a fact that the business failures which are caused by some great and sudden calamity are the few, while those caused by a slow and steady undercurrent of small shortcomings are the many. I knew a grocer once who was ruined simply by keeping pet animals in his store and giving them the free run of the place. Seems like a little thing, doesn't it? That was the cause, I'm positive, because in other things the man was a good business man, and he did a good trade in a good neighborhood. My friend, the grocer, whose first name was Andy, and who mostly went by that name, was a young fellow of a taciturn nature. He had no very close human friends, so he pinned his affection on dumb animals, and a man with a greater passion for beasts I never saw. He had a whole army of cats and dogs and two or three parrots. He lived over and behind the store and he gave his pets carte blanche to go wherever and do whatever they would. Consequently, they were mostly in the store.

Andy was absolutely devoid of any sense of delicacy where animals were concerned. He thought they were as clean as human beings. He thought nothing of mauling a nasty cat around and then going and handling cheese or cakes. He would just as soon eat after a cat; why should anybody else hesitate? He did these things so often, in fact, that people, especially ladies, began to avoid the store. Who wants cats and cheese mixed? But Andy didn't seem to notice it or, if he did, he was perfectly indifferent. I'll wager he'd rather fondle his cats and let the tiresome trade go.

Those parrots got to be perfect nuisances. Andy had put up a lot of supports on the ceiling of his store to hang things on, and these parrots would roost there all day. As they weren't always particular to see what they were roosting over, there were occasions when these parrots wouldn't seem exactly cute. Andy wasn't asleep; he realized that his birds were not the cleanest things to have around, but he simply didn't care or didn't seem to. You can recognize the effect such things would have upon a fastidious lady customer. Can you imagine one enduring such at thing the second time or coming to the store again? I will say, to Andy's credit, that he often tried to drive his parrots from over the counter, but they wouldn't go and, rather than hurt their feelings by using violence, he let them stay. Incidentally, you can't ignore the presence of a good, healthy parrot roosting in one place all day.

As the summer season approached, Andy's cats and dogs got to be the greatest pests on earth. Both these animals shed their hair as the weather gets warm, and they shed it by the bagful around the store. Cat hair and dog hair mingled here and there in everything and it was impossible for a customer to come in the place without getting some of it somewhere. One of the cats had a penchant for lying on the top of a bag of prunes and she couldn't be driven away except by force, which Andy would rather sell his store than use.

But a bag of moist prunes and a hair-shedding cat together, and the result will be prunes with full beards. I know personally that Andy got complaint after complaint from the people he sold those prunes to and who used to find little reminders of his cat in their sauce dishes. He got so he didn't try to sell those prunes any more, and, of course, they were a total loss.

The only one of Andy's animal vagaries I witnessed personally, although I had heard a good deal about them, occurred one day when I had been going to the store about six months off and on. I was in the place one day when Andy had one of his dogs in his arms. The beast had been drooling for several days and Andy was very

much exercised over the belief that he had a sore mouth. At the time I speak of he was fishing in the dog's mouth with his fingers, trying to locate the sore. It wasn't a very appetizing thing to see, and I should think a less appetizing thing to do; still, Andy did it, right enough. Incidentally, the dog didn't have the kindness to suspend his drooling while the investigations were in progress. While he was fishing away there for the sore a lady came in and she could very well see what Andy was doing. I think if it had been I, I would have turned around and gone out again, but she was braver and asked for a pound of water crackers.

Andy didn't like being disturbed. He was having a good time slipping and sliding around in his dog's mouth and the finding of that sore and the treating of it would have been more real pleasure to him than the selling of a hundred pounds of crackers. But he got up and may I be jiggered if he didn't go straight to the cracker barrel, merely giving his hands a cursory wipe on his apron.

The lady looked on in disgusted amazement.

"You needn't mind about those today, if you please," she finally said and went out. Andy never said a word, although he was a customer less, but went back to his investigations again.

This will give you a good idea of what I mean when I say that Andy lacked all delicacy regarding animals. He would let his dogs entertain their friends right in his store, getting under everybody's feet and becoming the most outrageous nuisances to customers, without seeming to see what a fool he was. Anybody who knows anything at all about dogs knows that you don't want to entertain a horde of them in a public place.

I haven't been in Andy's town for two years, but a personal correspondent of whom I enquired about him wrote me just the other day that he had sold out his business and left town. The correspondent added that clean people got so they wouldn't go near his store.

#### Telephones for Two Languages.

From the Milwaukee Telephone.

J. G. Nolen, who is an old-timer in the electrical construction business, tells a story on 'Val' Blatz, the millionaire brewer of Milwaukee.

"Our company had had some correspondence with Mr. Blatz regarding the putting in of a telephone plant in his big brewery establishment and I was sent up to try to close a deal.

"I took a couple of our 'phones with me in order to make a practical demonstration should one be required, and I went with the intention of making a sale.

"I got to talking with Mr. Blatz and showed him the advantage of putting in our intercommunicative system throughout his establishment. He listened attentively and finally said:

"Yes, that is all so; very true. But," and he spoke with the conviction of one who was putting a poser, "but my men down in the malthouse and the warehouses and cold storage are all Dutchmen.

"I, myself, although a German and a graduate of Leipsic and Heidelberg, can speak English, but what would your telephones be to my Dutch workmen, who can not talk English at all?"

"Well, I saw how the land lay. Old Val could not get it through his head that the telephone would transmit anything but the language of America. I was bound to make the deal, as I said before, so I remarked to Mr. Blatz:

"I can put on some German receivers if you so desire. I have some with me."

"I connected up the 'phones, made a show of changing the receivers, and in half an hour Mr. Blatz was talking to one of his Dutchmen down in the malthouse. He was delighted.

"You may put them in," he said, "and I shall want one German one in the malthouse, one German one in each warehouse, English ones in my office and the business office and a German one in the cold storage house."

"We closed the deal and Mr. Blatz was glad to pay \$2 extra for each German enunciation we put in. When the 'phones were shipped from the factory I had them labelled German and English, respectively, and the big brewer was perfectly satisfied.

"It was five years before I saw Mr. Blatz again," concluded Mr. Nolen. "He recognized me at once, and said with a hearty German laugh: 'You are the accommodating gentleman who put in the German and English telephones for me. Well, you are a good one.'"

The man who confesses his ignorance is on the road to wisdom.

IRWIN S. SCRIMGER, DETROIT

ESTABLISHED 1892.

F. H. PEASE, YPSILANTI, MICH.

## IRWIN S. SCRIMGER & CO.

WHOLESALE COMMISSION MERCHANTS

PRODUCE, BUTTER AND EGGS. SOUTHERN FRUITS OF ALL KINDS A SPECIALTY.

#### REFERENCES:

City Savings Bank. Bradstreet's & Dun's Commercial Agencies.

43-45 West Woodbridge Street,

Detroit, 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

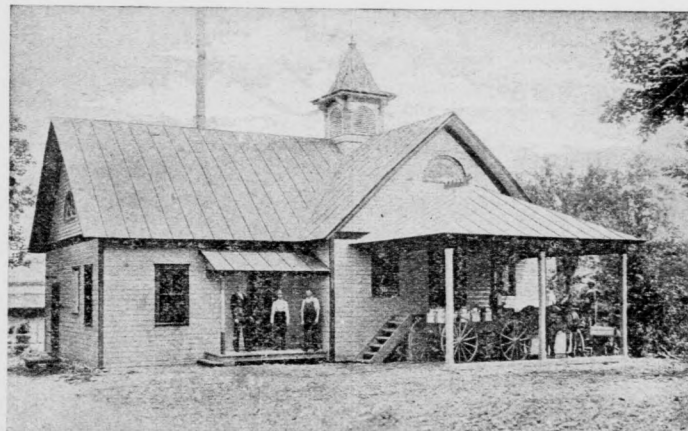
Will please your customers and make you money.  
Popular prices prevail. Ask for quotations.

## F. J. DETTENTHALER,

117-119 MONROE STREET, GRAND RAPIDS, MICH.

## 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.



## Shoes and Leather

### Limitation of Shoes Impossible.

The convenient branch of our highly civilized Government which enacts for us laws, either for beneficent or selfish purposes, is continually appealed to in the hope that it may furnish us with facile means to set in motion some new enterprise, or to clog the wheels of some pernicious one that appears to forbode damage to human interests—as we view it. Leaving out entirely the great field of leveling reform in which the ever-busy bees of communism are working with unprofitable energy and often honest devotion, we may, nevertheless, find ripe minds among deep thinkers to-day, theorizing upon the great problem of advancing the interests of the masses by checking the too-soaring progress of the few who are gathering, as a snowball gathers in its simple act of rolling, the most of the desirable things in their way.

Among these so-called reforms is a recent one looking seriously toward the limitation of wealth. It is a curious problem, anyway. Most persons don't have any trouble about this matter, because circumstances manage to limit their wealth for them; and those who become a little bloated with this world's goods don't seem to chafe at the burden, so it is doubtful whether all the legislators in the land, urged on by the indefatigable lobbyists and reformers, could fix a boundary line which money-getters would not be able to break through. Wealth, even in moderation, is a giant.

"And who shall place  
A limit to the giant's unchained strength,  
Or curb his swiftness in the forward race?"

Somebody has suggested, in view of the enormous production and confusing variety, a limitation of shoes. This revolutionary movement was to be inaugurated by means of shoe congresses composed of the manufacturers, who were to peacefully bring about the result by deciding, unanimously, of course, on only one style of last to last a season at least; whereas, at present, so rapid is the succession of styles, and so closely do they tread on one another's heels, that, other things being equal, the leaders are tripped by their followers, and go down in the accumulating heap of last month's styles. It will be a new era, indeed, if not a forerunner of the millennium, when our army of competitive manufacturers agree, unanimously, to follow one line of last for an entire season, and to refrain from the indulgence of that greatest (after profit) of the producer's joys, the creation and dissemination of novelties in models with which to catch the public eye and foot.

There is scarcely a manufacturer who will consent to any limitations in styles by himself. Of course, he will not object to such a movement on the part of his competitors, because the more they limit the more opportunity it will afford him for successful expansion, and he will be swift to avail himself of it. Popular tastes have been so sharpened by the modern profusion and variety in footwear that shoe wearers are now constantly on the watch for new things, just as the pampered gourmand is ever on the alert for new and savory dishes.

The public, then, can not be depended upon as allies to the promoters of limitation in shoes, even in the matter of variety and frequent changes. The bewildered retailer would, very likely,

drop in his vote for the measure if he were eligible. But he has no voice in the matter. He must go on wearying himself with the mental task of discriminating, to the best of his fallible judgment, between the multitude of styles, in order to have on hand what his customers demand, and yet avoiding the risk of taking too great chances in any one new thing until it has been well tested.

The question seems to narrow itself down to the will of the shoe-wearing public. The producer and the consumer must settle it between themselves. The manufacturer is in business for profit, and he is not going to limit shoe wearers in their demands for his products if he has to get a new style every month to please his patrons. And as shoes under our modern methods, in the hands of skillful designers, are capable of as many slight but distinct changes as are letters in their combinations, the possibilities are almost limitless for changes in styles in footwear.

Meanwhile the minor limiters are not idle. But these are mostly engaged in petty crusades against some particularly offensive style, as they view it. There was a Presbyterian Assembly out in Indiana which took cognizance of the toothpick shoe unfavorably. At least, one of the good brethren said he regarded this type of graceful footwear as a sort of moral stumbling block to the fair members of the congregation, as it tended to discourage contributions to missions and other good causes! Now there is nothing sound in this argument, because a toothpick toe doesn't cost any more than a Piccadilly or a square one. It only goes to prove that the objector in this case was lamentably ignorant on the subject of shoes and toes. This was a mild step toward limitation in styles, and may show that the tendency toward luxuriousness and profusion in shoes is a modern weakness which the church seeks to remove.

But the peaked toe is not a new thing in footwear. It is said to have originated in India, and, by a natural orthographical, but an unnatural geographical, transmission, to have brought up in Indiana, where its presence was resented by a native pastor in the Presbyterian Assembly. The church, centuries ago, saw fit to frown upon it and to openly anathematize it; and yet the peaked toe was not limited; or if it was temporarily driven into seclusion, it again showed its saucy front even more pointedly because of its persecution.

There are broad-minded and courageous retailers, however, who are not intimidated by the growing multiplicity of styles, and who make no sign of disapproval. When a certain fashion gets a little antiquated, say six months or so in the rear of the procession, they are disposed of at a reduced price to make room for their "betters," so called; just as eggs that have lost their pristine freshness are no longer labeled "strictly fresh," and are sold at tempting prices to the inexperienced or unwary housekeeper or to the ultra thrifty customer.

Our ancestors, too, those strict old Puritans, essayed to limit the footwear of our grandmothers. This was done less through the curtailing of quantity than of vain splendor in shoes. The annoying sumptuary laws aimed at personal adornment were as irksome and disagreeable to those worthy people as an actual limitation in the number of our shoes would now be to us, and to which we would not submit.

Not to speak of the sturdy young fel-

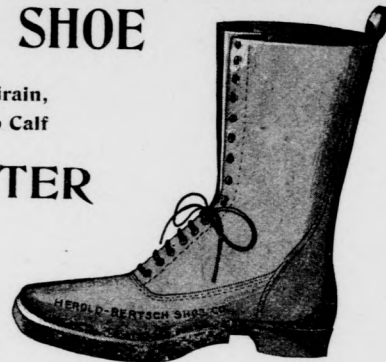
## OUR RIVER SHOE

We carry it in Oil Grain,  
Bengal or Kangaroo Calf

### NONE BETTER

Buy ours and . . .

. . . Increase your Business



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



Keep your eye open for NEW FALL LINE of Men's, Women's  
and Children's

## FINE SHOES

Salesmen now on the road and will call soon, in plenty of time  
for Fall Orders or for sorting up of summer trade.

Michigan Shoe Company,

81-83 Jefferson Ave.,  
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## Rindge, Kalmbach, Logie & Co.

Successors to

Rindge, Kalmbach & Co.,

Manufacturers  
. . . And Jobbers of

## BOOTS AND SHOES

Our Spring Lines are Complete.  
Your Business Solicited.

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



BABIES' SOFT SOLES

—IN—

VESTING TOPS

Make every mother's heart glad.

We have them in Black and Tan, Lace  
or Button; sizes 1 to 4.

**\$4.50**

TAKEN IN PREFERENCE TO HOT CAKES

## HIRTH, KRAUSE & Co.

HEADQUARTERS FOR CHILDREN'S  
FOOTWEAR

Grand Rapids, Mich.



low who insists upon his whole gamut of changes in athletic shoes for various games and pastimes; not to mention the placid dude whose peevisness would be provoked if he were deprived of his dancing pumps, his set of dainty walking shoes, his boudoir slippers and his gorgeous outing things—not to dwell upon the masculine side of this important subject, there is the modern woman, who will not be limited in anything pertaining to dress, especially in footwear, which has come to take its place, deservedly, as the highest thing, under foot, that contributes to feminine personal adornment. Her tennis shoes, her bicycle boots, her variety of street shoes, her outing shoes, her dainty house shoes and slippers and all the rest, these have now become almost part of herself and she could spare none of them. She would in fact rather be moderately limited in the matter of gloves or ice cream than be stinted in the number and variety of her shoes. It will never do to limit shoes. It is too late.

There is a good hygienic reason, too, in favor of the non-limitation of footwear too well known by every thoughtful shoe wearer to be discussed here. And yet this reason alone ought to plead powerfully in favor of many changes. Supposing that the feet of most people are now no longer used as suffering shoe stretchers, then the more shoes to each person the better. So it has been pretty conclusively shown that limitation in shoes, even if possible, would be injudicious. The popular verdict is against it. People now have not only abundance of shoes to wear, but some have shoes to burn. In fact, the only limit placed upon them by wearers is the purse limit, and even this is ready to stretch a point or two when new temptations in the very latest thing out are presented to their admiring gaze. "Unlimited footwear, in numbers, quality and splendor," say the people. And the producer exclaims, heartily, "Amen!"—E. A. Boyden in Boots and Shoes.

#### How Did the Retailer Feel?

From the Carpet Trade Review.

A funny thing happened at Grand Rapids not long ago. A prominent citizen in one of the minor towns of an adjoining state had built a handsome residence, and having properly mortgaged and otherwise decorated it, proceeded to look out for furniture.

"You," he said to the local dealer, "do not carry the goods I want. Can't I buy them at wholesale? Give me one of your business cards. I'll be the 'Co.' in your firm and you will get credit in Grand Rapids for my purchases."

"All right," said the dealer, who gave him the cards and the addresses of several manufacturers, to each of whom he immediately wrote that Mr. So-and-So, accompanied by his wife, would be in Grand Rapids shortly, representing himself to be a member of his firm. "He is not so," he added. "Please protect me, as I want to make a profit on the goods."

Mr. and Mrs. So-and-So, on reaching the market, stumbled into a house which was not on the dealer's list. They found what they wanted, and the firm, having found the country dealer rated well by Dun & Co., sold the 'Co.' \$800 worth of goods.

Ever since the local dealer has been kicking himself, while the prominent citizen has no idea of the amount of money he saved by buying where he did.

#### Heard in the Gallery.

Customer—"Do you suppose you can take a good picture of me?"

Photographer—"I shall have to answer you in the negative, sir."

#### The New Boy in the Bostwick Grocery.

Written for the TRADESMAN.

When it was finally fixed that Will Morris was going to give up his place, it became a serious question who should be his successor. When Mr. Bostwick called Lawrence Means into the office and asked him if he thought there was any likelihood of his being able to step into Morris' shoes in a month or so, and Lawrence thought there was, one question was settled. But one involving much more annoyance at once presented itself. The line of clerks would all be moved up a peg by putting Means in the office, but there was the vacancy at the end of the line, and then there would be a lot of testing and discharging until the right boy should be found.

In a moment of something like dejection he bailed me as I was going by his establishment and I sauntered in to hear what he had to say.

"I hate to bother you about such things, and it's just barely possible that you won't have to be bothered at all. Do you happen to know of a big stout-fisted boy of eighteen or thereabout who has a head on him and something in it resembling brains, who will come into the store and go to work? I want him to begin on the lowest round of the ladder, with nothing but a broomstick to climb with. I want him to know that there isn't a 'soft snap' in the house for him to fall into, and that he'll be expected to work like the Old Nick from morning until night. I want him to have a fair amount of schooling, and I want him to be a decent fellow to have around. Now do you happen to know that sort of human being?"

"Why don't you advertise?"

"Advertise be hanged! I've gone through with that too often; and don't for goodness' sake ask me to go through with that racket you quill-drivers are so fond of—about taking the boy that shuts the door after him quietly when he leaves the office; or picks up a pin that he sees on the carpet; or takes off his hat and stands respectfully before you and says, 'Yes, sir,' or 'No, sir,' when he is addressed. I don't want to go through with any of that nonsense. I don't care whether his mother is a widow and he is her only support, or whether she is a washerwoman and is supporting him. I want the sort of fellow I've told you of. You shied my question and I'll ask you again: Do you happen to know that sort of human being—yes or no?"

"Yes."

"Who is he?"

"A boy eighteen years old named Jack McIntosh. I've a notion he wants just such a place. What are you willing to give him?"

"Oh, along at first, until I see what kind of a boy he is and how he takes hold, I guess \$3 a week will be about all he's worth."

"Well, unfortunately for you, I don't happen to know any half-dollar-a-day boy. You won't get Jack McIntosh for any such price as that, I can tell you. To be out and out honest with you, I don't feel especially flattered, after I've told you what I have, to have you conclude to look over the goods and, if you find that they are what I've represented them to be, you'll take 'em. Now, if you want this boy, and will give him a dollar a day for a month of good solid service, all right, I'll send him over. If he isn't worth that he isn't worth anything and I don't want him to come."

"How do you know what he's good for or what he's worth?"

"If you thought I didn't know, why did you ask me? You store-keepers are a fine lot. You growl at and find fault with your help and think it about kills you to break a new man in, without ever once thinking what torment the man has to go through with by the same process. You rather give all the way from five dollars up to a hundred than have a new man come into the store—that's what you say; and then when I give you just the man you need you offer him 50 cents! I'll tell you what you do: Advertise for a boy, and throw down the broom or 'any old thing,' and the applicant who picks it up and asks you where he shall hang it up will be the good little boy who will take your job for 50 cents a day and earn a dollar and a half! When you grocers get down to what you call business, you can't bear the thought of letting a nickel slip through your fingers. Just make an exception in this boy's favor. Give him a dollar a day for a week, and if he doesn't earn it ship him and I'll pay you the six dollars."

"You know I wouldn't make such a bargain as that. I should like to know, though, how you came to be acquainted with a boy of that description that you can swear by?"

"That's easy; I'll tell you: The boy's teacher told me. For two years or so he has taken it upon him to look out for himself, and he's doing it in good shape. He carries papers, for one thing. He's always looking out for a job, gets it, and the men he works for keep for him other work they may have. Better than all, his teacher tells me he's at the head of his class, a fact which shows that the boy isn't a fool. It seems

to me, so far as I have any means of judging, that you'd have a boy in Jack that would soon be pushing up the line; and, while I think everything of Morris, I'm convinced, with the training Jack will get at the foot of the business ladder, he will be ready, one of these bright days, to step into the shoes Will will leave in the office for somebody to step into. You think I may send the boy around to you?"

"Tell him to come in the morning."

"Why not send for him now and let him go to work in the morning?"

And the next morning, when the man came to open the door he found Jack waiting to go to work.

RICHARD MALCOLM STRONG.

If a man were able to do just as he pleased all the time, he would complain because he couldn't do something else.

## We have . .

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

GEO. H. REEDER & CO.,  
19 S. Ionia St., Grand Rapids, Mich.

## Michigan Bark & Lumber Co.,

527 and 528  
Widdicomb Building,  
Grand Rapids, Mich.

C. U. CLARK,  
President.  
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Sell us your Bark for Cash  
We aim to please. Correspondence solicited.



# Grand Rapids

## LUMBER

## BARK

## COMPANY

413 421  
MICH. TRUST  
BUILDING

WARHELPS President  
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GRAND RAPIDS, MICH.

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



## Woman's World

### Some Objections to Marrying a Poor Man.

She has been a brilliant and conspicuous figure in society for the past two seasons, and the other day she slipped around in the quiet dusk to tell me that she was going to be married.

"After all," she said with something that was between a laugh and a sob, "after all, I am not making what the world calls a brilliant match. I am marrying a man who has his fortune still to make, and the most I can say for mother is that she is reconciled. She isn't jubilant like she was when Sallie married Colonel Croesus or when Mary married Jack Bonton. Poor mother! I am awfully sorry for her and it almost broke my heart to disappoint her so, but what was I to do? There was Jim and we were in love with each other, and bread and cheese and kisses seemed better to me with him than truffles and champagne with anybody else. But you haven't any idea what I went through with trying to make mother see it in any other light than a case of premeditated suicide.

"I didn't blame her. It was just her love for me and her mistaken idea of trying to save me from every hardship. I suppose it's inevitable, perhaps, that a time should come to us all when the luxuries of life outweigh its sentiments—kind of a you'll-be-romantic-a-very-little-while, but you can be comfortable a long-long-time feeling, eh? Only, you know, it hasn't come to me yet, and we couldn't see things from the same point of view.

"Did you ever think," the girl went on, with her voice a little unsteady, "that sometimes mother love can be the cruellest thing in the world? It isn't often that it is a vulgar love of money for money's sake that makes a woman want to see her daughter marry a rich man. She wants to shield her from work, from privations, from worry and cares, and she forgets how many things money won't buy. If our mothers could have their way, they would put us all in nice, soft, satin-lined boxes, and pat us on the head and say: 'There, there, dear, you are so nice and comfortable. You have everything a reasonable woman can want. Now, just keep still and be good. Oh, of course you feel a bit smothered and you want to get out and stretch your wings and take your part in life; but you will get over that feeling after a while, and if you went out in the world, you might get hurt. Believe me, there is nothing like a satin-lined box for comfort, and thank heaven that it gave you a mother who didn't let you have your own way, but insisted on seeing that you were properly provided for.'

"Of course, you may say that no one can make a girl marry any one but the one whom she prefers, and that the good old days are past when a daughter could be locked up in her room and fed on bread and water until she was in a proper frame of mind to accept the suitor her parents had selected for her. Nobody would dream of doing anything of that kind now, but there are moral thumbscrews that are just as agonizingly effective as the physical ones ever were, and it takes a deal of courage and a backbone like a telephone post to brace up a girl who goes against her family when she marries.

"Take the case of the girl whose people belong to a good family, but are not

well off in this world's goods. They have made sacrifices to educate her and dress her so she can go in society. She knows of all the pinching economies hidden from the public. She remembers how often her mother's standby black silk has been made over in order that she may have fresh taffetas for gowns. She knows how many luxuries her father has done without to buy her satin slippers for parties. I know it is the fashion to speak of society girls as heartless wretches who keep their fathers on the rack to pay their bills, but it is not true. Often and often it is none of the girl's doing. She would far rather live simpler and not attempt to keep the pace of the rich and fashionable, but her mother is ambitious. Perhaps the girl is pretty or clever or has some charm that makes her sought after. Nobody puts it into words, but she knows as well as she knows anything that she is expected to marry rich and that only by doing so can she repay the family for what they have sacrificed for her.

"Don't think that it is easy for a girl like that to marry a poor man, no matter how much she loves him. She sees her mother's face with the tired, worn look that struggling and striving have traced there; she looks at her father's bent shoulders; perhaps she has younger sisters that would benefit by her making a brilliant match—sympathy, gratitude, her duty to others, are all urged on her, openly or tacitly, and she knows that if she goes her own way and makes her own choice she is cruelly adding another sorrow to burdens that were already crushing before. And the strange part of all this is that it is nothing but ill-judged love that makes the mother urge her on. She would die for the girl, but the more she has struggled and been denied, the more she is determined that her daughter shall have all the physical comforts that money can buy. If there is anything beyond or above that she shuts her eyes and will not look at it.

"One could better understand a mother's desire for her daughter to marry rich if rich people were invariably happy, or to make a brilliant match if brilliant matches always turned out brilliantly. But they don't. We have all known of brilliant marriages, the splendor of whose details was telegraphed all over the country, and whose sequel was a broken-hearted woman coming back to her own people after a few years of intolerable misery. We have seen young girls arrayed in bridal white walk up the church aisle with men old enough to be their fathers, and heard the whispered comments of how lucky Lucy Poorgirl was to catch that rich railroad president and how well her mother had managed for her daughters; and, later on, we all sat in judgment on the poor girl, when her heart, rebelling against its fate, strayed across the borderland of conventionality and found its own mate. We have every one of us seen riches take wings, and the girl whose wedding was celebrated with a pomp befitting royalty almost taking in sewing to support herself and her children. One wonders if the mothers who are so anxious for their daughters to make fine matches never think of these things.

"Of course, I am not advocating a girl being left perfectly free and untrammelled in making her selection of a husband. Any mother is justified in doing anything she can to prevent a girl throwing herself away on a man who is

idle or dissipated or worthless. Any girl with a grain of sense in her head knows that the man who has never supported himself isn't going to be able to support her, and that kind of grinding poverty would kill the most robust case of sentiment that ever lived. If a man won't keep from drink for his own self-respect and manhood, he isn't going to do it for any woman who ever lived, and the quicker she listens to reason and lets him go the better for her. That is the poverty and hard times that has no hope to gild its horizon and no self-respect to make its present endurable.

"But there is another kind," and the society girl's face grew rosy red and soft and tender as a June rose, "where a man has youth and health and ability and has already gotten a foothold in the world. He is still poor. With the best of luck, of hard work and self-denial, it will be many years before he will be able to afford his wife many luxuries, but a mother ought to think a long time, and be very sure, before she tries to keep her daughter from saying 'yes' to him. Somehow that always seems to me the great American romance, and I never see a prosperous middle-aged American couple together, and note the man's fondness for his wife and his admiration for her and his reliance on her judgment, without thinking that it is the very flower and perfume of our hard-working commercial life. They have worked together and struggled together and had the same ideals and interests and hopes and plans and have grown into a oneness that people never know who have only always been rich and prosperous.

"That was the way my mother and father married," said the girl with a smile, "and I reminded mother of it in one of our arguments."

"And what did she say?" I enquired. "She said I needn't think I could hope to marry such a man as my father is," returned the girl. "And then I knew that she is romantic still."

DOROTHY DIX.

### Our Duty to Our Neighbor.

When women think of doing good to their fellows they think at once of the lame, the halt and the blind, and these are the objects of their benefactions. They seldom or never remember how many people there are—who wear silk-lined gowns and fare sumptuously every day—who are every whit as much in need of their good offices as the beggar at the gate. Dives has gone away many a time starving for the bread of sympathy, and no one cast him so much as a crumb from their tables.

Prominently in this great question of our duty to our neighbors comes up that little-considered question of our duty to the strange woman within the gates of our city. Not alone the working woman, not she chiefly, indeed, for she is too busy to be lonesome, but the well-

to-do woman whose lot is suddenly cast amongst us, and who has no friends or acquaintances, or even letters of introduction to pave her way into some sort of companionship. She is often a woman who in her old home has been a leader in church work, has belonged to clubs, has occupied a good position and been of consequence. Oftenest, perhaps, she is a bride—some girl from a little town or the country, who has been admired, and has been called "Mamie" or "Sallie" by half the community. Her husband may be a stranger, too, knowing no one but the men he meets in business, and then, indeed, her lot is pitiable.

Women who have always lived in the same city, who have friends and relatives and old associations, can have no realization of the loneliness of the woman who goes, a perfect stranger, to a strange city. Sometimes for weeks and weeks no woman will darken her doors, no woman's voice speak to her, except such as she has dealings with in the shops. If she were stranded on a barren and desert isle the very savages could scarcely be less inhospitable.

Not long ago a charming young woman, who came to town as a bride was relating her experiences. "I knew absolutely no one," she said, "and Jack, who had only been here a couple of years, knew only a few men. They called and then reigned isolation. I sat for days in my pretty new house as absolutely alone as if I were the only woman in the world. I had always heard that the church was a good place to get acquainted, but if there's anything more freezing than the perfunctory and professional way the preacher and the visiting committee can visit you, it must be located up about the Klondike. Then after a bit I came to know a woman or two—real nice women, in my own class, you know—and I'm sure if they could have known how I almost prayed they would come to see me it would have touched a heart of stone. I used to often think they wouldn't turn a beggar away hungry from their gates, yet I was starving for companionship. It taught me one lesson, though. Whenever now I meet a woman who says she has just moved to town and doesn't know anybody, I go and call on her the next day. I don't go in much for missionary work, but there's feeling in my visits. I have been all along there, and I know how it is."

### Losing No Time.

"I have heard a good deal about people who borrow trouble, but I think my wife is a champion in that line."

"Why, I thought she was always cheerful and contented with her lot."

"She was until our baby was born six weeks ago. Now she is worrying because he may marry some girl that we may not like."

If it is true that clothes make the man, some men ought to change their clothes.

## 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



# HEAVENRICH BROS. ARE CLOSING OUT

the following lines **for immediate delivery**



450 Men's wool cheviot suits, black, blue and nobby checks, satin piped, Italian lined.

At - - - - - **3.<sup>75</sup>**

370 fine wool cassimere suits, all the latest novelties in patterns.

At - - - - - **4.<sup>75</sup>**

A line of finest novelties in checks, stripes and plain effects in all wool cassimeres and worsteds, at

**6.<sup>50</sup>**

Single and double breasted serge suits, with and without silk facings

At - - - - - **7.50 to 10.00**



## BIKE SUITS

A large variety, \$2.75 up  
Extra Golf Pants, \$1.25 up

Crash Suits, Good quality - - - - -

At - - - - - **2.<sup>25</sup>**

Best Linen at \$3.50.

SEND FOR  
SAMPLES

## HEAVENRICH BROS.

111 and 113 Jefferson Ave., Detroit



## 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.

### Drug Store Wrecked by an Unusual Mixture.

The drug store of G. F. Quackenbush, 703 Greenwich street, New York, was wrecked from end to end on the evening of April 6 by the explosion of a mixture composed of two parts potassium chlorate and one part of sodium salicylate, which was being rubbed up with friction by the head prescription clerk, George A. Palmer, who is now a patient in the surgical ward of St. Vincent's Hospital as a result of the explosion. Mr. Quackenbush's pharmacy is a long, narrow store, some sixty feet in length and low in ceiling. The prescription calling for a mixture of potassium chlorate and sodium salicylate was handed to Mr. Quackenbush by a woman, who disappeared about the time the explosion took place. It was written with a pencil, and after smoothing out the paper, Mr. Quackenbush handed it to Palmer, who weighed out the chemicals in powder form and proceeded to mix them in a new No. 7 wedgwood mortar, the unused rough sides of which probably helped to bring about the sudden combustion. Palmer had been at work but a few moments when the substances exploded with terrific violence, shivering the mortar into a thousand pieces, and hurling Palmer back in a diagonal direction from where he stood to the base of the sink, behind the dispensing counter, where he sank in an unconscious state with a big gash in his cheek. The sleeves of his coat were torn and hung in shreds, and the fire which followed the explosion had attacked his torn clothes before Mr. Quackenbush could come to his rescue. The force of the explosion, curious to relate, expended itself in a lateral direction, the narrow space in front of the dispensing counter being uninjured, while the door and windows to the right and left, distances of some forty and twenty feet respectively, were blown out with great violence, the show globes and contents of the front window being hurled into the street. The fire which followed the explosion was partially subdued by the proprietor of the store, who, with great presence of mind, directed the contents of every siphon of carbonated water in his possession against it, and the firemen had comparatively little work to do when they arrived on the scene.

#### The Drug Market.

Opium—The market is steadily advancing under the reports of damage by drouth to the growing crop. It would now cost about \$3.30 per pound to import. Some holders in New York ask \$3.50 in case lots.

Morphine—The market is firm, on account of the position of opium, and another advance is expected soon.

Quinine—The demand at the decline has been enormous and, while large quantities could have been bought at 18c a few days ago, the best price it can be purchased at to-day is 25c in bulk.

Paris Green—The manufacturers have named the following prices for the opening of the season:

Arsenic kegs	16½
100 to 175 lb. kegs	17
14-28-50 lb. kits.	18
2 and 5 lb. paper boxes	18
1 lb. paper boxes	18½
½ lb. paper boxes	19½
¼ lb. paper boxes	20½

Terms strictly 60 days from date of invoice, with usual discount for cash. There is no rebate to purchases of less than one ton.

Beeswax—Is scarce and prices have been advanced.

Chloroform—The combined manufacturers have reduced the price 10c per lb. The only reason given for this decline is stated to keep out foreign competition.

Cocaine—Competition and large stocks in outside dealers' hands have brought about a reduction of 25c per oz.

Sulphur and Brimstone—Have been advanced, owing to scarcity. The refiners in New York will not accept orders and very high prices are looked for.

California Mustard Seed—Is very scarce and has advanced about 50 per cent.

### Denver Druggists Seeking Relief from Monopoly.

Denver druggists and other small dealers are making an effort to destroy department store competition in the same manner tried with unsuccess in the Illinois Legislature last year. Briefly, the scheme is this: Every line of business is first placed under a license. The license fee is then doubled, in geometrical progression, for each additional department or class of business. The license fee is one-eighth of 1 per cent. of the amount of stock in any one class of goods. Suppose \$20,000 to be invested in clothing. The license fee would be \$25 per year. If in addition an equal amount should be invested in hardware, the license fee therein would be \$50. If still another equal amount be invested in crockery, the license fee therein would be \$100. Carry this calculation up to the tenth department, and the license fee for a department carrying but the \$20,000 stock would be almost prohibitory. When consideration is taken of the immense amount invested in a department store, and of the great variety of business represented, it will be seen that the licensing fees would be enormous. This, it is thought, would prevent department stores from adding additional lines, since the cost would be tremendous. Thus the little dealer, whose departments are few, and whose investment is small, would be protected from the greed of the department store monster.

#### The Substitution Evil.

"Is there no balm in Gilead?" cried the preacher.

The druggist in the front pew moved uneasily and rubbed his eyes.

"All out of it, at present," he murmured, gently; "but I can give you something just as good."

Afterward he slept more peacefully.

Do your best to-day and you will be able to do better to-morrow.

### 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.

## Buckeye Paint & Varnish Co.

PAINT, COLOR AND VARNISH MAKERS

Mixed

Paint

White

Lead



Shingle

Stains

Wood

Fillers

Sole Mfrs **CRYSTAL ROCK FINISH**, for Interior and Exterior Use  
Corner 15th and Lucas Streets, Toledo, Ohio.

WORLD'S BEST

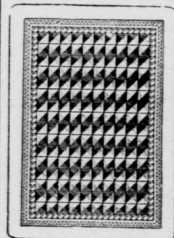
# S.C.W.

50. 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.

## FIRE PROOF ASPHALT PAINT AND VARNISH

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

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

## 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. Retailers for 13c a pound, affording retailer big profit. Pleases customers. Order trial case and see how quickly it sells.

**WOODBURY & CO., MFRS.,**  
CHARLOTTE, MICH.



## 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.



## WHOLESALE PRICE CURRENT.

Advanced—Opium, Quinine.  
Declined—





<b>Acidum</b>					
Aceticum.....	60¢	8			
Benzoleum, German	70¢	75			
Boracic.....	2	15			
Carbolicum.....	20¢	41			
Citricum.....	40¢	42			
Hydrochlor.....	30¢	5			
Nitricum.....	80¢	10			
Oxalicum.....	12¢	14			
Phosphoricum, dil.	2	15			
Salicylicum.....	60¢	65			
Sulphuricum.....	13¢	40			
Tannicum.....	1 25¢	1 40			
Tartaricum.....	38¢	40			
<b>Ammonia</b>					
Aqua, 16 deg.....	40¢	6			
Aqua, 20 deg.....	60¢	8			
Carbonas.....	12¢	14			
Chloridum.....	12¢	14			
<b>Aniline</b>					
Black.....	2 00¢	2 25			
Brown.....	80¢	1 00			
Red.....	45¢	50			
Yellow.....	2 50¢	3 00			
<b>Bacca</b>					
Cubebae.....	13¢	15			
Juniperus.....	60¢	8			
Xanthoxylium.....	25¢	30			
<b>Balsamum</b>					
Copalba.....	55¢	60			
Peru.....	2	40			
Terabin, Canada.....	45¢	50			
Tolutan.....	50¢	60			
<b>Cortex</b>					
Abies, Canadian.....	18				
Cassia.....	12				
Cinchona Flava.....	18				
Euonymus atropurp.....	30				
Myrica Cerifera, po.....	20				
Prunus Virginiana.....	12				
Quillaja, gr'd.....	14				
Sassafras.....	12				
Ulmus.....	15				
<b>Extractum</b>					
Glycyrrhiza Glabra.....	34¢	25			
Glycyrrhiza, po.....	38¢	30			
Hematox, 15 lb box.....	11¢	12			
Hematox, 18.....	13¢	14			
Hematox, 1/4 s.....	14¢	15			
Hematox, 1/4 s.....	16¢	17			
<b>Ferru</b>					
Carbonate Precip.....	15				
Citrate and Quinine.....	2 25				
Citrate Soluble.....	75				
Ferrocyanidum Sol.....	40				
Solut. Chloride.....	15				
Sulphate, com'l, by.....	2				
Sulphate, com'l, by.....	50				
Sulphate, pure.....	7				
<b>Flora</b>					
Arnica.....	12¢	14			
Anthemis.....	18¢	25			
Matricaria.....	30¢	35			
<b>Folia</b>					
Barosma.....	23¢	28			
Cassia Acutifol, Tin.....	18¢	25			
Cassia Acutifol, Alix.....	25¢	30			
Salvia officinalis, 1/4 s.....	12¢	20			
Ura Ursi.....	80	10			
<b>Gummi</b>					
Acacia, 1st picked.....	65				
Acacia, 2d picked.....	45				
Acacia, 3d picked.....	35				
Acacia, sifted sorts.....	28				
Acacia, po.....	60¢	80			
Aloe, Barb. po. 18/20.....	12¢	14			
Aloe, Cape.....	12				
Aloe, Socotri.....	20				
Ammoniac.....	55¢	60			
Assafetida.....	25¢	28			
Benzoinum.....	50¢	55			
Catechu, is.....	13				
Catechu, 1/4 s.....	14				
Catechu, 1/4 s.....	16				
Camphora.....	40¢	43			
Euphorbium.....	10				
Galbanum.....	1 00				
Gamboge po.....	65¢	70			
Gualacum.....	2				
Kino.....	3 00				
Mastic.....	60				
Myrrh.....	40				
Opil.....	4 40¢	4 60			
Shellac.....	2 25	35			
Shellac, bleached.....	40¢	45			
Tragacanth.....	50¢	80			
<b>Herba</b>					
Absinthium.....	25				
Eupatorium.....	20				
Lobelia.....	25				
Majorum.....	25				
Mentha Pip.....	23				
Mentha Vir.....	25				
Rue.....	39				
Tanacetum.....	22				
Thymus.....	25				
<b>Magnesia</b>					
Calcined, Pat.....	55¢	60			
Carbonate, Pat.....	20¢	22			
Carbonate, K. & M.....	20¢	25			
Carbonate, Jennings.....	35¢	36			
<b>Oleum</b>					
Absinthium.....	3 25¢	3 50			
Amygdale, Dulc.....	30¢	50			
Amygdale, Amare.....	8 00¢	8 25			
Anisi.....	2 1	2 20			
Aurant Cortex.....	2 25¢	2 40			
Bergamini.....	2 40¢	2 50			
Cajiputi.....	85¢	90			
Caryophylli.....	75¢	81			
Cedar.....	35¢	65			
Chenopadi.....	2 75				
Cinnamomi.....	1 60¢	1 70			
Citronella.....	45¢	50			
Conium Mac.....	35¢	50			
Copaiba.....	1 10¢	1 20			
Cubeba.....	90¢	1 00			
Execothitos.....	1 00¢	1 10			
Erigeron.....	1 00¢	1 10			
Gaultheria.....	1 50¢	1 60			
Geranium.....	50¢	60			
Gossypii, Sem. gal.....	1 00¢	1 10			
Hedera.....	1 50¢	2 00			
Juniper.....	90¢	2 00			
Lavandula.....	1 30¢	1 50			
Limonis.....	1 60¢	2 20			
Mentha Piper.....	1 50¢	1 60			
Mentha Verid.....	1 10¢	1 25			
Morhuue, gal.....	4 00¢	4 50			
Myrica.....	75¢	3 00			
Picea Liquida.....	10¢	12			
Picea Liquida, gal.....	90¢	1 10			
Ricinia.....	1 00¢	1 10			
Rosmarini.....	6 50¢	8 50			
Rosa, ounce.....	40¢	45			
Succini.....	90¢	1 00			
Sabina.....	2 50¢	7 00			
Santal.....	55¢	60			
Sassafras.....	1 40¢	1 50			
Sinapis, ess., ounce.....	40¢	50			
Thyme.....	1 60¢	2 00			
Thyme, opt.....	15¢	20			
Theobromas.....	15¢	20			
<b>Potassium</b>					
Bi-Carb.....	15¢	18			
Bichromate.....	13¢	15			
Bromide.....	13¢	15			
Carb.....	13¢	15			
Chlorate.....	15¢	18			
Cyanide.....	35¢	40			
Iodide.....	2 60¢	2 65			
Potassa, Bitart, pure.....	28¢	30			
Potassa, Bitart, com.....	15				
Potassa Nitras, opt.....	80¢	10			
Potassa Nitras.....	70¢	9			
Prussiate.....	20¢	25			
Sulphate po.....	15¢	18			
<b>Radix</b>					
Aconitum.....	20¢	25			
Althea.....	22¢	25			
Anchusa.....	11¢	12			
Arum po.....	10¢	12			
Calamus.....	20¢	40			
Gentiana.....	13¢	15			
Glycyrrhiza.....	16¢	18			
Hydrastis Canad.....	55				
Hydrastis Can.....	60				
Hellebore, Alba, po.....	18¢	20			
Inula.....	15¢	20			
Ipecac.....	2 50¢	2 60			
Iris plox.....	35¢	40			
Jalapa.....	25¢	30			
Maranta.....	25¢	30			
Podophyllum.....	22¢	25			
Rhei.....	75¢	1 00			
Rhei, cut.....	1 25				
Rhei, pv.....	75¢	1 35			
Spigelia.....	35¢	38			
Sanguinaria.....	10¢	13			
Serpentaria.....	30¢	35			
Senege.....	40¢	45			
Similax, officinalis H.....	40				
Scilla.....	10¢	12			
Symplocarpus, Festi.....	25				
Valeriana, Eng. po. 30.....	15¢	20			
Valeriana, German.....	12¢	16			
Zingiber a.....	25¢	27			
Zingiber j.....	25				
<b>Semen</b>					
Anisum.....	12				
Apium (graveleons).....	13¢	15			
Bird, is.....	4¢	6			
Carul.....	10¢	12			
Cardamon.....	1 25¢	1 75			
Coriandrum.....	80¢	10			
Cannabis Sativa.....	4¢	4 1/4			
Cydonium.....	1 50¢	1 60			
Chenopodium.....	10¢	12			
Dipterix Odorata.....	2 00¢	2 20			
Foeniculum.....	70¢	9			
Foenugreek, po.....	3 1/2¢	4 1/2			
Lini.....	4¢	4 1/2			
Lini, gr'd.....	4¢	4 1/2			
Lobelia.....	35¢	40			
Pharlaris Canarian.....	4¢	4 1/2			
Rapa.....	4 1/2¢	5			
Sinapis Alba.....	70¢	8			
Sinapis Nigra.....	11¢	12			
<b>Spiritus</b>					
Frument, W. D. Co.....	2 00¢	2 50			
Frument, D. F. R.....	2 00¢	2 25			
Frument.....	1 25¢	1 50			
Juniperis Co. O. T.....	1 65¢	2 00			
Juniperis N. E.....	1 75¢	3 50			
Sacharum N. E.....	1 00¢	2 10			
Spt. Vini Galli.....	1 75¢	6 50			
Vini Oporto.....	1 25¢	2 00			
Vini Alba.....	1 25¢	2 00			
<b>Sponges</b>					
Florida sheeps' wool.....	2 50¢	2 75			
Nassau sheeps' wool.....	2 00				
carriage.....	2 00				
velvet extra sheeps'.....	1 25				
wool, carriage.....	1 00				
Extra yellow sheeps'.....	1 00				
wool, carriage.....	75				
Grass sheeps' wool.....	1 00				
carriage.....	75				
Hard, for slate use.....	1 40				
Yellow Reef, for.....	1 40				
slate use.....	1 40				
<b>Syrups</b>					
Acacia.....	50				
Aurant Cortex.....	50				
Zingiber.....	50				
Ipecac.....	50				
Ferri Iod.....	50				
Rhei Arom.....	50				
Smilax Officinalis.....	50				
Senega.....	50				
Scilla.....	50				

Morphia, S. P. & W.....	2 25¢	2 50	Sinapis.....	②	18	Linseed, pure raw.....	40	43
Morphia, S. N. Y. Q. &.....	2 25¢	2 50	Sinapis, opt.....	②	30	Linseed, boiled.....	42	45
C. Co.....	2 25¢	2 50	Snuff, Maccaboy, De.....	②	34	Neatsfoot, winterstr.....	65	70
Moschus Canton.....	65¢	80	Snuff, Scotch, De W's.....	②	34	Spirits Turpentine.....	34	40
Myristica, No. 1.....	15¢	18	Soda Boras.....	9	② 31			
Nux Vomica.....	15¢	18	Soda Boras, po.....	9	② 11			
Os Sepia.....	15¢	18	Soda et Potass Tart.....	20¢	28			
Pepsin Saac, H. & P.....	15¢	18	Soda, Carb.....	1½¢	2			
D. Co.....	15¢	18	Soda, Bi-Carb.....	3¢	5			
Picea Liq. N. N. ¼ gal.....	15¢	18	Soda, Ash.....	3½¢	4			
doz.....	15¢	18	Soda, Sulphas.....	②	2			
Picea Liq., quarts.....	15¢	18	Spts. Cologne.....	②	2 60			
Picea Liq., pints.....	15¢	18	Spts. Ether Co.....	50¢	55			
Piper Hydrarg.....	15¢	18	Spt. Myrcia Dom.....	9	00			
Piper Nigra.....	15¢	18	Spts. Vini Rect. bbi.....	②	2 42			
Piper Alba.....	15¢	18	Spts. Vini Rect. ¼bbi.....	②	2 47			
Pilz Burgun.....	15¢	18	Spts. Vini Rect. ½gal.....	②	2 50			
Plumbi Acet.....	15¢	18	Less 5c gal. cash 10 da's.....	②	2 52			
Pulvis Ipecac et Opil.....	15¢	120	Streghina, Crystal.....	1 40¢	1 45			
Pyrethrum, boxes H.....	15¢	120	Sulphur, Subl.....	2½¢	3½			
& P. D. Co., doz.....	15¢	120	Sulphur, Roll.....	2½¢	4			
Pyrethrum, pv.....	15¢	120	Tamarind.....	3¢	10			
Quassia.....	15¢	120	Terebenth Venice.....	25¢	20			
Quinia, S. P. & W.....	15¢	120	Theobroma.....	40¢	42			
Quinia, S. German.....	15¢	120	Vanilla.....	9 00¢	15 00			
Quinia, N. Y.....	15¢	120	Zinci Sulph.....	7¢	8			
Rubia Tinctorum.....	15¢	120						
Saccharum Lactis pv.....	15¢	120						
Salacin.....	3 00¢	3 10						
Sanguis Draconis.....	40¢	30						
Sapo, W.....	12¢	14						
Sapo, M.....	10¢	12						
Sapo, G.....	15	15						
Siedlitz Mixture.....	20	22						
		</						



# 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.

<b>AXLE GREASE.</b> Aurora, doz. 6.00 Castor Oil, doz. 7.00 Diamond, doz. 4.00 Frazer's, doz. 9.00 LXL Golden, tin boxes 75 Nica, tin boxes. 75 Paragon, doz. 6.00	<b>CLOTHES LINES.</b> 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, 72 ft. per doz. .95	 <b>Universal Grade.</b> 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 <b>Superior Grade.</b> 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 <b>Coupon Pass Books.</b> Can be made to represent any denomination from \$10 down. 20 books, any denom. 1.00 50 books, any denom. 2.00 100 books, any denom. 3.00 250 books, any denom. 6.25 500 books, any denom. 10.00 1,000 books, any denom. 17.50 <b>Credit Checks.</b> 500, any one denom. 3.00 1,000, any one denom. 5.00 2,000, any one denom. 8.00 Steel punch. 75	<b>Fish.</b> <b>Cod.</b> Georges cured. @ 5 Georges genuine. @ 5 1/2 Georges selected. @ 6 Strips or bricks. 6 @ 9 <b>Herring.</b> Holland white hoops, bbl. 10.25 Holland white hoop, keg. 5.50 Holland white hoop, keg. 75 Holland white hoop, keg. 35 Norwegian. 11.00 Round 100 lbs. 2.75 Round 40 lbs. 1.30 Scaled. 13 <b>Flackerel.</b> 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. 9.50 No. 2 100 lbs. 1.60 No. 2 40 lbs. 4.40 No. 2 10 lbs. 1.47 No. 2 8 lbs. 88 <b>Trout.</b> No. 1 100 lbs. 5.50 No. 1 40 lbs. 2.50 No. 1 10 lbs. 70 No. 1 8 lbs. 59 <b>Whitefish.</b> No. 1 No. 2 Fam. 100 lbs. 6.75 5.75 2.75 40 lbs. 3.00 2.61 1.40 10 lbs. 83 73 44 8 lbs. 69 61 34	<b>GUNPOWDER.</b> <b>Rifle—Dupont's.</b> Kegs. 4.00 Half Kegs. 2.25 Quarter Kegs. 1.25 1 lb. cans. 30 1/2 lb. cans. 18 <b>Choke Bore—Dupont's.</b> Kegs. 4.25 Half Kegs. 2.40 Quarter Kegs. 1.35 1 lb. cans. 34 <b>Eagle Duck—Dupont's.</b> Kegs. 8.00 Half Kegs. 4.25 Quarter Kegs. 2.25 1 lb. cans. 45 <b>HERBS.</b> Sage. 15 Hops. 15 <b>INDIGO.</b> Madras, 5 lb boxes. 55 S. F., 2, 3 and 5 lb boxes. 50 <b>JELLY.</b> 15 lb pails. 40 30 lb pails. 73 <b>KRAUT.</b> Barrels. 3.50 Half barrels. 2.00 <b>LYE.</b> Condensed, 2 doz. 1.20 Condensed, 4 doz. 2.25 <b>LICORICE.</b> Pure. 80 Calabria. 25 Sicily. 14 Root. 10	<b>SALT.</b> <b>Diamond Crystal.</b> Table, cases, 24 3-lb boxes. 1.50 Table, barrels, 100 3 lb bags. 2.75 Table, barrels, 40 7 lb bags. 2.40 Butter, barrels, 280 lb. bnlk. 2.25 Butter, barrels, 20 14 lb bags. 2.50 Butter, sacks, 28 lbs. 25 Butter, sacks, 56 lbs. 55 <b>Common Grades.</b> 100 3 lb sacks. 1.90 60 5 lb sacks. 1.75 28 10-lb sacks. 1.60 <b>Worcester.</b> 50 4 lb. cartons. 3.25 Half Kegs. 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 <b>Warsaw.</b> 56-lb dairy in drill bags. 30 28-lb dairy in drill bags. 15 <b>Ashton.</b> 56-lb dairy in linen sacks. 60 <b>Higgins.</b> 56-lb dairy in linen sacks. 60 <b>Solar Rock.</b> 56-lb sacks. 21 <b>Common.</b> Granulated Fine. 79 Medium Fine. 85 <b>SOAP.</b>
<b>BAKING POWDER.</b> <b>Absolute.</b> 1/2 lb cans doz. 45 1 lb cans doz. 85 1 lb can doz. 1.50 <b>Acme.</b> 1/2 lb cans doz. 45 1 lb cans doz. 75 1 lb can 1 doz. 1.00 Bulk. 10 <b>Arctic.</b> 6 oz. Eng. Tumblers. 85 <b>El Purity.</b> 1/2 lb cans per doz. 75 1 lb cans per doz. 1.20 1 lb can per doz. 2.00 <b>Home.</b> 1/2 lb cans 4 doz case. 35 1/2 lb cans 4 doz case. 55 1 lb cans 2 doz case. 90 <b>JAXON</b> 1/2 lb cans, 4 doz case. 45 1/2 lb cans, 4 doz case. 85 1 lb cans, 2 doz case. 1.60 <b>Jersey Cream.</b> 1 lb. cans, per doz. 2.00 9 oz. cans, per doz. 1.25 6 oz. cans, per doz. 85 <b>Our Leader.</b> 1/2 lb cans. 45 1 lb cans. 75 1 lb cans. 1.50 <b>Peerless.</b> 1 lb. cans. 85 <b>Queen Flake.</b> 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 <b>BATH BRICK.</b> American. 70 English. 80 <b>BLUING.</b> <b>CONDENSED PEARL BLUING</b> Small, 3 doz. 40 Large, 2 doz. 75 <b>BROOKS.</b> 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 <b>CANDLES.</b> 8s. 7 16s. 8 Paraffine. 8 <b>CANNED GOODS.</b> <b>Plantowoc Peas.</b> 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 <b>CATSUP.</b> Columbia, pints. 2.00 Columbia, 1/2 pints. 1.25 <b>CHEESE.</b> Acme. @ 10 Amboy. @ 9 1/2 Byron. @ 10 Elsie. @ 11 Emblem. @ 9 1/2 Gem. @ 10 Gold Medal. @ 10 Ideal. @ 9 1/2 Jersey. @ 9 1/2 Lenawee. @ 9 Riverside. @ 9 1/2 Springdale. @ 12 Brick. @ 12 Edam. @ 70 Leiden. @ 18 Limburger. @ 12 Pineapple. @ 50 Sap Sago. @ 18 <b>Chicory.</b> Bulk. 5 Red. 7 <b>CHOCOLATE.</b> Walter Baker & Co.'s. German Sweet. 23 Premium. 24 Breakfast Cocos. 45	<b>COCOA SHELLS.</b> 20 lb bags. 2 1/2 Less quantity. 3 Pound packages. 4 <b>CREAM TARTAR.</b> 5 and 10 lb. wooden boxes. 30-35 <b>COFFEE.</b> <b>Green.</b> Rio. 9 Fair. 10 Good. 11 Prime. 11 Golden. 12 Peaberry. 13 <b>Santos.</b> Fair. 12 Good. 13 Prime. 14 Peaberry. 15 <b>Mexican and Guatemala.</b> Fair. 15 Good. 16 Fancy. 17 <b>Maracaibo.</b> Prime. 19 Milled. 20 <b>Java.</b> Interior. 19 Private Growth. 20 Mandehling. 21 <b>Mocha.</b> Imitation. 20 Arabian. 22 <b>Roasted.</b> Clark Jewell-Wells Co.'s Brands Fifth Avenue. 28 Jewell's Arabian Mocha. 28 Wells' Mocha and Java. 24 Wells' Perfection Java. 24 Sanchabo. 22 Breakfast Blend. 18 Valley City Maracaibo. 18 1/2 Ideal Blend. 14 Leader Blend. 12 <b>Package.</b> 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 3c a pound. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases. Arbuckle. 10.50 Jersey. 10.50 McLaughlin's XXXX. 9.50 <b>Extract.</b> Valley City 1/4 gross. 75 Felix 1/4 gross. 1.15 Hummel's foil 1/4 gross. 85 Hummel's tin 1/4 gross. 1.43 <b>CLOTHES PINS.</b> 5 gross boxes. 40 <b>COUGH DROPS.</b> C. B. Brand. 40 5 cent packages. 1.00 <b>CONDENSED MILK.</b> 4 doz in case. Gall Borden Eagle. 6.75 Crown. 6.25 Daisy. 5.75 Champion. 4.50 Magnolia. 4.25 Challenge. 3.35 Dime. 3.35 <b>COUPON BOOKS.</b>   <b>Tradesman Grade.</b> 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 <b>Economic Grade.</b> 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	<b>DRIED FRUITS—DOMESTIC.</b> <b>Apples.</b> Sundried. @ 5 Evaporated 50 lb boxes. @ 8 <b>California Fruits.</b> Apricots. 8 @ 6 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 <b>California Prunes.</b> 100-120 25 lb boxes. @ 3 1/2 90-100 25 lb boxes. @ 4 1/2 80-90 25 lb boxes. @ 4 1/2 70-80 25 lb boxes. @ 5 60-70 25 lb boxes. @ 5 1/2 50-60 25 lb boxes. @ 7 1/2 40-50 25 lb boxes. @ 8 1/2 30-40 25 lb boxes. @ 8 1/2 1/2 cent less in 50 lb cases <b>Raisins.</b> London Layers 3 Crown. 1.45 London Layers 4 Crown. 2.00 Dehesias. @ 7 1/2 Loose Muscatels 2 Crown. 3 1/2 Loose Muscatels 3 Crown. 4 1/2 Loose Muscatels 4 Crown. 5 1/2 <b>FOREIGN.</b> <b>Currents.</b> Patras bbls. @ 7 1/2 Vostizas 50 lb cases. @ 7 1/2 Cleaned, bulk. @ 8 1/2 Cleaned, packages. @ 8 1/2 <b>Peel.</b> Citron American 10 lb bx @ 13 Lemon American 10 lb bx @ 12 Orange American 10 lb bx @ 12 <b>Raisins.</b> Ondura 28 lb boxes. 8 @ 8 1/2 Sultana 1 Crown. @ 7 Sultana 2 Crown. @ 7 1/2 Sultana 3 Crown. @ 7 1/2 Sultana 4 Crown. @ 7 Sultana 5 Crown. @ 12 Sultana 6 Crown. @ 12 Sultana package. @ 14 <b>FARINACEOUS GOODS.</b> <b>Farina.</b> 24 1 lb. packages. 1.75 Bulk, per 100 lbs. 3.50 <b>Grits.</b> Walsh-DeRoo Co.'s. 2.15 Bulk in 100 lb. bags. 3.50 <b>Hominy.</b> Barrels. 2.50 Flake, 50 lb. drums. 1.00 <b>Beans.</b> Dried Lima. 3 1/2 Medium Hand Picked. 1.00 <b>Maccaroni and Vermicelli.</b> Domestic, 10 lb. box. 60 Imported, 25 lb. box. 2.50 <b>Pearl Barley.</b> Common. 1.75 Chester. 2.00 Empire. 2.50 <b>Peas.</b> Green, bu. 81 Split, per lb. 2 <b>Rollod Oats.</b> Rolled Avena, bbl. 4.15 Monarch, bbl. 4.00 Monarch, 4 bbl. 2.13 Private brands, bbl. 3.20 Quaker, cases. 1.75 Huron, cases. 1.75 <b>Sago.</b> German. 3 1/2 East India. 3 <b>Wheat.</b> Cracked, bulk. 3 1/2 24 2 lb packages. 2.50	<b>FLAVORING EXTRACTS.</b>  <b>Jennings'.</b> D. C. Vanilla. 1.20 D. C. Lemon. 1.20 2 oz. 1.50 4 oz. 2.00 6 oz. 3.00 No. 8. 4.00 No. 10. 6.00 No. 2 T. 1.25 No. 3 T. 2.00 No. 4 T. 2.40 D. C. Lemon. 75 2 oz. 1.00 4 oz. 1.40 6 oz. 2.00 No. 8. 2.40 No. 10. 4.00 No. 2 T. 80 No. 3 T. 1.25 No. 4 T. 1.60 <b>Northrop Brand.</b> Lem. Van. 1.20 2 oz. Oval. 75 3 oz. Taper Panel. 1.35 4 oz. Taper Panel. 1.60 <b>Souders'.</b> Oval bottle, with corkscrew. Best in the world for the money. <b>Regular Grade Lemon.</b> 2 oz. doz. 75 4 oz. doz. 1.50 <b>Regular Vanilla.</b> 2 oz. doz. 1.20 4 oz. doz. 2.40 <b>XX Grade Lemon.</b> 2 oz. 1.50 4 oz. 3.00 <b>XX Grade Vanilla.</b> 2 oz. 1.75 4 oz. 3.50 <b>FLY PAPER.</b> Tanglefoot, per box. 30 Tanglefoot, c'se of 10 b'x's. 2.50 Tanglefoot, 5 case lots. 2.50 Tanglefoot, 10 case lots. 2.40	<b>Mince Meat.</b> Ideal, 3 doz. in case. 2.25 <b>PATCHES.</b> Diamond Match Co.'s brands. No. 3 sulphur. 1.65 Anchor Parlor. 1.70 No. 2 Home. 1.10 Export Parlor. 4.00 <b>MOLASSES.</b> <b>New Orleans.</b> Black. 11 Fair. 14 Good. 14 Fancy. 24 Open Kettle. 25 @ 35 Half-barrels 2c extra. <b>MUSTARD.</b> Horse Radish, 1 doz. 1.75 Horse Radish, 2 doz. 3.50 Bayle's Celery, 1 doz. 1.75 <b>PIPES.</b> Clay, No. 216. 1.70 Clay, T. D. full count. 65 Cob, No. 3. 85 <b>POTASH.</b> 48 cans in case. Babbitt's. 4.00 Penna Salt Co.'s. 3.00 <b>PICKLES.</b> <b>Medium.</b> Barrels, 1,200 count. 5.25 Half bbls, 600 count. 3.13 <b>Small.</b> Barrels, 2,400 count. 6.35 Half bbls, 1,200 count. 3.75 <b>RICE.</b> <b>Domestic.</b> Carolina head. 1 1/2 Carolina No. 1. 5 Carolina No. 2. 4 Broken. 3 1/2 <b>Imported.</b> Japan, No. 1. 6 1/2 Japan, No. 2. 6 Java, fancy head. 5 1/2 Java, No. 1. 5 Table. 5 1/2 <b>SALERATUS.</b> Packed 60 lbs. in box. Church's. 3.30 Deland's. 3.15 Dwight's. 3.80 Taylor's. 3.00 <b>SAL SODA.</b> Granulated, bbls. 75 Granulated, 100 lb cases. 90 Lump, bbls. 75 Lump, 145 lb kegs. 85 <b>SEEDS.</b> Anise. 9 Canary, Smyrna. 3 1/2 Caraway. 8 Cardamon, Malabar. 6 Celery. 11 Hemp, Russian. 3 1/2 Mixed Bird. 4 1/2 Mustard, white. 5 Poppy. 10 Rape. 10 1/2 Cuttle Bone. 20 <b>SNUFF.</b> Scotch, in bladders. 3. Maccaboy, in jars. 38 French Rappee, in jars. 48	<b>Single box. 2.75</b> <b>5 box lots, delivered. 2.70</b> <b>10 box lots, delivered. 2.65</b> <b>JAS. S. KIRK &amp; CO.'S BRANDS.</b> American Family, wrp'd. 2.66 Dome. 2.75 Cabinet. 2.20 Savon. 2.50 Dusky Diamond, 50 6 oz. 2.00 Dusky Diamond, 50 8 oz. 3.00 Blue India, 100 1/2 lb. 3.00 Kirkoline. 3.50 Eos. 2.50 <b>Schulte Soap Co.'s Brand.</b> <b>GLYDES DALE</b> 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 <b>Allen B. Wrisley's Brands.</b> Old Country, 80 1-lb. bars. 2.75 Good Cheer, 60 1-lb. bars. 3.75 Uno, 100 1/2-lb. bars. 2.50 Doll, 100 10-oz. bars. 2.65 <b>Scouring.</b> Sapolio, kitchen, 3 doz. 2.40 Sapolio, hand, 3 doz. 2.40 <b>SODA.</b> Boxes. 5 1/2 Kegs, English. 4 1/2 <b>SPICES.</b> <b>Whole Sifted.</b> Allspice. 13 Cassia, Chins in mats. 15 Cassia, Batavia in bund. 12 Cassia, Saigon in rolls. 37 Cloves, Amboyna. 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. 15 <b>Pure Ground in Bulk.</b> Allspice. 15 Cassia, Batavia. 30 Cassia, Saigon. 40 Cloves, Zanzibar. 14 Ginger, African. 18 Ginger, Cochon. 18 Ginger, Jamaica. 23 Mace, Batavia. 75 Mustard. 1 @ 18 Nutmegs. 40 @ 10 Pepper, Sing. black. 12 Pepper, Sing. white. 20 Pepper, Cayenne. 20 Sage. 15 <b>SYRUPS.</b> <b>Corn.</b> Barrels. 15 Half bbls. 17 <b>Pure Cane.</b> Fair. 15 Good. 20 Choice. 25



## STARCH.



**Kingsford's Corn.**  
40 1-lb packages ..... 6  
20 1-lb packages ..... 6 1/4

**Kingsford's Silver Gloss.**  
40 1-lb packages ..... 6 1/4  
6-lb boxes ..... 7

**Diamond.**  
64 10c packages ..... 5.00  
128 5c packages ..... 5.00  
32 10c and 64 5c packages ..... 5.00

**Common Corn.**  
20 1-lb packages ..... 5  
40 1-lb packages ..... 4 1/4

**Common Gloss.**  
1-lb packages ..... 4  
3-lb packages ..... 4 1/4  
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 the 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	5.88
Cut Loaf	5.88
Crushed	5.88
Cubes	5.61
Powdered	5.61
XXXX Powdered	5.69
Granulated in bbls.	5.38
Granulated in bags	5.31
Fine Granulated	5.38
Extra Fine Granulated	5.50
Extra Coarse Granulated	5.50
Mould A	5.63
Diamond Confec. A	5.38
Confec. Standard A	5.25
No. 1	5.06
No. 2	5.06
No. 3	5.06
No. 4	5.06
No. 5	5.00
No. 6	4.94
No. 7	4.88
No. 8	4.81
No. 9	4.63
No. 10	4.63
No. 11	4.40
No. 12	4.44
No. 13	4.38
No. 14	4.31
No. 15	4.25
No. 16	4.25

## TOBACCOES.

## Cigars.

Clark-Jewell-Wells Co.'s brand.  
New Brick ..... 33.00  
H. & P. Drug Co.'s brand.  
Quintette ..... 35.00  
G. J. Johnson Cigar Co.'s brand.



S. C. W. .... 33.00  
Michigan Cigar Co.'s brand.

**Ure Unkle**  
Ure Unkle ..... 35.00

**Ruhe Bros Co.'s Brands.**

Mr. Thomas ..... 35.00  
Sir William ..... 35.00  
Club Fine ..... 35.00  
Generals Grant and Lee ..... 35.00  
Spanish Hand Made ..... 35.00  
Crown Fine ..... 35.00

## 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 ..... 10  
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.

	Per lb.
Whitefish	9
Trout	8
Black Bass	12
Halibut	12
Ciscoes or Herring	4
Bluefish	10
Live Lobster	18
Boiled Lobster	20
Cod	10
Haddock	8
No. 1 Pickerel	7
Pike	8
Perch	3 1/2
Smoked White	8
Red Snapper	10
Col River Salmon	10
Mackerel	25

## Oysters in Cans.

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

## Oysters in Bulk

F. H. Counts ..... 2.00  
Extra Selects ..... 1.50  
Anchor Standards ..... 1.10  
Clams ..... 1.10

## Shell Goods.

Oysters, per 100 ..... 1.25  
Clams, per 100 ..... 1.25

## Hides and Pelts.

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

## Hides.

Green No. 1 ..... 7 1/4  
Green No. 2 ..... 6 1/4  
Cured No. 1 ..... 8 1/4  
Cured No. 2 ..... 7 1/4  
Calfskins, green No. 1 ..... 7  
Calfskins, green No. 2 ..... 6 1/2  
Calfskins, cured No. 1 ..... 7  
Calfskins, cured No. 2 ..... 6 1/2

## Pelts.

Pelts, each ..... 50 @ 1.00

## Tallow.

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

## Wool.

Washed, fine ..... 2.20  
Washed, medium ..... 2.25  
Unwashed, fine ..... 1.13  
Unwashed, medium ..... 1.18

## Oils.

## Barrels.

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

## Candies.

## Stick Candy.

Standard ..... 6 1/4 @ 7  
Standard H. H. ..... 6 1/4 @ 7  
Standard Twist ..... 6 @ 8  
Cut Loaf ..... 6 @ 8

## Mixed Candy.

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

## Fancy-In Bulk.

Lozenges, plain ..... 8 1/4 @ 8 1/4  
Lozenges, printed ..... 8 1/4 @ 8 1/4  
Choc. Drops ..... 10 @ 14  
Choc. Monumentals ..... 10 @ 11  
Gum Drops ..... 6 @ 6  
Moss Drops ..... 8 @ 8  
Sour Drops ..... 8 1/2 @ 8 1/2  
Imperial ..... 8 1/2 @ 8 1/2

## Fancy-In 5 lb. Boxes.

Lemon Drops ..... 250  
Sour Drops ..... 250  
Peppermint Drops ..... 250  
Chocolate Drops ..... 250  
H. M. Choc. Drops ..... 250  
Gum Drops ..... 250  
Licorice Drops ..... 250  
A. B. Licorice Drops ..... 250  
Lozenges, plain ..... 250  
Lozenges, printed ..... 250  
Imperial ..... 250  
Mottos ..... 250  
Cream Bar ..... 250  
Molasses Bar ..... 250  
Hand Made Creams ..... 80 @ 1.00  
Plain Creams ..... 60 @ 1.00  
Decorated Creams ..... 250  
String Rock ..... 250  
Burnt Almonds ..... 1.25 @ 25  
Wintergreen Berries ..... 250

## Caramels.

No. 1 wrapped, 2 lb. boxes ..... 2.30  
No. 1 wrapped, 3 lb. boxes ..... 2.45  
No. 2 wrapped, 2 lb. boxes ..... 2.45

## Fruits.

## Oranges.

Cal. Seedlings ..... 2.50 @ 2.50  
Fancy Navel 112 ..... 2.75 @ 2.75  
126 to 216 ..... 3.25 @ 3.25  
Choice ..... 2.50 @ 2.75  
Medit Sweets ..... 2.50 @ 2.75

## Lemons.

Strictly choice 300s. .... 2.35 @ 2.35  
Strictly choice 300s. .... 2.35 @ 2.35  
Fancy 300s or 300s ..... 2.35 @ 2.35  
Ex. Fancy 300s ..... 2.35 @ 2.35  
Ex. Fancy 300s ..... 2.35 @ 2.35  
California 300s ..... 2.35 @ 2.35

## Bananas.

Medium bunches ..... 1.25 @ 1.50  
Large bunches ..... 1.75 @ 2.00

## Foreign Dried Fruits.

## Figs.

Choice, 10 lb boxes ..... 12 @ 12  
Extra choice, 14 lb boxes ..... 14 @ 14  
Fancy, 12 lb boxes ..... 14 @ 14  
Imperial Mikados, 18 lb boxes ..... 15 @ 15  
Pulled, 6 lb boxes ..... 13 @ 13  
Naturals, in bags ..... 6 1/2 @ 6 1/2

## Dates.

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

## Nuts.

Almonds, Tarragona ..... 13 @ 13  
Almonds, Ivaca ..... 11 @ 11  
Almonds, California, soft shelled ..... 13 @ 13  
Brazil new ..... 8 @ 8  
Filberts ..... 10 @ 10  
Walnuts, Grenobles ..... 13 @ 13  
Walnuts, Calif No. 1 ..... 10 @ 10  
Walnuts, soft shelled Calif ..... 9 @ 9  
Table Nuts, fancy ..... 10 @ 10  
Table Nuts, choice ..... 9 @ 9  
Pecans, Med. Large ..... 10 @ 10  
Pecans, Ex. Large ..... 10 @ 10  
Pecans, Jumbos ..... 12 @ 12  
Hickory Nuts per bu. Ohio, new ..... 1.60 @ 1.60  
Cocoanuts, full sacks ..... 1.00 @ 1.00

## Peanuts.

Fancy, H. P., Suns. Roasted ..... 7 @ 7  
Fancy, H. P., Flags Roasted ..... 7 @ 7  
Choice, H. P., Extras Roasted ..... 4 1/2 @ 4 1/2  
Choice, H. P., Extras Roasted ..... 5 @ 5

## Grains and Feedstuffs

## Wheat.

Wheat ..... 1 @ 02

## Winter Wheat Flour.

## Local Brands.

Patents ..... 5.75  
Second Patent ..... 5.25  
Straight ..... 5.05  
Clear ..... 4.75  
Graham ..... 5.00  
Buckwheat ..... 4.00  
Rye ..... 3.25  
Subject to usual cash discount.  
Flour in bbls., 25c per bbl. additional.  
Ball-Barnhart-Putman's Brand  
Diamond, 1/8s ..... 5.40  
Diamond, 1/4s ..... 5.40  
Diamond, 1/2s ..... 5.40  
Worden Grocer Co.'s Brand.  
Quaker, 1/8s ..... 10 @ 12 1/2  
Quaker, 1/4s ..... 10 @ 12 1/2  
Quaker, 1/2s ..... 10 @ 12 1/2

## Spring Wheat Flour.

Clark-Jewell-Wells Co.'s Brand.



Pillsbury's Best 1/8s ..... 6.60  
Pillsbury's Best 1/4s ..... 6.50  
Pillsbury's Best 1/2s ..... 6.40  
Pillsbury's Best 1/4s paper ..... 6.40  
Pillsbury's Best 1/2s paper ..... 6.40

Ball-Barnhart-Putman's Brand.  
Duluth Imperial, 1/8s ..... 6.25  
Duluth Imperial, 1/4s ..... 6.15  
Duluth Imperial, 1/2s ..... 6.15

Lemon & Wheeler Co.'s Brand.  
Gold Medal 1/8s ..... 6.50  
Gold Medal 1/4s ..... 6.40  
Gold Medal 1/2s ..... 6.30  
Parisian, 1/8s ..... 6.50  
Parisian, 1/4s ..... 6.40  
Parisian, 1/2s ..... 6.30

Olney & Judson's Brand.  
Ceresota, 1/8s ..... 6.25  
Ceresota, 1/4s ..... 6.15  
Ceresota, 1/2s ..... 6.05

Worden Grocer Co.'s Brand.  
Laurel, 1/8s ..... 6.25  
Laurel, 1/4s ..... 6.15  
Laurel, 1/2s ..... 6.05

## Meal.

Bolted ..... 2.00  
Granulated ..... 2.25

## Feed and Millstuffs.

St. Car Feed, screened ..... 17.00  
No. 1 Corn and Oats ..... 16.00  
Unbolted Corn Meal ..... 15.00  
Winter Wheat Bran ..... 14.50  
Winter Wheat Middlings ..... 15.50  
Screenings ..... 15.00

## New Corn.

Car lots ..... 38 1/2 @ 38 1/2  
Less than car lots ..... 41 @ 41

## Oats.

Car lots ..... 32 1/2 @ 32 1/2  
Carlots, clipped ..... 34 @ 34  
Less than car lots ..... 36 @ 36

## Hay.

No. 1 Timothy arlots ..... 9.00  
No. 1 Timothy, ton lots ..... 10.00

## Fresh Meats.

## Beef.

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

## Pork.

Dressed ..... 4.50 @ 4.75  
Loins ..... 7 @ 7 1/2  
Shoulders ..... 6 @ 6  
Leaf Lard ..... 5 1/2 @ 6

## Mutton.

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

## Veal.

Carcass ..... 6 1/4 @ 8

## Provisions.

Swift & Company quote as follows:

## Barreled Pork.

Mess ..... 10.75  
Back ..... 11.50  
Clear back ..... 11.00  
Short cut ..... 10.75  
Pig ..... 14.00  
Bean ..... 9.25  
Family ..... 11.00

## Dry Salt Meats.

Bellies ..... 6  
Briskets ..... 5 1/4  
Extra shorts ..... 5 1/4

## Smoked Meats.

Hams, 12 lb average ..... 9  
Hams, 14 lb average ..... 8 1/4  
Hams, 16 lb average ..... 8 1/4  
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 1/4  
55 lb Tubs ..... advance  
80 lb Tubs ..... advance  
50 lb Tins ..... advance  
20 lb Pails ..... advance  
10 lb Pails ..... advance  
5 lb Pails ..... advance  
3 lb Pails ..... advance

## Sausages.

Bologna ..... 5  
Liver ..... 5  
Frankfort ..... 7  
Pork ..... 6 1/4  
Blood ..... 6  
Tongue ..... 9  
Head cheese ..... 6 1/4

## 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

## Butterine.

Rolls, dairy ..... 10  
Solid, dairy ..... 9 1/4  
Rolls, creamery ..... 14  
Solid, creamery ..... 13 1/4

## Canned Meats.

Corned beef, 2 lb ..... 2.15  
Corned beef, 14 lb ..... 14.75  
Roast beef, 2 lb ..... 2.15  
Potted ham, 1/4s ..... 2.50  
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  
Salted XXX ..... 6  
Salted XXX, 3 lb. carton ..... 6 1/4

## Soda.

Soda XXX ..... 6 1/2  
Soda XXX, 3 lb. carton ..... 7  
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  
Gin. Snps. XXX home made ..... 7  
Gin. Snps. XXX scalloped ..... 7  
Ginger Vanilla ..... 8  
Imperial ..... 8  
Jumoles, Honey ..... 12 1/2  
Molasses Cakes ..... 8  
Marshmallow ..... 15  
Marshmallow Creams ..... 16  
Pretzels, hand made ..... 8 1/4  
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 ..... 8 1/2  
Chimmie Fadden ..... 10  
Pineapple Glace ..... 16  
Penny Cakes ..... 8 1/2  
Marshmallow Walnuts ..... 16  
Belle Isle Picnic ..... 11

## 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  
Jumoles, Honey ..... 12 1/2  
Molasses Cakes ..... 8  
Marshmallow ..... 15  
Marshmallow Creams ..... 16  
Pretzels, hand made ..... 8 1/4  
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  
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Cream Jumbles ..... 12  
Boston Ginger Nuts ..... 8 1/2  
Chimmie Fadden ..... 10  
Pineapple Glace ..... 16  
Penny Cakes ..... 8 1/2  
Marshmallow Walnuts ..... 16  
Belle Isle Picnic ..... 11

## LANTERNS.

No. 0 Tubular ..... 4.25  
No. 1 B Tubular ..... 6.50  
No. 13 Tubular Dash ..... 6.30  
No. 1 Tub., glass front ..... 7.00  
No. 12 Tubular, side lamp ..... 14.00  
No. 3 Street Lamp ..... 3.75

## LANTERN GLOBES.

No. 0 Tubular, cases 1 doz. each, box 10 cents ..... 45  
No. 0 Tubular, cases 2 doz. each, box 15 cents ..... 45  
No. 0 Tubular, bbls 5 doz. each, bbl 35 ..... 40  
No. 0 Tubular, bull's eye, cases 1 doz. each ..... 1.25

## LAMP WICKS.

No. 0 per gross ..... 20  
No. 1 per gross ..... 25  
No. 2 per gross ..... 25  
No. 3 per gross ..... 25  
Mammoth ..... 78

## Crockery and Glassware.

## AKRON STONEWARE.

## Butters.

1/2 gal., per doz ..... 50  
1 to 6 gal., per gal ..... 5 1/4  
8 gal., per gal ..... 6 1/4  
10 gal., per gal ..... 6 1/4  
12 gal., per gal ..... 6 1/4  
15 gal. meat-tubs, per gal. ..... 8  
20 gal. meat-tubs, per gal. ..... 10  
25 gal. meat-tubs, per gal. ..... 10  
30 gal. meat-tubs, per gal. ..... 10

## Churns.

2 to 6 gal., per gal ..... 5 1/4  
Churn Dashers, per doz ..... 85

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## Hardware

### Ringling Resolutions Adopted by Cleveland Dealers.

The Cleveland Retail Hardware Association has adopted the following resolutions:

Whereas—The manufacturers and wholesale dealers in general hardware, stoves and tinware persist in selling to catalogue supply houses and department stores, to our injury and detriment, placing us toward our customers in the light of extortioners, causing endless trouble; and

Whereas—The system of protecting us from this wrong is ineffective, it is absolutely necessary to perfect such a system by united action, which will remove these evils from which we have suffered for years. Therefore be it

Resolved—That the members of this Association confine the purchase of hardware, stoves and tinware to manufacturers and wholesale dealers who sell goods only to firms that are regularly engaged in the retail hardware business, as defined in these resolutions.

Resolved—That it is the sense of this convention that the interpretation of the term "retail hardware dealer," as set forth in the above resolution, to entitle him to purchase hardware, stoves and tinware, be construed to mean any person having an established place of business and carrying a line of hardware, stoves and tinware and such goods as are usually kept in a first-class hardware store; and in cities of less than 5,000 population, all persons carrying a general line of hardware in connection with any other kind of merchandise.

Resolved—That it is not the intention of the above resolutions to prevent the interchange of goods mentioned between manufacturers and wholesale dealers in such goods, or for the export trade, and the interpretation of said resolution is hereby vested in the executive committee, with power. The following are exempt from these resolutions: The United States Government, state, county and city institutions, railroads, gas, water and electric light companies, and such manufacturing industries and companies as the executive committee may approve, for such goods as are necessary for their respective lines of business.

Resolved—That any manufacturer or jobber in hardware, stoves or tinware furnishing net prices or any discount from list prices contrary to the foregoing resolutions, either by themselves, employees or agents, shall be considered as disapproving the above resolutions.

Resolved—That this Association shall, as far as lies in its power, keep a record of all goods sold, and by whom sold, to catalogue houses and department stores, and of all other violations of these resolutions.

Resolved—That any member purchasing goods from any manufacturer or jobber who has been listed by the executive committee as disapproving of these resolutions, shall be subject to a fine or expulsion, at the discretion of the executive committee.

Resolved—That every member of this Association is constituted a committee of one, and is expected to report to the proper officers in this State any violation of these resolutions.

Resolved—That these measures are just and necessary for our welfare, and a rigid enforcement is demanded.

Resolved—That this Association endorses the above, and urges its officers to use their best efforts to bring about the formation of a national association, with the end in view that a uniform system of protection for the trade will prevail throughout the entire country.

### Growth of Glassmaking.

Plate glass affords another instance wherein American inventiveness, enterprise and competition, fostered by a protective tariff, have brought into common use an article which, so long as it could only be obtained from foreign manufacturers, remained a luxury for the rich alone. To such an extent have American makers improved their proc-

esses and enlarged their plants that, according to the National Glass Budget, plate glass is now offered at prices as low as or lower than those asked for the larger sizes of double-strength blown cylinder glass for glazing purposes, which it will displace "because of superior polish, finish, temper, trueness of surface, flawlessness and higher brilliancy." Not only this, "but it will also take the place of single-strength cylinder glass in all medium glazing sizes where quality is a consideration, and absolutely displace all blown glass in picture sizes, coffin fronts, photographic requirements, vehicle and car glazing, and in studio and office glazing." Others predict the total disappearance of blown window glass from use. This may well be looked for in view of several announcements. One of these is that the window glass combine, making the old-fashioned article, has already ordered a large reduction of its output, through inability to compete with the plate glass product at the present prices of the latter. Another is that the leading European manufacturers are now, according to our consular reports, shipping their polished plate to this country "at prices from which the Dingley duty seems to have been deducted." That they are able to do this shows that there is room for a still greater reduction in the price of American plate glass. But the laws of development are kind after all. The concerns which have been making common glass for windows, mirrors and the like will not lack a market for their glass in other forms. It is discovered that it makes excellent fence posts! A Western concern has lately received a large order for substantial glass fence posts, grooved for wires. Its use for roofs, for sidewalks covering areas, for partitions in office buildings, for outer walls even, is increasing. Indeed, so multiform are the uses to which common glass is now being put that we may be said to have entered the vestibule of a coming "glass age."

### The Sale of Bicycles.

When spring has fairly commenced, cycling will undoubtedly receive a great deal of attention from men and women who make a practice of riding, while there will be a large number of new aspirants to this form of pleasant amusement added to the list. They will naturally feel a deep interest in the wheels they intend to ride and their accessories. There may be some hardware merchants who ride the wheel and find it as amusing and diverting as any one else. However, whether a merchant rides or not, it would pay him well to give the different phases of the bicycle business sufficient attention to extend the sale of wheels. While giving this advice, we intend that it should be taken seriously by every dealer who does not sell bicycles, and who may be put in mind of it by these suggestions. Not only should they sell the wheels, but certain of the essential sundries as well which come within the lines of a complete hardware stock.

### 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.

Liberia is the only civilized country where clocks are almost entirely dispensed with. The sun rises exactly at 6 a. m. and sets at 6 p. m. throughout the year, and is vertically overhead at noon.

## Clark=Rutka=Jewell Co.

Ionia Street,  
Grand Rapids, Mich.

Opposite Union Depot.

## New Wholesale Hardware House

New House, New Goods, New Prices.

Call and see us when in the city.

Write us for prices.

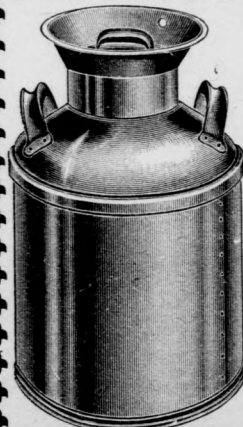
Clark=Rutka=Jewell Co.

## The Favorite Churn



Exclusive agents for Western Michigan.

FOSTER, STEVENS & CO., Grand Rapids.



## 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.



## GAINING GROUND.

## Increased Demand for Grand Rapids Furniture in London.

About 3,000 office desks were shipped from this city to the English market last year, and the shipments this year will exceed last year's record by considerable. In addition to office desks, many chairs and rockers were sent over, a few office chairs and a fair quantity of miscellaneous furniture.

For about ten years the Grand Rapids furniture manufacturers have been trying to gain a foothold in the English market, and even longer ago efforts were made in this direction. Charles R. Sligh was one of the pioneers in the movement. He, with John Widdicombe, E. H. Foote and others, opened a Grand Rapids furniture store in Birmingham and stocked it with up-to-date Grand Rapids furniture. After a year's trial this first effort was abandoned and a new store was opened in London and everything was done to push the American goods. The English, however, did not seem to crave for American furniture. The wooden beds would not "go" because the English use metal beds, brass and iron exclusively, and have used them for half a century or more, and prefer them to any other. The bureaus, chiffoniers, cabinets and other goods of Grand Rapids production were attractive, but not enough demand for them could be aroused to make the venture successful. The styles were different, the workmanship was unlike the English and English prejudices did the rest. The second venture, the Grand Rapids furniture store in London, was abandoned, as had been the store in Birmingham. The experience had been valuable to the manufacturers and it was not so very expensive either.

When the other stores were abandoned Stickley Bros. & Co., of this city, took hold of the foreign furniture store project as a private enterprise. They opened a store in London about a year ago and stocked it with chairs and rockers of their own manufacture and with office desks manufactured here, and also carried a line of fancy tables and cabinets. Their store has now been running a year and it has just about "played even." No money has as yet been made, but the foundation has been laid for future success and the experience gained will materially promote the success. One of the chief obstacles to sending American goods to the English market is the heavy freight rates. By the time the goods are laid down in London the goods have cost, with the freight rates, about the retail price here, and to this price must be added the necessary percentage of profits for the jobber and other incidentals. By the time all these charges have been made the cheap suit is no longer cheap and the medium priced goods have become expensive. This matter of freights is the most serious obstacle to selling American furniture in England, but there is another obstacle, in that the American case work is not up to the English standards, and a still greater obstacle is the English prejudices against foreign made goods.

When Stickley Bros. & Co. first began shipping chairs to the London store the chairs were already set up, finished and ready for business. The chairs are now shipped in the white, knocked down, at a material reduction in cost, and this method will be followed hereafter. The chairs are put together and finished by English workmen. American chairs

are winning a place for themselves in the foreign market and success in this line is looked for. It takes about five years to acquire a hold in England, and the hold is being acquired as rapidly as possible. The same is true of small tables and rockers, the trade in these articles having already assumed satisfactory proportions.

Office desks, with numerous pigeon-holes, drawers and recesses, and the roll top so familiar in the American office and store, were first introduced in England about ten years ago, and since then have become securely established in the market. The Grand Rapids manufacturers have been shipping desks to England for four or five years and the trade has been steadily growing in proportions. Until last year the desks were shipped set up and finished, but close competition demanded a reduction in the expenses and one of the manufacturers here began shipping in the white, knocked down, which reduces the freight charges about one-half, and the others will probably do the same as soon as they can make the necessary arrangements at the other end of the line. The wood is carefully machined in the factories here and the pieces are made ready to put together, and then the material is shipped over to England to be set up and finished. The American desk has become a welcome addition to the English office, now that the novelty of the thing has worn away. Flat table desks were formerly used exclusively and when the business man had to leave his desk or office everything had to be cleared up and packed away in the vault. With the American roll top a pull of the handy curtain covers everything, and not only locks the desk but also locks all the drawers. The convenience of the desk is what has won for it favor, and it is rapidly finding its way all over the world, with London as the great distributing point.

The English have revolving office chairs but the "revolving" has been on a swivel, without the spring and the raising and lowering screw so familiar in the American office chair. The English have taken very kindly to the American chairs and a substantial trade has been worked up in them. Two of the Grand Rapids desk companies are now making office chairs to go with the desks and Stickley Bros. & Co. will also put out a line of them in connection with their other chairs.

## Ignore the Note and Turn Over a New Leaf.

Grand Haven, April 25—Last year a representative of the Comstock Law and Collecting Agency called on me and—I am ashamed to admit it—induced me to sign its contract to make some collections for me. The contract now turns out to be a note, the agency is bothering me to death with letters for the payment of same. What is your opinion in regard to this matter? Do you think they can collect this note by law? I know you are acquainted with others who have signed the same contract.

JOHN M. COOK.

The Tradesman has had occasion to advise several of its patrons in this matter and has invariably urged that no attention be given the notes, because they are manifestly fraudulent in character and because no jury could be found which would bring in a verdict against the makers. In no case have suits been begun on the notes, although in several cases attorneys holding the notes have offered to compromise on the basis of 20 per cent. of their face value. The Tradesman's advice to Mr. Cook is to ignore the note and, at the same time, register a solemn vow that hereafter he will give schemers and fakirs and the agents of fraudulent collection agencies a wide berth.

## Hardware Price Current.

## AUGURS AND BITS

Snell's.....	70
Jennings', genuine.....	25&10
Jennings', imitation.....	60&10

## AXES

First Quality, S. B. Bronze.....	5 00
First Quality, D. B. Bronze.....	9 50
First Quality, S. B. S. Steel.....	5 50
First Quality, D. B. Steel.....	10 50

## BARROWS

Railroad.....	\$12 00 14 00
Garden.....	net 30 00

## BOLTS

Stove.....	60&10
Carriage new list.....	70 to 75
Plow.....	50

## BUCKETS

Well, plain.....	\$ 3 25
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## BUTTS, CAST

Cast Loose Pin, figured.....	70&10
Wrought Narrow.....	70&10

## BLOCKS

Ordinary Tackle.....	70
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## CROW BARS

Cast Steel.....	per lb 4
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## CAPS

Ely's 1-10.....	per m 65
Hick's C. F.....	per m 55
G. D.....	per m 35
Musket.....	per m 60

## CARTRIDGES

Rim Fire.....	50& 5
Central Fire.....	25& 5

## CHISELS

Socket Firmer.....	80
Socket Framing.....	80
Socket Corner.....	80
Socket Slicks.....	80

## DRILLS

Morse's Bit Stocks.....	60
Taper and Straight Shank.....	50& 5
Morse's Taper Shank.....	50& 5

## ELBOWS

Com. 4 piece, 6 in.....	doz net 50
Corrugated.....	1 25
Adjustable.....	dis 40&10

## EXPANSIVE BITS

Clark's small, \$18; large, \$26.....	30&10
Ives', 1, \$18; 2, \$24; 3, \$30.....	25

## FILES—New List

New American.....	70&10
Nicholson's.....	70
Heiler's Horse Rasps.....	60&10

## GALVANIZED IRON

Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16.....	17
Discount, 75 to 75-10.....	

## GAUGES

Stanley Rule and Level Co.'s.....	60&10
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## KNOBS—New List

Door, mineral, jap. trimmings.....	70
Door, porcelain, jap. trimmings.....	80

## MATTOCKS

Adze Eye.....	\$16 00, dis 60&10
Hunt Eye.....	\$15 00, dis 60&10
Hunt's.....	\$18 50, dis 20&10

## NAILS

Advance over base, on both Steel and Wire.....	
Steel nails, base.....	1 65
Wire nails, base.....	1 75
20 to 60 advance.....	Base
10 to 16 advance.....	06
8 advance.....	10
6 advance.....	20
4 advance.....	30
3 advance.....	45
2 advance.....	70
Fine 3 advance.....	70
Casing 10 advance.....	50
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	25
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel 1/2 advance.....	55

## MILLS

Coffee, Parkers Co.'s.....	40
Coffee, P. S. & W. Mfg. Co.'s Malleables.....	40
Coffee, Landers, Ferry & Clark's.....	40
Coffee, Enterprise.....	30

## MOLASSES GATES

Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	30

## PLANES

Ohio Tool Co.'s, fancy.....	60
Sciota Bench.....	60
Sandusky Tool Co.'s, fancy.....	60
Bench, first quality.....	60
Stanley Rule and Level Co.'s wood.....	60

## PANS

Fry, Acme.....	60&10&10
Common, polished.....	70& 5

## RIVETS

Iron and Tinned.....	60
Copper Rivets and Burs.....	60

## PATENT PLANISHED IRON

"A" Wood's patent planished, Nos. 24 to 27 10 20	
"B" Wood's patent planished, Nos. 25 to 27 9 20	
Broken packages 1/4c per pound extra.	

## HAMMERS

Maydole & Co.'s, new list.....	dis 35
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	30c list
Blacksmith's Solid Cast Steel Hand 30c list.....	40&10

## HOUSE FURNISHING GOODS

Stamped Tin Ware.....	new list 75&10
Japanned Tin Ware.....	20&10
Granite Iron Ware.....	new list 40&10

## HOLLOW WARE

Pots.....	60&1
Kettles.....	60&10
Spiders.....	60&10

## HINGES

Gate, Clark's, 1, 2, 3.....	dis 60&10
State.....	per doz net 2 50

## WIRE GOODS

Bright.....	80
Screw Eyes.....	80
Hook's.....	80
Gate Hooks and Eyes.....	80

## LEVELS

Stanley Rule and Level Co.'s.....	dis 70
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## ROPES

Sisal, 1/4 inch and larger.....	6 1/4
Manilla.....	5

## SQUARES

Steel and Iron.....	
Try and Bevels.....	
Mitre.....	

## SHEET IRON

Nos. 10 to 14.....	com. smooth. com.
Nos. 15 to 17.....	\$2 70 \$2 40
Nos. 18 to 21.....	2 80 2 45
Nos. 22 to 24.....	3 00 2 55
Nos. 25 to 26.....	3 10 2 65
No. 27.....	3 20 2 75
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.	

## SAND PAPER

List acct 19, '86.....	dis 50
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## SASH WEIGHTS

Solid Eyes.....	per ton 20 00
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## TRAPS

Steel, Game.....	60&10
Onaida Community, Newhouse's.....	50
Onaida Community, Hawley & Norton's 70&10	
Mouse, choker.....	per doz 15
Mouse, delusion.....	per doz 1 25

## WIRE

Bright Market.....	75
Annealed Market.....	75
Coppered Market.....	70&10
Tinned Market.....	62 1/4
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 15
Barbed Fence, painted.....	1 65

## HORSE NAILS

An Sable.....	dis 40&10
Putnam.....	dis 5
Northwestern.....	dis 10&10

## WRENCHES

Baxter's Adjustable, nicked.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	80
Coe's Patent, malleable.....	80

## MISCELLANEOUS

Bird Cages.....	50
Pumps, Cistern.....	80
Screws, New List.....	85
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	50

## METALS—Zinc

600 pound casks.....	6 1/4
Per pound.....	6 1/4

## SOLDER

1/4@3/4.....	12 1/4
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	

## TIN—Melyn Grade

10x14 IC, Charcoal.....	\$ 5 75
14x20 IC, Charcoal.....	5 75
20x14 IX, Charcoal.....	7 00
Each additional X on this grade, \$1.25.	

## TIN—Allaway Grade

10x14 IC, Charcoal.....	5 00
14x20 IC, Charcoal.....	5 00
10x14 IX, Charcoal.....	6 00
14x20 IX, Charcoal.....	8 00
Each additional X on this grade, \$1.50.	

## ROOFING PLATES

14x20 IC, Charcoal, Dean.....	5 00
14x20 IX, Charcoal, Dean.....	6 00
20x28 IC, Charcoal, Dean.....	10 00
14x20 IC, Charcoal, Allaway Grade.....	4 50
14x20 IX, Charcoal, Allaway Grade.....	5 50
20x28 IC, Charcoal, Allaway Grade.....	9 00
20x28 IX, Charcoal, Allaway Grade.....	11 00

## BOILER SIZE TIN PLATE

14x56 IX, for No. 8 Boilers, { per pound... 9	
14x56 IX, for No. 9 Boilers, {	

## THE FORGOTTEN PAST

Which we read about can never be forgotten by the merchant who be comes familiar with our coupon system. The past to such is always a "nightmare." The present is an era of pleasure and profit.

TRADESMAN COMPANY,  
GRAND RAPIDS.



## Commercial Travelers

### Preparations for the State U. C. T. Meeting.

Jackson, April 26—The annual meeting of the Grand Council of Michigan of the United Commercial Travelers will be held in this city Friday, May 20, when it is expected that several hundred traveling men, many of them accompanied by ladies, will be present.

The meeting will be held at Castle hall, the business meeting being called for 9:30 a. m. The visitors will be met at the trains by the reception committee and escorted to U. C. T. hall, where they will register and receive souvenir books, badges, etc.

At 12:30 a parade will be formed in front of Castle hall and march through the principal streets, carriages being furnished for the ladies.

Immediately after the parade the ladies will be entertained by a drive about the city and a visit to the State prison, underwear and corset factories and other points of interest, following which a reception will be tendered them at the Jackson City club.

At 2 p. m. the business session of the order will be resumed.

At 6 p. m. a complimentary banquet will be tendered the visitors at Co. D armory, to be followed by an interesting program of toasts and responses, interspersed with music. Dr. O. J. R. Hanna will serve as master of ceremonies and the program will be as follows:

Welcome—C. E. Townsend.

Response—Grand Counsellor F. L. Day.

Why Are We Traveling Men?—O. Gould, Saginaw.

The Ladies—Geo. H. Randall, Bay City.

The Baby Council—Frank Thompson, Hillsdale.

The Order—Flint Council.

The Employer—H. S. Griggs, Jackson.

The Traveling Man as a Citizen—P. Walsh, Detroit.

This will be followed by a grand complimentary ball, for which two full orchestras have been provided and the dancing will be continuous until the wee sma' hours.

The local members of the U. C. T. are preparing a handsome souvenir book to be presented to each of the visitors. It will contain numerous half-tone views of Jackson streets, residences and public buildings, executed by the engraving department of the Tradesman Company, and will also state facts and figures relative to the commercial and material condition of Jackson, which will do much towards advertising the business and social advantages of this city. They have used this means for raising funds to meet the expenses of the gathering and have received liberal aid from the business men of the city in the way of advertising, for which they return thanks.

### Movements of Lake Superior Travelers

L. P. Murray (Plankinton Packing Co.) has resigned his position and gone to Joliet, Ills., to join a company of cavalry to go to the front. If Mr. Murray proves to be as effective as he is enthusiastic, he will make his mark.

Harry Brilling (A. Kroleck & Co.) is with us again.

Lost—W. C. Monroe and Willis Peake. Last seen in these parts three months ago. Fears for their safety are felt. Probably they have been annihilated by Tom Hilton.

O. D. Hutchinson (Consolidated Milling Co.) was with us last week.

H. F. B. Wendels (Bunte Bros. & Spoehr) did the iron country last week.

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

The Lake Superior Commercial Travelers' Club now has a membership of 176.

Everybody who knows Dell Dane (Michigan Stove Co.) is acquainted with one of the jolliest representatives

of the craft. He missed his calling. Although he is a success, Al, in the stove trade, he would have been a hummer had he taken the stage for a profession. Dell was never known to be at a loss for a word but once. That happened a few years ago upon a stage coach between Crosswell and Lexington. Dell was entertaining the passengers with a few of his 11,478 stories, much to their enjoyment. His companion in the same seat nearly went into convulsions, whereupon Dell cracked him on the back and said, "Old boy, what line do you handle?" When his companion replied, "Preaching," Dell fell in a faint and didn't come to for some time.

OUIX.

### Gripsack Brigade.

B. F. Parmenter has sold his farm near Saugatuck and purchased the residence of Chas. S. Brooks (Musselman Grocer Co.) at 16 Bradburn street. He will return to Grand Rapids and make this city his home, having effected a business arrangement with a local jobbing house.

During the excitement incident to the military parade Tuesday, an explosion startled the people assembled at the corner of Monroe and Ottawa streets. The first thought was that a serious accident had occurred, but subsequent investigation disclosed the fact that the noise was caused by Cornelius Crawford kissing his wife, on leaving her to take a train.

A Toledo dispatch notes the following—The Woolson Spice Co. has called all its traveling salesmen from the road and for the present, at least, little coffee will be placed on the market by the company. It appears that the Arbuckles have stolen a march on the Woolson and by purchasing a million bags have practically cornered the market. As a result of this manoeuvre the price of the green product has advanced 2 cents a pound. In the present unsettled state of the market the Woolson people are not aggressive.

Austin H. Bruen, a well-known commercial traveler, died at Detroit Tuesday. He was born at Penn Yan, N. Y., sixty-four years ago, learned the tinner's trade at Toledo, took the road when 15 years old and had been traveling for the past forty-nine years, selling pressed tin and other hardware. During the past twenty-one years he lived in Detroit and covered Michigan for Sidney Shepard & Co., of Buffalo. He was a member of the Royal Arcanum, Knights of Honor, and Michigan Knights of the Grip. He leaves a widow, Mrs. Marietta Bruen, also three brothers and two sisters.

The will of the late Wm. Boughton has been filed for probate. It was executed last August and names Jas. M. Dudley and Fred E. Rice as executors. The estate comprises \$3,000 life insurance and \$1,600 in cash, all of which, exclusive of funeral expenses, is left to the sister of the deceased, Mrs. Frances A. Cowdrey, who resides in Bucks county, England. The reason why the sister was made the sole beneficiary of the deceased is that she has the sole care of the aged mother of the deceased, who had contributed to her support during his lifetime, and probably took this means of assuring her a support during the remainder of her days. Mr. Boughton has been a father and a brother to a large family who were dependent upon him only by the ties of marriage, and his death leaves many aching hearts among those he has befriended, as well as among those who cherished his friendship.

A well-known traveling man writes the Tradesman as follows: "I was in South Bend again last week and, for the purpose of seeing how wretchedly a hotel could be run, I registered for dinner at the Oliver House. Before going into the dining room I repaired to the washroom to perform my customary ablutions, but one glance at the towels was sufficient to deter me from so doing. They were as stiff as boards and as black as a silk hat. The dinner was the worst I ever saw—and I have seen a good many tough dinners in a career of twenty years on the road. It was a combination of the vilest lot of stuff I ever saw set before a white man: I can taste it yet, and had I had time I should have called on the local health officer and suggested that he investigate the culinary department of the house, with a view to proceeding against the establishment for maintaining a nuisance and causing sickness. I believe that diningroom has given the doctors and nurses more business than all the miasma which emanates from the Kankakee marshes; and if Boyd Pantlind would like to ascertain how badly it is possible to run a hotel, I suggest that he pay a visit to South Bend, register at the Oliver House, and take a glance at those towels and a sniff of the sickening odors which prevail in that diningroom."

### Have You Paid Assessment No. 1?

Lansing, April 25—Will you please notice in the Gripsack column of the Tradesman this week that assessment No. 1 expires May 1 and should be paid on or before that date? Some of the boys are likely to overlook it and a notice in the Tradesman will act as a reminder to them and save us the expense of sending a second notice.

J. C. SAUNDERS, Sec'y.

One of the most significant incidents in the commercial and industrial world at this time is the placing with the Pennsylvania Steel Company of large orders for steel rails by the Russian government. These rails are to be used in the construction of the Trans-Siberian Railroad, and it is understood that the contract covers the metal to lay about 300 miles of track. It is to be noted that while deliveries are to be made here, the material is to be shipped across the continent and over seas to Vladivostok, the Pacific terminus of the great Russian road. It is fairly presumable that not only the rails but all the plant and equipment for the eastern section of one of the greatest transportation systems in the world will be required for delivery at the terminal port. Furthermore, as the road is pushed forward, it will open up a new region where the opportunities for trade, although not fully known, are believed to be very great.

## WANTS COLUMN.

Advertisements will be inserted under this head for two cents a word the first insertion and one cent a word for each subsequent insertion. No advertisements taken for less than 25 cents. Advance payment.

### BUSINESS CHANCES.

FOR SALE—STOCK OF DRUGS, GROCERIES, hardware, crockery, dry goods, notions, etc. Involving about \$3,600: a great bargain for cash; large building; well located in a thriving Northern village. Address No. 580, care Michigan Tradesman. 586

FOR SALE—STOCK DRY GOODS AND clothing; established nine years; best location. Will take improved real estate as security for payment. Address J. H. Levinson, Petoskey, Mich. 587

FOR SALE—I have two complete drug stocks in Middleville. Will sell one and move other away, or will sell one-half interest in either stock—one to be moved into an other location—to reliable man. Dr. Nelson Abbott, Middleville, Mich. 591

TO EXCHANGE—220 acres farming land in Crawford county, Mich., title perfect, for stock millinery or groceries. Address Lock Box 40 St. Louis, Mich. 588

I HAVE SOME GOOD CITY PROPERTY, free and clear, to exchange for stock of merchandise. Would assume a little incumbrance if necessary. W. H. Gilbert 109 Ottawa St., Grand Rapids, Mich. 590

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

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

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 MERCHANDISE 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. Medaie, 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

### PATENT SOLICITORS.

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

### MISCELLANEOUS.

WANTED—REGISTERED PHARMACIST: good references required; a young man preferred; steady position and fair wages. R. Gidley, Empire, Mich. 574

SITUATION WANTED—REGISTERED PHARMACIST, married, 27 years of age, registered 8 years, country and city experience. Best of references given. Address No. 530, care Michigan Tradesman. 530

WANTED—REGISTERED PHARMACIST at once. Must furnish good references as to character. J. H. Chapman, Mears, Mich. 592

WANTED—SITUATION BY REGISTERED pharmacist of twenty years' experience. Address No. 589, care Michigan Tradesman. 589

## 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.



## 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 \* 8:20am

**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..... + 5:07pm  
+ 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..... + 10:05am  
+ 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. & L.) + 11:10pm + 7:45am  
Lv. Mackinaw City..... 7:35am 4:20pm  
Ar. St. Ignace..... 9:00am 5:20pm  
Ar. Sault Ste. Marie..... 12:20pm 9:50pm  
Ar. Marquette..... 2:50pm 10:40pm  
Ar. Nestoria..... 5:20pm 12:45am  
Ar. Duluth..... 8:30am

**EAST BOUND.**  
Lv. Duluth..... + 6:30pm  
Ar. Nestoria..... + 11:15am 2:45am  
Ar. Marquette..... 1:30pm 4:30am  
Lv. Sault Ste. Marie..... 3:30pm  
Ar. Mackinaw City..... 8:40pm 11:00am  
G. W. HIBBARD, Gen. Pass. Agt. Marquette.  
E. C. Oviatt, Trav. Pass. Agt., Grand Rapids

### TRAVEL VIA

### F. & P. M. R. R.

AND STEAMSHIP LINES  
TO ALL POINTS IN MICHIGAN

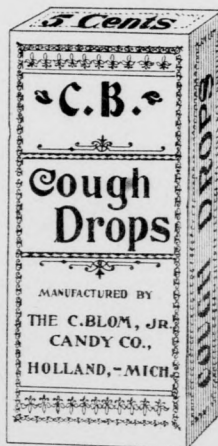
H. F. MOELLER, A. G. P. A.

## Blank Books

Inks,  
Mucilage,  
Etc.,

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

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



For Sale by Leading Jobbers.

## 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.

## MONEY IN IT

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

It pays any dealer to keep the Seymour Cracker.

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

For this class of people the Seymour Cracker is made.

Discriminating housewives recognize its superior

FLAVOR, PURITY,  
DELICIOUSNESS

and will have it.

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

National Biscuit Company,  
Grand Rapids, Mich.

## STANDARD OIL CO.

DEALERS IN

ILLUMINATING AND LUBRICATING

## OILS

### NAPHTHA AND GASOLINES

Office and Works, BUTTERWORTH AVE.,

GRAND RAPIDS, MICH.

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

Highest Price Paid for Empty Carbon and Gasoline Barrels.





## Unloading Baby Cabs

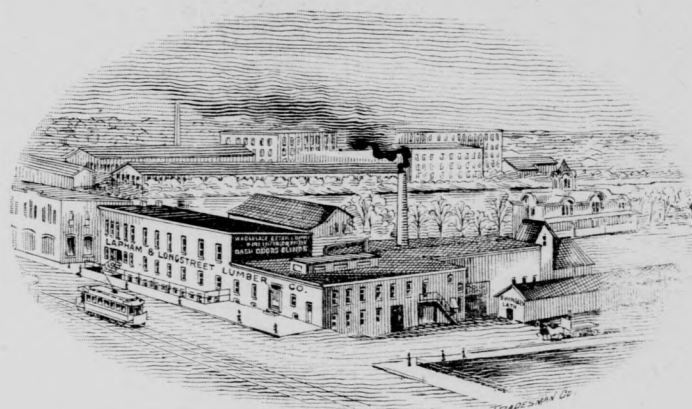
We are quoting **JOBBER'S PRICES**  
to **MICHIGAN MERCHANTS** on **50**  
**STYLES** of Cabs.

Every one is High Grade.  
Every one is Low Priced.  
Every one is Guaranteed.  
Large Catalogue sent on applica-  
tion.

**GRAND RAPIDS**  
**WHOLESALE FURNITURE CO.**  
GRAND RAPIDS, MICH.

# SACRIFICE SALE!

PLANT OF THE  
**LANSING LUMBER CO.**



**T**HIS 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.

**URE....**

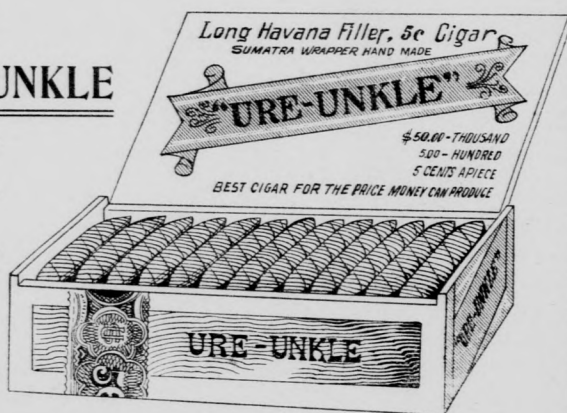
**...UNKLE**

10C. Cigar

For 5C.

**Michigan**  
**Cigar**  
**Co.**

Big Rapids,  
Mich.



# DON'T WAIT TO BE DRAFTED BE A VOLUNTEER

Come into the ranks while the opportunity  
offers. Nearly 50,000 United States Merchants  
are on our list as users of The Famous Money  
Weight System. Our Money Weight Com-  
puting Scales will save you more money than  
anything you can possibly invest in. Join  
the Ranks. Address

**The Computing Scale Co.**

Dayton, Ohio, U. S. A.

