

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Volume XV.

GRAND RAPIDS, WEDNESDAY, MAY 11, 1898.

Number 764

The Food Commissioner

has begun an aggressive crusade against cheap vinegars which are not up to the legal standard. It will be well for the retail trade to prepare for the wrath to come by putting in goods of recognized purity and strength, and we beg leave to call the attention of the trade to the fact that

Robinson's Cider Vinegar

is always up to the standard established by the Legislature and that it is guaranteed not to contain any deleterious acids or anything that is not produced from the apple. One hundred dollars in cash stands back of this guaranty. Ask your jobber for Robinson's vinegar and insist on having no other. If your jobber will not get it for you, order direct from the manufacturer,

ROBINSON CIDER & VINEGAR CO., Benton Harbor, 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.

URE....

...UNKLE

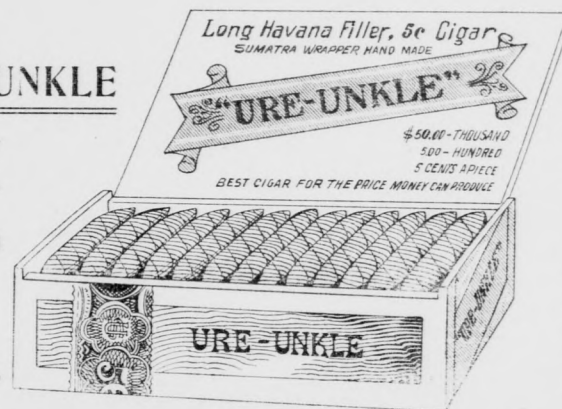
100. Cigar

For 5c.

Michigan
Cigar

Co.

Big Rapids,
Mich.



\$500 Reward!

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

DE BOE, KING & CO.,

Grand Rapids, Mich.

LOOMIS & GASSENMEIER...

MANUFACTURERS OF

SHOW CASES

For all kinds of goods. Secondhand show cases on hand and exchanged.

612 Michigan Avenue, East

Lansing, Michigan

J. A. MURPHY, General Manager.

FLOWERS, MAY & MOLONEY, Counsel.

The Michigan Mercantile Agency

Special Reports.

Law and Collections.

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

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

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

All Grocers

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

LEROUX'S PURE CIDER VINEGAR

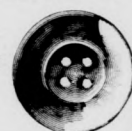
"Red Star Brand." A trial order will convince you of the merits of these goods, and a guarantee bond goes to every purchaser protecting him in the sale of our vinegar.

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

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.



KILL



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," "Acq'd," "Ent'd," and dates to 1903. For 3 Coupons, Patent Pneumatic Ink Bottle worth 60 cents; pressure into funnel top brings up ink from center of bottle; no thick ink with this. For 6 Coupons, 1/4 gross Fly Buttons, delivered.

TO 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.

STANDARD OIL CO.

DEALERS IN

ILLUMINATING AND LUBRICATING

OILS

NAPHTHA AND GASOLINES

Office and Works, BUTTERWORTH AVE.,

GRAND RAPIDS, MICH.

Has 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.

MONEY IN IT

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

It pays any dealer to keep the Seymour Cracker.

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

For this class of people the Seymour Cracker is made.

Discriminating housewives recognize its superior

**FLAVOR, PURITY,
DELICIOUSNESS**

and will have it.

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

**National Biscuit Company,
Grand Rapids, Mich.**

**BOUR'S
COFFEES
MAKE BUSINESS**

Bour's Blended Coffees

know no competition. Their growth in consumption has been simply marvelous, which only demonstrates their extremely fine quality **over and above all others.**

Our Coffees not alone increase your sales instantly, but **pay you a profit.**

Give them a thirty day trial **now.** Don't wait—**now** is the opportune time.

The J. M. Bour Co.,

113-115-117 Ontario St., Toledo, Ohio.

129 Jefferson Avenue, Detroit, Mich.



TANGLEFOOT

Sealed Sticky Fly Paper

ONE OF THE MOST PROFITABLE THINGS YOU SELL.

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

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



**YOUR
WHOLESALE
SELLS
TANGLEFOOT.**

PRICE, 30 CENTS A BOX.—\$2.55 A CASE.

MICHIGAN TRADESMAN

Volume XV.

GRAND RAPIDS, WEDNESDAY, MAY 11, 1898.

Number 764

Established Paying Livery and Business

In a live town and county. Refer to any traveling man that makes Hart. Been in this business here 15 years and over. Must sell on account of ill-health. 8 excellent horses in splendid condition. Double and single carriages, harnesses, cutters, robes and everything connected with livery goes.

This is a bargain for some one. Will not sell less than \$1000.00 practically cash.

W. H. BAILEY, Hart, Mich.

Prices, styles, fit and make guaranteed by

KOLB & SON,

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

See our \$4 Spring Overcoats and Suits. Spring line of fine goods—excellent. Write our Michigan agent, WILLIAM CONNOR, Box 346, Marshall, Mich., or meet him at Sweet's Hotel, Grand Rapids, 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.

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 receipted for by us.

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

THE Grand Rapids FIRE INS. CO.

Prompt, Conservative, Safe.
J. W. CHAMPLIN, Pres. W. FRED McBAIN, Sec.

THE MERCANTILE AGENCY

Established 1841.

R. G. DUN & CO.

Widdicomb Bld'g, Grand Rapids, Mich.

Books arranged with trade classification of names. Collections made everywhere. Write for particulars.
L. P. WITZLEBEN, Manager.

Rare Chance for Small Capital.

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

Save Trouble
Save Losses
Save Dollars

TRADESMAN COUPONS

A NEEDLESS JOURNEY.

The anxiety which has followed the battleship Oregon in her long voyage around the Horn has strengthened the conviction that the journey was one which might have been avoided if this country had done what it ought to have done years ago—built the Nicaragua Canal. The war with Spain, should it accomplish nothing else, has demonstrated that, from a naval standpoint, the canal is a necessity, and the commercial advantages resulting from the undertaking only increase this.

Had the nation been engaged in war with a first-class power, the trip of the Oregon would have been hazardous in the extreme. As it is, it was with many misgivings that the nation followed the daily progress of the vessel and was prepared for the worst in regard to her; and, now that all fears are at rest, it becomes a matter of much concern whether the risk should be repeated. With an extensive seacoast on both sides of South America, with the prospects before us that other complications may make such journeys a necessity, the transfer of a squadron instead of a single battleship may be desirable at a time when "doubling" the cape can not be taken into consideration. In such a condition of things the canal would meet the demands required, as it would to-day were it in existence.

This, more than anything else, leads to the assertion that the canal should belong to the Government of the United States. Any other condition would lead to intervention from some quarter—an idea not to be thought of. It should be built, owned and controlled only by this Government, to be of any advantage in war, otherwise, like the Suez Canal, it would be closed to combatants in wartime when it was needed most.

To the business question, "Will it pay?" it may be stated that, if the experience furnished by the Suez Canal is worth anything, the canal at Nicaragua will be found a paying investment. The Suez Canal cost \$115,000,000. It is capitalized at \$90,500,000. It paid a net profit, in 1892, of \$8,333,333. Its shares are quoted to-day \$538.58 for \$100 par value, a statement which answers the question fairly and squarely and which is suggestive that the authors of the bill before the last Congress, who asked the Government to pay most of the cost and leave the control of the canal in the hands of a private corporation, had a fair idea of what they were about and that it would prove a good thing.

The conclusion of the whole matter is that the Government should build and control the canal. It should be begun at once. When finished, it will be a paying investment in times of peace and in wartime the country will realize its full strategic value.

Woman's Influence in the World.

A recent New York paper has an editorial devoted to the subject of men who have become famous or prominent on account of their marriage or association with noted women, and adduces a

number of modern instances in support of its theory.

It occurs to us that the writer should have begun at the beginning, if he wanted to make an exhaustive article on the subject. There's old man Adam, for example; where would he have been—and where would the rest of us be, perhaps—if Eve had not made a sneak on the apple orchard? We can not, it is true, tell what might have been, but if there had been no Eve, there would have been no apple eating, and, for all we know, the pair of them might have been in the garden yet and none of the rest of us have been heard of.

Later on we find Jacob's mother playing what modern slang writers would call "a gum game" on old father Isaac, by which young and smooth-skinned Jacob counted all the points in the game and left poor hairy Esau out in the cold. Of course, it is all speculation, but none the less we have often wondered how things would have turned out if Esau had caught onto the little game and broken up the combination. Esau was the older and was entitled to all the honors and privileges belonging to an elder son. It is natural to suppose that if Esau had gotten his rights there would have been no twelve sons of Jacob to found a Jewish nation and no Jewish nation to be founded. That is human reasoning.

On the same line is the case of Moses and the daughter of Pharaoh. It is curious to speculate the probable course of events if the dusky princess hadn't rambled down to the banks of old Nilus just at the proper time. If the little Hebrew kid had escaped being snapped up by an unappreciative crocodile, the chances are that some lowborn Egyptian would have found him and either slammed him against a stone or raised him as a disciple of some one of the thousand or more deities of their religion. There, to follow merely human reasoning, would have been another break in the succession of events, and the Hebrews left to labor as slaves of the Pharaohs for all time to come.

Coming further down the line, we reach the lion-tearing and jawbone-wielding Samson, whose exploits form one of the most stirring portions of Bible history. If Delilah had not corralled him and practiced the barber's art on his luxuriant hair, he might have gone on killing Philistines and wild animals and tying foxes' tails together until he died of old age, like other people; but when he suffered himself to be deluded by a woman, as many another man has done, he laid the foundation for a tragic ending to his already stormy life and played the dickens with some of the best people among the Philistines.

And so we might follow sacred and profane history, from the beginning of time, and find that a woman has managed to have more or less influence on the lives and histories of prominent men of all ages and all countries. It's a way they have.

Charity begins at home; but much of it has gone to Cuba.

Bananas for Typhoid Patients.

After a long experience with typhoid patients, Dr. Ussery, of St. Louis, maintains that the best food for them is the banana. He explains by stating that in this disease the lining membrane of the small intestines becomes intensely inflamed and engorged, eventually beginning to slough away in spots, leaving well-defined ulcers, at which places the intestinal walls become dangerously thin. Now, a solid food, if taken into the stomach, is likely to produce perforation of the intestines, dire results naturally following; and this being the case, solid foods, or those containing a large amount of in-nutritious substances, are to be avoided as dangerous. But the banana, although it may be classed as a solid food, containing as it does some 95 per cent. nutrition, does not possess sufficient waste to irritate the sore spots; nearly the whole amount taken into the stomach is absorbed, giving the patient more strength than can be obtained from other foods.

A Berlin paper has ascertained that intoxication by means of ether has become almost epidemic in Lithuania, owing to the fact that ether is cheaper than brandy and less of it is needed to get drunk on. Many families have been ruined by the habit, which has also found victims even among school children.

Ptomaines in shad roe, ice cream, oysters and pickled salmon killed four persons in four days in New York recently. In Kansas City ptomaines in milk poisoned a family. It is astonishing how deadly these noxious bacilli become as soon as they are discovered.

The government of Hayti has decided to tax American merchants and their employes at the same rate as the natives. For the last twenty years the tax on foreigners has been double that on natives. Americans are also to have the same trade and labor privileges.

It is almost certain now that when American snobs go abroad to spend their money, those who are not aping the English can be proud of their nation at home.

The man who is really overworked never seems to know it. It is the fussy fellow who does not know what work is who thinks he is doing too much.

Now everybody who wants to be somebody remembers having known Dewey before the young man became famous.

It is said fifteen admirals of Spain are ready to declare their allegiance to Don Carlos. That ought to kill him.

You can bet your life Portugal is now willing to be neutral. Neutrality is ever so much better than annihilation.

France advises Spain to throw up the sponge. Very soon the poor thing may have no sponge to throw up.

The cheerful giver is one who would give more if he had anything at all to give.

A woman with her hat on straight is out of style in these crooked days.

Dry Goods

The Dry Goods Market.

Staple Cottons—Another advance of about 5 per cent. has been registered by ducks, and prices of these goods are now 15 to 20 per cent. above those of two weeks ago. Diversion of looms and spindles from regular to Government goods is the principal cause of this advance, but the demand from regular buyers has been considerably stimulated thereby. Converters have shown more interest in heavy brown drills and sheetings during the week, and several leading mills are so well ordered that agents can afford to adopt a very independent attitude toward buyers. If an advance did not mean the holding of an umbrella for competitors, it would have been made before this. Low grade brown goods of light weight have fared a little better during the week under review, but stocks of most varieties are too large to allow one week of fair business to appreciably strengthen the market. Bleached cottons exhibit very little improvement, although the cutting up trade has shown a little more interest in shirtings, and fine cambrics and muslins. This department of the market is almost as badly in need of a curtailment of production as is the print cloth division. Wide sheetings are extremely slow and in very full supply; jobbers, however, have made a considerable hole in stocks of these goods, and must soon go into the market to replenish. Colored goods of heavy weight have been selling more freely, and can not be had at concessions. Fancy ducks, denims and tickings have moved with added freedom, and the cutting up trade has been a freer buyer of stripes, checks, denims and plaids. Low grade colored goods are less irregular in price than two weeks ago, as a result of an improved demand.

Prints—Very little has been accomplished recently in seasonable prints. Some leading lines are well cleaned up, but there are large stocks of wash goods, printed lappets, lawns, organdies and similar thin goods on the market. Unless bright warm weather is soon experienced large lots will be carried forward to next season. These goods were made from high-priced cloths, and the loss to printers must be considerable.

Hosiery—The demand for fancies shows some decrease, as the trade seems to have supplied its wants to a large extent. First class styles in good qualities, however, are still in demand, and there seems to be very little probability of any overloading of this class of goods. The goods that are not selling are a certain class of fancies put together by makers who have neither taste nor knowledge of the requirements of the trade. The result is that patterns are seen in many selections which are simply grotesque in their combinations of colors and an outrage on good taste. Buyers will do well to carefully avoid such goods, as certain loss will be incurred by them.

Underwear—Among the jobbers there has been some complaint of dulness in spring and summer weights, which is no doubt justified, as the weather has been unfavorable to that class of goods. It is certain, however, that any sort of a demand that springs up will show that the market is very poorly supplied with spring weights, and is likely to be bare for the balance of the season.

Carpets—The manufacturers are close-mouthed to a man regarding the

future. As yet they are full of alarm and do not propose to make goods ahead of demand, as they can not get away from the present prices of wool during the present administration, as they expect that the tariff will restrict importations and materially increase prices. What is needed now is to settle down to the actual conditions that confront manufacturers. Positive prices for foreign wool have come to stay for the next few years, it is believed, and then manufacturers will be enabled to form a basis of calculation. They are not eager to take orders for carpets in any amount, unless they see a chance to make some profit.

Blankets—There has been an added interest during the past two weeks in the blanket market, as in the woolen, on account of the requests for bids from the Government. The last request has been for specifications for 125,000 gray woolen army blankets. Besides this, however, the medical departments have asked how soon certain quantities of finer white blankets could be supplied in case of necessity. The effect of these requests has been felt in the general tone of the market. Buyers, who have up to now withheld their orders, have in several cases come forward, and seemed more or less anxious to know about deliveries, feeling that the mills that secure the Government contracts will not care to bother with smaller orders, unless they have already accepted them. The call for bids also shows another thing, and that is that the Government has not the large supplies on hand of either blankets or clothing wools that it was thought to have.

Bunting—The patriotism of the country, which never before was more marked, is noticeable in the display of the National emblem, not only from public buildings, banks and business houses, but also from the homes of the people, and this has caused a very large number to engage in supplying this demand, which has given employment to a large number of people, and prices of bunting have advanced during the past week over 10 cents per yard. The "Star Spangled Banner" is floating everywhere, and will continue to while the war lasts.

Drill Your Clerks.

Drill your clerks. Make them all stand "eyes front." Don't allow them to hang around the store entrance in bunches of threes and fours. If they don't actually prevent people from passing into your store, the sight of such a group may deter some from making the attempt.

Salespeople, when not engaged with a customer, should always be on the lookout for one. For this reason they should never stand with their backs to the counter. They should not gossip with heads together as though plotting against the management or against the government. If engaged in stock work, they should still keep an eye open for the main chance—the chance to make a sale.

"Ever on the alert" should be the motto.

Don't give customers who come to your store on rainy days the impression that you wish they had stayed at home, as you are changing around stock and don't wish to be interrupted. The very best trade often go shopping on these days, because they feel they can take more time and receive better attention from salespeople than on busy days.

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.

Ladies' Wrappers



New goods
at
Right prices.

Voigt,
Herpolsheimer
& Co.,
Wholesale Dry Goods,
Grand Rapids, Mich.

Warm Weather Coming

Also new arrivals in summer Wash Goods. Organdy from 5c to 20c. Dimity from 4½c to 15c. Lawns, Lappetts, Ducks, White Goods, Percales and new plaid cotton Dress Goods. Full standard prints, fancies, blues, madders and staples, 4c. New lines of Belts, Belt Buckles, Belt Pins. Write for samples.

P. Steketee & Sons, Jobbers,
Grand Rapids.

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.

The Tendency in Shawls.

From the American Wool and Cotton Reporter.

The caprice of fashion, which regulates to a large extent the demand for textiles for women's wear, has not as yet favored the market for shawls. To be sure, golf capes, the next thing to shawls, are very much in vogue, and shawl manufacturers have felt the effects, but there is no fashion as yet in shawls. And yet the orders this season show—in most instances—an increased request, and for attractive, happy styles agents have succeeded in obtaining better prices.

In beavers woven with plain centers the demand from the Northwest and West has been excellent, but from the Southwest the request has been more for longs, squares and fancies, which—where the styles have been right—have commanded fully 15 per cent. advance over last season's prices. Agents inform us that the trade this year are disposed to buy heavyweight goods, ranging, for beavers, as high as 48 ounces, and for rugs as high as 70 ounces in plain, quiet effects.

So far as foreign shawls are concerned, the tariff is almost entirely prohibitory, 60 per cent. ad valorem, and a pound duty of 45 cents, shutting out imported goods. The protection ranges from 110 to 112 per cent. to land these goods, and therefore—except for rare novelties—no business can be done.

Every lady in the land, if she desires to be in style, must now own a golf cape. They are quite the proper thing. The colors run from plaids reversed to plain, the goods weighing from 50 to 70 ounces.

The shawl is a sensible, convenient and economic garment, and in cases of illness and emergencies is almost indispensable.

His 'Rithmetic Lesson.

"This is a straight story," said a grocery clerk, whose veracity has never been impeached. "It happened in our store. A little boy came into our store on Monday, and waited for some one to notice him. He carried a sheet of writing paper in his hand, at which he glanced from time to time. One of the idle clerks came to him finally, and the boy, reading from his paper, announced in a sing-song voice: 'My mother wants ten pounds of rice, fifteen pounds of sugar, twelve pounds of oatmeal, twenty pounds of—' 'Hold on!' interrupted the clerk.

"But the boy insisted on calling off the articles himself. Two other clerks were pressed into service, and the three men proceeded to do up the various packages as the boy called them off. He wanted all kinds of things, and he asked the price of each article as they went along, making a note of it on his paper. The clerks had the counter stacked with packages when the boy wound up with 'eighteen pounds of flour.' One of the clerks called out the price, and the boy continued, 'And how much does my mother have to pay for her groceries?'

"One of the clerks counted up the total and announced it as \$18.73. The boy made a note of it and started out.

"Come back here! Where are you going?" cried the clerks in chorus.

"Why," said the boy, as he made for the door, "that's jest me 'rithmetic lesson fur Monday. I haveter know it, er I'll git licked."

Took the Conceit Out of Him.

A drummer tells a pretty good story concerning a brother drummer who in his early traveling days was overburdened with a deplorable amount of self-importance. He was one of those young men who entertain a fixed idea that the entire business community has its eye riveted admiringly on them. They are supremely convinced that the business world could not exist very long without their assistance, and that the establishment which they honor by their services is so widely known and appreciated that a general feeling of intense interest is created whenever mention is made of anything or anybody connected therewith. There are plenty of

these youths around to-day, but they get the conceit taken out of them sooner or later.

This particular drummer had occasion one day to call on a large house, the proprietor of which was an exceedingly busy man, a man always rushed with work and who had very little time to spare to callers. At the moment the drummer made his call the merchant was busily dictating a letter, and his visitor advanced to the desk and laid down his business card. The merchant continued his dictation without looking up. The drummer was a little disconcerted, and waited about two minutes to receive the hearty and effusive welcome which he was sure awaited him. Still the merchant went on with his work. Presently the drummer again assumed the initiative. In a pompous voice he remarked:

"Ahem! My name is Brown, and I represent the house of Smith & Smith, Chicago."

"Ah!" said the merchant, "take a chair," and he went on with his dictation.

"Excuse me," said the drummer, now thoroughly on his dignity, "I am from Smith & Smith, the great jobbers, ye know."

"Indeed!" said the merchant, without looking at him, "take two chairs."

That settled the drummer, and he walked out.

Advantages of Buying of Few Houses.

I have found it the custom of many retail dealers to buy of several houses in the same line of trade. When a dealer is compelled to consult with the wholesale merchant because of his inability to meet his obligations and the absolute necessity of extension of time, I have found him indebted to so many houses that it was almost impossible to obtain an extension for him. Many of the smaller creditors, knowing that they have little at stake, would insist upon being paid, and would refuse to grant an extension. The aggregate of the indebtedness represented by these smaller creditors would be sufficient to preclude the possibility of securing the desired extension. I am sure, therefore, that the retail dealer will buy to better advantage and have his account in much better shape if he confines his purchases to as few houses as possible, consistent with the need of sufficient variety in his stock to meet the requirements of his trade.

One of the most unwise and unjust acts which a dealer can perform is to attempt to transfer his trade to another house while behind in his payments. The act becomes known very speedily and causes collections to be vigorously crowded.

Be loyal to those who have granted you credit. Do not transfer trade when behind in payments. Wait until you have nothing past due, then place your orders with the firm offering the best opportunities." W. H. PRESTON.

MUSKEGON SUNDAY TRAINS

G. R. & I. trains are now running between Grand Rapids and Muskegon every Sunday. Leave Union Station 9 a. m., returning, leave Muskegon 6:35 p. m. An inexpensive Sunday outing.

50 CENTS ROUND TRIP.

Further Experiments in Stomach Removing.

Since the publication of Dr. Schlatter's case of total excision of the stomach, two operations of the sort have been undertaken in this country—one in St. Louis, and the other in Milwaukee. In each instance the patient died a few hours after the completion of the operation.

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.



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 BOYS AT ISLAND LAKE

Have had a foretaste of war during the past ten days and many of them have yearned for a place at the family table and a chance to partake of some of mother's biscuits, made from

QUEEN FLAKE BAKING POWDER

which is the favorite brand with thousands of Michigan housewives and is used and recommended by hundreds of cooks and chefs. If you do not carry these goods in stock, you are making a serious mistake, both from the standpoint of your customers' health and your own profit account. Manufactured only by

NORTHROP, ROBERTSON & CARRIER
LANSING, MICH.



Around the State

Movements of Merchants.

Honor—D. H. Barr has purchased the meat market of A. E. Paradise.

Ishpeming—F. C. Glocke, wholesale confectioner, has sold out to John Mufur.

Jackson—McGraw & Crone succeed John E. McGraw in the hardware business.

Battle Creek—Landes & Co. have opened a grocery store at 215 West Main street.

Marquette—F. C. Glocke, cigar and confectionery dealer, has removed to Calumet.

Benton Harbor—J. W. Lundy & Co. have sold their stock of groceries to Adam Miller.

Kalkaska—Stanton Swaverly and Ernest Sherwood have engaged in the meat market business.

St. Charles—Will Altenburg, of Ithaca, has established a jewelry business at this place.

Big Rapids—E. G. Hopkins has purchased the Peters Kandy Kitchen and will continue the business.

Traverse City—G. B. Schiappacasse, of Grand Rapids, has opened a fruit and confectionery store here.

Alger—Jos. Fournier, who was formerly engaged in general trade at this place, has removed to Colfax.

Brown City—H. McNair has taken Fred Kerslake, of Lexington, into partnership in his mercantile business.

Marysville—Jos. Williams, who conducts a grocery and meat business here and at St. Clair, has removed to the latter place.

Owosso—J. G. Davison, formerly engaged in the grocery business at this place, has purchased a stock of groceries at Williamston.

Lansing—Hodge & Hoagland have discontinued their wholesale fruit business at Battle Creek and engaged in the same line of trade at 112 Michigan avenue.

Ferry—The report that P. F. Ernst has sold his drug stock to J. E. Converse is untrue. The reverse is the case, Mr. Converse having sold his stock to Mr. Ernst.

Hancock—E. M. Lieblein is moving his wholesale grocery stock into his new three-story and basement brick block, which is one of the finest structures in the copper country.

Ann Arbor—Edward Duffy, who has conducted the grocery business in the Duffy block for the last thirty-seven years, has retired from active business on account of ill health.

Wayland—W. H. Bechtel, who recently engaged in the grocery business at this place, has formed a copartnership with A. E. Butterfield, of Paw Paw. The style of the firm will be Bechtel & Butterfield.

Fremont—The Indicator thus notes the tendency of trade in Nawaygo county: DeWitt Bros. are making arrangements to start a general store at Stumpy Corners. This region has evidently adopted the down-South idea of having a store at most every important cross-roads and on some roads that don't cross. This being a "tendency of the age," the question will naturally come up, What is the destiny of villages in general, but especially that class of villages in which the country round is thickly populated with thrifty farmers? Probably there will be one grand combination, some time, making it village-country or country-village!

Bad Axe—A. Lepovsky & Co. have removed their general stock to Minden City, where they are also engaged in the mercantile business.

Port Huron—J. W. Goulding & Co., wholesale and retail dealers in notions and furnishing goods, have opened a branch store at Imlay City.

Alma—B. S. Webb has removed his stock of drugs and wall paper into the new corner store of the Opera House block, being forced to make the change on account of the necessity of more room.

Elk Rapids—O. C. Van Wormer, junior member of the firm of Van Wormer & Son, bankers at this place, was married to Miss Lizzie Verdine, at the home of the bride's parents, at Grand Rapids, April 26.

Sherman—E. B. Stanley, who has been engaged in the mercantile business here for nineteen years, has sold his general stock to Gilbert & Sturtevant and will devote his entire attention to his lumbering interests.

Detroit—John C. Hartz, hatter and haberdasher at 52 and 54 Monroe avenue, has added a shoe department and placed the same in charge of J. E. Valentine, who was in the shoe business here for many years. Mr. Hartz is at present city assessor.

Battle Creek—The copartnership heretofore existing between E. N. Cadwell and S. A. Howes, under the firm name of Cadwell & Howes, has been dissolved, Mr. Howes having purchased the interest of his partner in the grocery business at 25 North Jefferson street.

Manufacturing Matters.

Shelbyville—W. Bostwick has purchased the machinery of the cheese factory and will operate it this season.

Detroit—The Leech-Ellis & Gentle Lumber Co., Limited, succeeds Leech & Ellis in the wholesale lumber business.

Menominee—The Richardson Shoe Co. has started six salesmen on the road and expects to be able to fill orders in the course of a week or ten days.

Maple Rapids—The creamery at this place has been leased by Smyth & Henry, who are overhauling it, preparatory to the manufacture of butter and cheese.

Missaukee—All of the machinery has been taken from the creamery building here and removed to Vogel Center, to be used in the new cheese factory established at that place.

Hastings—A new company has been organized at this place for the manufacture of tin car seals and locks. The promoters of the enterprise are R. B. Messer and J. T. Lombard.

North Branch—A. D. Killip is now sole proprietor of the cheese factory at Teeple's Corners, having purchased the interest of the other stockholders. The factory began operations last week.

Cheboygan—The sawmill of Thompson Smith's Sons started last week, and with a double crew it will be operated day and night the entire season. A good portion of the stock comes from Canada.

Bay City—J. W. McGraw, of this city, who owns 250,000,000 feet of timber on the Mackinaw division, and a railroad which was extended from the Bagley branch of this road last season, has negotiated a deal for the purchase of a shingle mill built on a branch of that road last season at the new lumbering town of New Toledo, which Mr. McGraw was instrumental in founding.

Detroit—Articles incorporating the Michigan Safety Furnace Pipe Co. have been filed with the County Clerk. The capital stock is \$6,000, with \$3,000 paid in. The stockholders, each owning 100 shares of stock, are Isaac, Samuel and Wm. Stearns, all of Detroit.

Manistee—Log shortage has become a vital question. Rivers are so low at points that logs will not float and some mills have had to shut down. Despite recent rains the driving stage is not high, but better conditions are expected soon, especially on Bear Creek.

Alpena—Manager McDermott, who is establishing cheese factories in this locality, has received the machinery for the factory at Long Rapids, which will begin manufacturing in about ten days. The Harrisville and Mikado plants are being equipped and will be opened soon.

Menominee—The Fisher-Anderson Co., composed of D. J. Fisher and A. L. Anderson, has been organized for the manufacture of cartons for shoe dealers. The company has a contract to manufacture the boxes for the Richardson Shoe Co. and, to start with, will turn out 600 a day.

Saginaw—The Walsh & Kerry Manufacturing Co., which recently started in business here, is employing 30 men and is making boxes, having so many orders that there has been no opportunity as yet to begin the manufacture of maple flooring, which is to be one of the features of the concern's business.

Edmore—John Dallavo, of Wyman, has purchased the Spanagle lumber and shingle mill machinery south and west of Stanton, and will remove the same to his green timber in Ferris township. He is erecting shanties for the accommodation of his men and teams, and in a very short time will have the mill in operation. Aside from hardwood timber, he has considerable green cedar and some pine which he will manufacture into shingles.

Owosso—The Michigan Package Co., manufacturer of parchment lined butter packages, has sold its stock and leased its plant to J. B. Woodin, who has had the management of the establishment for the past year and will continue the business under the same style. Mr. Woodin has displayed remarkable executive ability in establishing the business, and richly deserves the good fortune in store for him as the sole owner of the institution.

Jackson Grocers To Picnic Aug. 11.

Jackson, May 10—At the last meeting of the Jackson Retail Grocers' Association, it was decided to hold the annual picnic on Aug. 11. N. H. Branch was selected to act as chairman of the general Committee on Arrangements, the sub-committees being as follows:

Tickets—W. H. Porter, J. Frank Helmer, B. C. Hill, G. E. Lewis, Lewis Pelton.

Transportation—C. G. Hill, G. E. Lewis, J. Frank Helmer.

Advertising—W. H. Porter, P. W. Haefner, B. D. Legg.

Music—H. C. Eddy, J. Frank Helmer, J. L. Petermann.

Badges—M. M. Whitney, M. Fisher, W. H. Porter.

The place of picnic has not yet been decided upon.

W. A. McGraw, proprietor of the Michigan Shoe Company (Detroit), submitted to a surgical operation for appendicitis about two months ago. He has recently been removed from the hospital to his home at Grosse Point, where it is confidently expected that he will completely recover his health, although the recovery will necessarily be slow.

The Lesson to Be Learned from Mr. Grosvenor.

Casnovia, May 7—I have watched, with considerable interest, the workings of the pure food laws, also the vigorous prosecutions under the laws, in many cases against innocent parties, which is, no doubt, commendable and right. It is, no doubt, right and proper that the people of this commonwealth should be protected from imposition by having palmed off upon them some articles of food which, as a rule, are not unwholesome or injurious to health. The worst that can be said is that the purchaser has been defrauded to the amount of the difference between the genuine article and the spurious one. It is, no doubt, right that there should be a horde of paid officials to spy out and prosecute offenders against this particular law. But standing over against this are many laws which there is no such effort being made to enforce. Prominent and most conspicuous is the law governing the liquor traffic, which robs the people, not only of wealth, but of almost every other Godgiven right; yet who stands sponsor for this law and who is responsible for its prosecution? What official does the State of Michigan pay whose especial business it is to see that this law, governing the most iniquitous traffic the world has ever known, is properly enforced? I suppose if the merchants of Michigan were to be mulcted to the tune of several thousand dollars, the violators of law might be winked at and they would cease to be "hampered, harassed and persecuted," as Mayor Perry puts it. It is enough to almost make one think that law is a farce and travesty upon the idea of justice. "O, Constancy! Thou art, indeed, a jewel of a rare type." But one lesson we may learn from this, that law can be enforced if there is a disposition to enforce it. O. D. B.

The Retail Dry Goods Association of New York has taken action toward regulating the price of proprietary goods, such as patent medicines, lotions, etc., which are important items in the stock of department stores. The price cutting on this class of goods has been so severe that in numerous cases the sale of them has been rendered absolutely profitless, and something had to be done to prevent losses. It has been agreed that a scale of prices shall be drawn up which will put these goods on a profitable basis. This action of the retail dry goods men is noteworthy because it is the first concerted attempt ever made by them to regulate the price of any line of merchandise.

The advance on rubber footwear, May 2, proved to be about 10 per cent. on nearly all of the heavy grades of goods. Boots, arctics, overs, etc., carry the burden of the advance, while sandals and specialties will average about 6 per cent. The United States Rubber Co. is said to have removed any restrictions formerly laid upon jobbers and the season now ahead of us is expected to be a lively and interesting one, during which it is safe to assume the retailer will not be the under dog in the fight. The discounts are unchanged.

The State Bank of Durand has been organized with a capital of \$25,000. The officers are Luther Laucks, President; O. H. Obert, Vice-President, and J. D. Leland, Cashier. A two-story brick building will be erected and occupied within sixty days.

A writer in the Electrical Review inclines to the opinion that as the electric motor superseded the horse car, so the perfection of paving will ultimately do away with rails and currents altogether, and automobile vehicles rule supreme.

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

Grand Rapids Gossip

N. P. Jensen has opened a grocery store at Amble. The Worden Grocer Co. furnished the stock.

H. O. Lester has opened a grocery store at Delton. The Musselman Grocer Co. furnished the stock.

Compton & Swanson have opened a grocery store at Manton. The Ball-Barnhart-Putman Co. furnished the stock.

The Valley City Desk Co. has purchased the plant of the defunct Grand Rapids Seating Co., paying \$16,000 therefor.

The annual meeting of the Michigan Wholesale Grocers' Association, which was called to convene in Detroit this week, has been postponed for the present, pending negotiations for a correction of the sugar irregularities.

W. R. Brice & Co., who have conducted an egg buying house here for the past two months, have secured enough stock to fill their storages and will, therefore, discontinue operations here at the end of the present week. This house has taken in 14,000 cases of eggs, affording a cash market which has been very acceptable to Michigan merchants.

The Grand Rapids Fancy Furniture Co. has purchased a tract of land on the south side of Hall street, alongside of the Michigan Central Railway, and will immediately begin the erection of a three-story brick factory building, 60x200 feet in dimensions. The plans for the structure, which are in the hands of Architect Williamson, contemplate mill construction on the slow burning plan, automatic extinguishers and all other modern improvements which are included in an up-to-date factory. Unless there is unexpected delay in erecting and completing the building, Manager Uhl expects to be able to occupy the new premises by Sept. 1.

The Grain Market.

We have seen the wheat market very excited and irregular, but the past week has eclipsed anything that has been seen since April, 1877, when wheat advanced 50c per bushel in one week, but this year wheat advanced 70c per bushel in the same time. Traders seemed to be wild in bidding and, owing to the import duty being removed in France, Italy, Spain and other wheat-importing countries, it set every trader to buying wheat. New York No. 2 red reached \$1.90 per bushel, while Chicago struck about \$1.85 at the highest point. These prices are for cash and May wheat. July was also very excited and to-day sold as high as \$1.24 and as low as \$1.05, closing at \$1.14, against \$1.20½ yesterday. Wheat has gone higher than the most sanguine bull ever dreamed it would, but such are the present conditions. Flour has naturally followed wheat in the advance, but not so fast, and the demand has been very good. Mill feed is as much looked after as before and prices have been very steady.

Corn has also advanced fully 4c, while oats have advanced 4½c per bushel. The decrease in wheat was somewhat of a surprise, being only 735,000 bushels, while a decrease of 2,000,000 bushels was expected. We have now 23,187,000 bushels in sight, against 31,862,000 bushels last year and 54,062,000 two years ago. To show how Chi-

cago drives wheat up, we will say that on May 9, 343 cars of wheat were received in that market, against nine cars the same date last year. In these times we can not foreshadow prices. However, we are of the opinion that they will remain about where they are until the new wheat comes in.

The receipts in Grand Rapids were very heavy, having been 81 cars of wheat, 17 cars of corn and 9 cars of oats.

The mills are paying \$1.25 for white wheat and \$1.35 for No. 2 red.

C. G. A. VOIGT.

The Produce Market.

Asparagus—75¢@\$1 per doz. for home grown.

Bananas—The market is pretty well supplied, but the trade is active, and the movement is good. Prices are very firm, and it would not be surprising to see prices advance soon.

Beans—The market declined last week, but rallied again Monday, regaining the ground lost. Local dealers hold city picked at \$1.20 per bu. in carlots and \$1.25 in smaller quantity, including bags.

Beets—Old are played out. New, 40c per doz bunches.

Butter—Dairy and creamery are both weaker, in consequence of largely increased receipts. Dairy fetches 9¢@11c, ranging from choice to fancy, and factory creamery is in moderate demand at 16c.

Cabbage—\$3 per crate of 40 heads. All receipts so far are from Mississippi.

Cucumbers—75c per doz. for home grown.

Eggs—Local handlers are still paying 9c on track, but as all the storage buyers are about full and the quality is now deteriorating, lower prices are looked for. Receipts are large.

Green Onions—10c per doz.

Green Peas—\$1.25 for ¾ bu. crate.

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

Lemons—There is no change to be noted in the market, but prices are very firm at the advances last quoted. The movement has not been large this week, owing to the cool weather.

Lettuce—8c per lb.

Onions—Dry stock from Mississippi commands \$1 per bu.

Oranges—Prices are rather better than last quotations. There are good stocks of navels on hand here yet, but they are going fast, and promise to be out of market earlier than usual. They have about ceased to arrive from the coast. Seedlings are also in better form, and are selling well. There is very fair stock of bloods and Mediterranean sweets, which are selling well.

Parsnips—25c per bu.

Pieplant—1c per lb. for home grown.

Pineapples—Medium Bermudas command \$1.50@2 per doz.

Potatoes—The market is a little weaker, on account of the amount of stock the farmers have succeeded in scaring up and rushing into market in order to avail themselves of the present high prices. Dealers pay 75¢@85c for old and hold new Southern at \$1.25 per bu.

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, \$1.50@4.65; Orchard grass, \$1.60; Kentucky bluegrass, \$1.30@1.50.

Spinach—40c per bu.

Strawberries—Tennessee stock is now coming in very freely, commanding \$3 per case of 24 quarts. The first arrivals of Illinois will reach this market Thursday, commanding \$4. The Tennessee stock is of medium size and firm in quality.

Tomatoes—\$3 per 6 basket crate.

Vegetable Oysters—15c per doz.

Wax Beans—\$1.25 per ¾ bu. crate.

A \$400,000 boot and shoe factory will be opened in Atlanta next month, and Georgia will begin to compete with another of the great industries of Massachusetts.

The Grocery Market.

Sugar—A decline of a sixpence on nearly all grades of refined was announced Monday. Jobbers were unable to understand why prices should be reduced, as the market was just about relieved from its heavily oversold condition and grocers throughout the country were receiving considerable of the sugar purchased on the last spurt of activity.

Teas—The market is still firm at the advance noted last week. No news is reported concerning the new crop that will soon be on the way from the Orient. The fact that the Spanish fleet has been cleaned off the Pacific ocean will doubtless have the effect to make the shipment of teas more prompt and certain, and possibly to reduce freights. It will not be long before the new crop, or a few of the first pickings, will be coming to this country.

Coffee—The situation is very strong. As a result of the general rush for coffee by retailers and consumers, it is stated that warehouse stocks show a decrease of about 700,000 bags in the world's supply. The supply is large, however. If there shall be no material hindrance in getting stocks to this country the market for Brazil coffee should not go very high.

Rice—So far as foreign markets are concerned, it is not a question of price, but a question of getting the goods. Holders are indifferent about selling and bids are increased now and then without bringing out large offerings. The situation in New York is just as it has been in reference to spot supplies, and everything is about cleaned up and sales have been made ahead for this month, which prevents the taking of any large sized orders for prompt delivery.

Spices—Foreign advices are still firm, resulting in a strong undertone in the American market.

Canned Goods—The feature of the week has been the strong position taken by Western canners in relation to tomatoes. Most canners have booked orders for all the futures they are to handle and in many cases jobbers' orders are declined. The season is likely to be from two to three weeks late, which naturally causes the canners considerable uneasiness on account of the fear of frost. Future canned corn is a little stronger. No opening prices have yet been made by the fruit canners of the West coast. This is due to the fact that the dry weather is making the canners uncertain as to the supplies. It is expected that there will be a good crop of pears, plums, grapes and apples, and a fair cherry crop. But the apricot and peach crops are not to be unusually large. Spot peaches and pears are reported to be very firm, and apricots are held generally for better prices.

Dried Fruits—Prunes are higher. There is no change in peaches or apricots. There is not great assurance that the coming crop of prunes will be adequate to the demand. They have sustained some frost damage, and in California the drought, which is unprecedented, is certain to make a shortage in the crop in that State. In the irrigation country this will be in a measure obviated. The last season's crop was truly an immense one. From San Jose, Cal., alone, 55,000,000 pounds of prunes were shipped during the past crop year, with some more still to come forward. The odd lots of lower priced stock on the coast have been picked up, with five months still to new crop. It

is apparent that prices must hold at least to the advance, and possibly go higher. The low grade soft raisins that have troubled the market for some time are about cleaned up, and better grades are in better condition. Good sound stock is reported not to be plentiful on the coast. The outlook for the growing crop in districts where water is to be had is reported to be good.

Salt Fish—No changes in prices are to be noted, although there is a scarcity of mackerel and cod, with prospects of a shortened catch this season. A good many of the fishers have gone to sea with the navy, while many vessel owners have decided not to risk their boats on the high seas until the war is over. The mackerel catches are not very large thus far this year, and are in a measure disappointing.

Tobacco—It is announced that the new plug tobacco trust will be launched within a month, to include the plug tobacco factories already included in the American Tobacco Co. and the other plug factories which have been conducted independently. It is claimed that options have been secured on all of the independent factories except the plant of the Liggett & Myers Tobacco Co., of St. Louis, payment to be made in preferred stock at the appraised value of the plants, with 10 per cent. of the appraised value in common stock as a bonus. The capital stock of the new trust will be \$30,000,000, one-half preferred stock and the remainder common stock. Those manufacturers who refuse to accept stock in exchange for their plants will be paid in cash, and the aggregate of such payments will be \$8,000,000, which will be raised by the sale of preferred stock at par. It is expected that Frank Ray will be placed at the head of the organization as President and executive officer. Mr. Ray has made a remarkable record as selling agent for the P. J. Sorg Tobacco Co., of Middletown, Ohio, and is personally known to every Michigan grocery jobber and to many large retailers throughout the State. His business career has been little short of meteoric. Twenty years ago he was porter and office boy for the Chicago representative of Sorg. The regular agent became so intimate with John Barleycorn that he neglected his duties, and the porter summoned Mr. Sorg to Chicago to straighten things out. The outcome of the visit was that the agent was relieved from his engagement and Mr. Ray was placed in charge of the branch office. Within a year the new representative was on the highway to prosperity and within a dozen years his commissions from sales in his territory amounted to \$175,000 a year. No finer example of the opportunities afforded for advancement in this country can be found than in the remarkable career of Mr. Ray, who now aspires to hold a position which will carry with it an annual salary of \$25,000.

Peanuts—According to the best posted authorities in the trade, there is every reason to expect a further enhancement of values before the summer is over. The stock of fancy handpicked Virginias is comparatively small and will probably enter into consumption long before the new crop is available. Low grade unshelled peanuts are in more liberal supply because of the effects of the rain which fell while many of the nuts were in the shock. Shelled nuts have had a good demand, owing to their cheapness, the consumption being enormous.

Woman's World

Silence a Trump Card in the Game of Life.

If it were given me to make but one wish for woman, I would wish that she might be inoculated against the morbid craving for sympathy that seems to afflict the entire sex. Somehow, in the complexities of the feminine makeup, the faculty of bearing things alone in silence was left out, and from the cradle to the grave we struggle against the temptation to tell our hopes and desires and troubles to anybody who has the time and amiability to listen to us.

It is a weakness that is full of danger and has wrought untold misery. Many a woman has repented in bitterness and tears the things she confided in some other woman for no better reason than that they were alone together in the dusk. Her heart was full and, before she knew it, she had revealed family secrets or betrayed the faith of those who trusted her and told things she would have given her head to have recalled. For an instant's dole of sympathy she had bartered knowledge that should never have been made public and that but for her might have been kept from the world.

If, as a cynic has said, we hate the man to whom we are indebted for money or favors, be sure we doubly hate and distrust the one to whose discretion we are indebted for the keeping of our secrets.

The flabby-souled woman who must talk or die would be bad enough, in all conscience, if she only told her troubles to those whose long friendship and faith she could trust, but she is simply reckless in her confidences. Give a woman a sympathetic looking face and make her a good listener; put her on a summer resort gallery with a piece of fancy work and inside of a week she will know the private history of nine-tenths of the women present, and that without any prying curiosity of her own. The chances are that she doesn't want to know their affairs and has troubles enough of her own to keep her occupied, but she can't help herself. She is the victim of the indiscreet confider and must listen whether she will or not, or give mortal offense. And what things these women tell! Good heavens, the folly, the madness of it, and the wonder that anyone with so little sense should be permitted to be at large without a guardian!

Consider the lack of dignity of a wife who will confide her husband's shortcomings and faults and her own unhappiness to a woman she never saw before, just because the stranger murmurs, "Poor thing!" in a sympathetic tone at every pause in the conversation! Just think of a lovelorn damsel who confesses that she is the victim of unrequited affection and who will hold up the cracks in her broken heart for inspection, because some woman is willing to plaster it over with a little cheap pity! Think of a mother who is willing to raise the dark curtain that should hide a son's or daughter's wrong-doing, just because somebody was sorry for her! There are women as responsive to a word or look of sympathy as a bottle of champagne is to a corkscrew. Apply it, and they are bound to effervesce and slop over.

Of course, when the heart is bowed down with sorrow, there is a natural impulse to share the burden with some one else, and to a woman a grief, for

the time at least, has lost half its bitterness when another mourns with her. It is this feeling that is generally at the bottom of her confidences, so often misplaced, so more than often indiscreet. Say what one will, there is temporary comfort in "talking things over" with a sympathetic person, and in that lie the temptation and the danger. We tell of our disappointment in this one, of the ingratitude of that one, something has happened that makes our hearts sore and heavy, and we pour it all out, only to wonder the next day what on earth made us guilty of such idiocy. In a clever novel that was published a few years ago it is related that a young man was discovered sitting, silent and lonely, out on a fence while the college hop was going gayly on nearby. A friend asked what he was doing, to which the young philosopher responded that he was trying to keep from making a fool of himself; that there was a girl at the dance that he knew he should propose to if he were to give himself the chance, and that if he did he would regret it the next day. There is a world of suggestion in the remark, and when we are tempted to confide our personal feelings and experiences in strangers it would save us a lot of subsequent mortification and regret if we would only go off by ourselves and sit on a fence until we had cooled off and were reasonably safe from committing such a folly.

The desire for sympathy that is such a passion with most women leads them into all sorts of unintentional selfishness. They simply won't bear anything by themselves. They don't mean to be hard on their friends or families. They only fail to realize how wearing continual drafts on one's sympathy can become. If their servants are unsatisfactory, they spend hours recounting their misdeeds, and you must moan and groan with them over the degeneracy of domestic help. If their dressmaker disappoints them, you never hear the last of it and you are expected to think that it is the worst catastrophe that ever occurred. If they are sick, it is rank heresy to believe that anybody ever suffered so before and you are bound to maintain an unwearied attitude while the thrilling recital of pills and potions goes on. Such women deluge their husbands with all the petty domestic worries of the family; not because they want any help, or would take a suggestion from him, but just because they want him to sympathize with them and know the troubles they have. It never occurs to them that a man may have troubles, too, and that after worrying with the bread and butter problem all day and being harassed with his own employes, by the time he comes home he is a peace-at-any-price sort of person and would like a little quiet and sympathy on his own account.

Of course, we all know very well that there is no other subject under heaven quite so interesting as ourselves and those belonging to us, and next to our troubles we like to talk about our hopes and plans and ambitions. We feel that Johnny's talent for drawing and Susan's turn for music are topics of absorbing importance to everybody we know. That is the reason we expatiate on them by the hour, but it is a cold and selfish world, my sisters, and it is quite useless to look for sympathy along this line. Every woman you know is also the mother of infant phenomenons, and try to remember how you have writhed under the accounts of what these

little prodigies have said and done and how you wondered what made anybody idiotic enough to so exploit their own vanity for the derision of their friends.

It is also well to reflect that while people may wish us well and be glad to know of our success, they don't care to hear all the details, particularly about the things we are going to do. Alas, and alack, which of us has failed to fall into this pit? A quiet hour, a sympathetic person disposed towards a listening, and we had spread out all the poor, vain, shallow heart of us for their inspection, and bragged, and bragged, and bragged about our plans and prospects. And the plans fell flat and the prospects ended in inglorious failure. It is one of the things that we hope are forgotten, but we are beset with doubts. People always remember what you would be willing to pay them to forget.

After all, the brave attitude towards life is in shouldering our own cares and responsibilities and bearing them without asking ever the sympathy of the world. It is an ignoble and weak creature who would shift its load onto any willing back. At its best, even when given in its fullest measure, sympathy amounts to very little. In its dire need, at the extremity of its joy or sorrow, every soul must be as lonely as if it were the only one in created space, for it is eternally true that "each heart knoweth its own bitterness and a stranger intermedleth not with its joy." It is not easy to acquire the habit of keeping things to ourselves, but it is one that is worth cultivating and that will yield large and handsome dividends on the investment and labor expended. It will save us from getting into a world of trouble by telling the things we should have kept to ourselves. It saves us from making ourselves ridiculous. It is never the thing we didn't confide that we regret. It is the thing we told. In whist, when in doubt, says the old rule, always play trumps. Silence is a trump card in the game of life.

DOROTHY DIX.

Wherein Woman Is Superior.

From the Sioux City Tribune.

"The longer I live," said the house physician of one of the big hotels, "the more I wonder at and admire the female stomach. That abused organ, cabined, cribbed and confined in a corset two sizes too small, can stand more hard knocks than any pugilist that ever stepped into the ring. The average woman at a hotel has the choice of a world of things to eat, and does not know in the least what to eat. Here is the list of the things that were stowed away at my table the other day by a spirituelle creature weighing not more than 100

pounds and measuring seventeen inches about the middle:

"Soup, fish with rice sauce, olives, sliced cucumbers, sweetbreads, turkey with chestnut dressing, grouse asparagus, new potatoes, cauliflower with cream, two helpings of lobster Newburg, lemon pudding, ice cream, cakes, Roquefort cheese and coffee. The liquids were a glass of white wine and a quart bottle of beer, which she shared with her father. This is her usual performance. I weigh 105 pounds, and take a great deal of exercise. My dinner consisted of a light soup, stale bread, a liberal portion of beef, some peas, asparagus, cheese and coffee. That was plenty, if not too much. And women will drink sherry, milk punches, cocktails and other heavy concoctions, and perhaps feel the effects of them, too. But they get over it quickly."

When a man is beside himself, he should never place much confidence in his companion.

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.

Anti-Adulteration League

THE INTEGRITY OF EACH IS THE CONCERN OF ALL.

No. 97.

\$1,000.

THIS IS TO CERTIFY THAT

Walsh-De Roo Milling Co.,

having duly made affidavit and signed contract required, is a member of The Anti-Adulteration League. Members of this league guarantee the Absolute Purity of their Flour by a sworn statement and a Bond of One Thousand Dollars. Relying thereupon The Anti-Adulteration League guarantees that the Flour made by this mill is Free from Adulteration of any kind, and engages to collect from its owners, managers or proprietors the sum of \$1,000 upon receipt of proof to the contrary. Signed,

The Executive Committee Anti-Adulteration League.

F. L. GREENLEAF, Chairman.

W. C. EDGAR, Secretary.

GOTHAM GOSSIP.

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

Special Correspondence.

New York, May 7.—General business here continues in as satisfactory a condition as could be expected. A good many buyers have been here during the week from widely separated points. In the dry goods district the great carpet sale was the attraction, and about \$2,500,000 worth of carpets changed ownership. Prices have been quite satisfactory and the general bidding seems to have averaged about 12½ per cent. below the store price of the goods. There was a large auction sale on teas on Thursday and many buyers were present. The bidding was spirited and the trade seemed to take more interest in the proceedings than for a long time.

The coffee market remains pretty much in the same condition as characterized it last week. The belief seems to be gaining ground that the Woolson and Arbuckle war will cease before long and matters adjust themselves accordingly. Prices to-day are fractionally lower, being 6¾c for Rio No. 7. The deliveries from warehouse are much lighter than last month, when they reached the huge total of about 900,000 bags. Indications now point to about 500,000 bags for May. In store and afloat there are 1,050,852 bags, against 685,551 bags at the same time last year. Not as much interest has been shown by country dealers in coffee as there was last week.

While the auction sale of teas was quite interesting, as stated, prices were "off," perhaps a full cent a pound. This was about what was expected. On the street trading was rather dull, with orders few and far between. Very little interest has been manifested by the country trade and all buyers are apparently pretty well stocked up.

There is a lessening of interest in the sugar situation and a somewhat weaker feeling all around, although there is as yet no decline in prices. Refiners are still largely oversold and, of course, some delay is experienced in filling some orders. Raw sugars are easier, on account of probable "early termination of hostilities."

Rice is active. Orders have come in very satisfactorily and from all points. Holders are happy and there is no hunting for bargains among would-be buyers. They promptly take what is offered and know that they are getting value received right along. Both domestic and foreign are sought for and prices are firm. Prime to choice Southern 6@6½c; Japan, 5½@6c.

A fair trade has been done in spices and prices are remarkably firm. For cassia and nutmegs there has been most call. Jobbers generally report good trade and say that orders have come in with quite a good degree of freedom for supplies to be filled at full values.

Molasses is firm. There has been a good jobbing business done and orders have come in quite freely from local dealers, as well as from the country. Full rates are asked and obtained and the outlook is very encouraging. The market is rather short of really desirable centrifugal molasses, but of all other grades there is sufficient to fill orders with little if any delay.

Quotations on syrups are rather higher than buyers care to consider and the volume of trade during the week has been somewhat curtailed. The refiners make no concessions and seem to be in a position to obtain all they ask. The market is not at all overstocked and the general tone is firm.

Canned goods are firm, both for spot and futures. Tomatoes have advanced 5c and the whole line is strong, with weakness nowhere felt. A lot of inferior salmon has been offered, running as low as 50c per dozen. California fruits are especially strong and the supply of apricots is rather light.

There is a good export demand for evaporated apples and desirable stock brings 10c. Sun dried are firm and sell from 3@4c.

Lemons, oranges and other fruits are

in about the usual request. The weather has been somewhat against the lemon trade. California oranges have been sought for and at good rates. Pineapples are in light supply and moderate demand. Bananas are quiet and steady, from \$1.30@1.60 per bunch for firsts.

The butter market is so closely cleaned up at present that it is difficult to fill orders. Not for a long time has this condition prevailed, and the consequence is that prices are firm and the trend upward unless the receipts on Monday indicate larger supplies soon due. Extra Western creamery is worth 17c; firsts, 16½c; seconds, 15½@16c; thirds, 15c; imitation creamery, extra, 15½c; firsts, 15c; seconds, 14@14½c.

The cheese market is quiet, both for new and old. The former has been in some request by exporters, but they want very low-priced stuff. Stock of old cheese is not large and holders are inclined to hold firmly to quotations. New State, colored, fancy, large size, 8½c; do. old cheese, 9c.

On Friday the receipts of eggs aggregated 15,581 cases. The demand, while not especially active, is pretty brisk and quotations are quite firmly adhered to. Western firsts average about 10½c, with some really desirable goods a quarter of a cent higher. Western selected, 11½@12c.

Beans are steady, but the market lacks animation. Choice marrows are held at \$1.80; choice medium, \$1.50; choice pea, \$1.50. Receipts, Friday, 715 barrels, all sorts.

New Route to Chicago.

Commencing May 15, 1898, a through car line will be established between Chicago and Grand Rapids, operated by the Grand Trunk Railway system and the Grand Rapids & Indiana Railway, via Vicksburg.

Trains will arrive at and depart from Dearborn station, Chicago. This station is on Polk street, between State and Clark streets, is only three blocks south of the postoffice, and near the down town business and hotel districts. Other railroads using this station are the Atchison, Topeka & Santa Fe, Wabash, Chicago & Eastern Illinois, Chicago, Indianapolis & Louisville, and Erie. No transfer will, therefore, be necessary for passengers to or from the above mentioned lines.

Important stations on this through car line between Chicago and Grand Rapids are Valparaiso, South Bend, Mishawaka, Ind., Cassopolis, Macellus, Schoolcraft, Vicksburg, Kalamazoo and Plainwell, Mich.

The equipment used in providing this service will consist of new standard vestibuled day coaches. Pullman buffet parlor cars and the latest designs of Pullman wide vestibuled, gaslighted, twelve section drawing room sleeping cars. It is believed that the character of this equipment and the convenience of the schedules will be such as to merit a liberal patronage by the traveling public.

The following is a condensed schedule:

	Daily.
Lv Grand Rapids.....	7:10am 2:10pm 11:35pm
Ar Chicago.....	2:00pm 9:10pm 6:30am
Lv Chicago.....	3:02pm 11:45pm
Ar Grand Rapids.....	9:30pm 7:25am

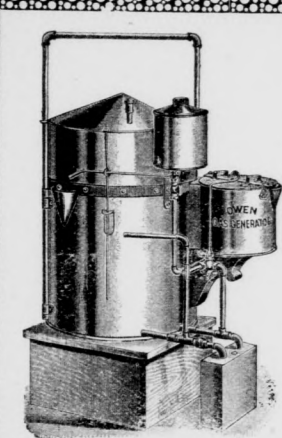
C. L. LOCKWOOD,

General Passenger and Ticket Agent.

Will Not Injure Legitimate Business.

From the Boston Globe.

Once we get used to the idea of war, enterprising men are going ahead with their business and the hum of industry will continue to be heard in the land. No doubt the weak-kneed, the incompetent and the timid will sit down in their offices, spending most of their time in hunting rumors and dwelling on them until they addle what few brains they have. But the pushing, vigorous business man will go ahead and will, as usual, make money. A war like this, on the whole, as soon as we adapt ourselves to it, ought to make business better for the time being instead of worse, and the first measure of adaptation should be to give the wild-eyed rumor fiend a wide berth and to cease to waste any further time on men who wish to discuss their fears rather than forge ahead and transact business.



THE OWEN

ACETYLENE GAS GENERATOR

- Absolutely automatic. Re-
- quires no more care than a
- small hand lamp. The only
- generator manufactured in
- Michigan that has been granted
- a permit by the UNDERWIT-
- 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.

The following letter from a noted patent expert is self explanatory:

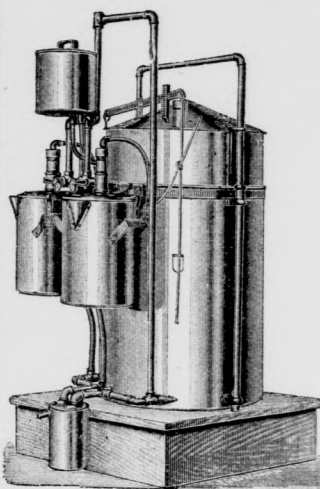
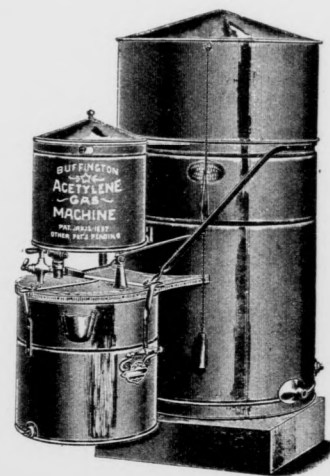
Detroit, April 20.—I have just returned from Washington, and while there in connection with my patents, I had occasion to go through the files and examine patents pertaining to the generation and control of Acetylene Gas. With me was an expert from the office of R. G. Dyer & Co., late commissioner of patents. It may be a source of some satisfaction to you to know that he pronounced the "Bullington" generator the best thing of the kind on the market and we examined over a dozen different generators pertaining to this industry.

E. C. NORRIS, Electrician.

Sproul & McGurrin,

General Agents for Western Michigan.

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



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. Illustrated catalogue and price list furnished on application. All enquiries promptly and carefully answered.

M. B. Wheeler Electric Co.

Grand Rapids.

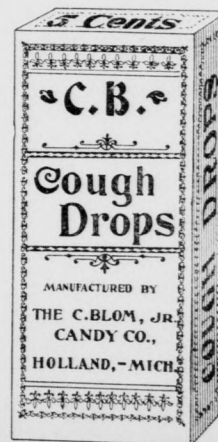
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ing letters.

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When writing to any of our Advertisers, please
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Michigan Tradesman.

E. A. STOWE, EDITOR.

WEDNESDAY, - - - MAY 11, 1898.

GENERAL TRADE SITUATION.

The dominant influences of the week have been the reassurance of the American successes and the emphasizing of the demand for breadstuffs by the famine riots in Italy and Spain. The natural consequence of the demonstration of our ability to prevent any serious interference on the part of Spain has been a decided improvement in all speculative prices, with a degree of trading activity exceeding that of any time for many months. This improvement includes nearly all the industrial and transportation stocks and, of course, Government securities come in for their share. In foreign trading the dominant element has been the American situation. In spite of any adverse influences of the war, export trade continues heavy, with the balance still heavily in our favor. The exports for the week were 36 per cent. more than those for the corresponding week of last year, while the imports for the same period were 55 per cent. less. As a consequence, gold shipments still continue, although but \$3,000,000 was actually received. Some \$9,000,000 more was ordered and is yet to come.

General trade distribution throughout the interior of the country continues without diminution. Indeed, the activity on account of military demand seems to fully offset any depressing influences caused by the war. The hesitation in the prosecution of new enterprises is more than counterbalanced by the increased iron and steel activity, the increase of shipbuilding and the demand for military supplies. The latter has had a material influence in some lines of cotton and woolen goods, shoes, projectiles and all kinds of ammunition.

In the iron and steel industry, in addition to the natural stimulation of demand for plates for shipbuilding, there is to be considered the material for the arming and equipment of vessels, forts and armies and for construction of more cars and other facilities of transportation. Aside from the war demands, there are many favorable indications, as in the placing of a number of large orders for building materials and for rails, including one from Mexico.

The wheat situation for the week has been the most remarkable for many years. The rapid advance in prices for near delivery is naturally credited by many to the existence of the war. Such an idea is entirely erroneous. The war excitement and complications may, and

doubtless do, have some influence, but the prime cause of the advance in this cereal, and by sympathy of the others, as well, as all kinds of provisions, is the scarcity obtaining in the various trans-Atlantic countries. This is sufficiently indicated by the bread riots in Italy and Spain and by the fact that several of the governments have remitted the duty on wheat, while Russia has forbidden its export. Thus it is the misfortune of our neighbors which makes the comparative abundance in our hands so profitable to us.

The least favorable showing in any of the industrial lines seems to be in the textiles. The principal activity seems to be on military account. Cotton print cloths made a new record of 1.87 cents, and some mills are stopping to relieve the pressure of over-production. In boots and shoes there is still an unusual demand, which is the more remarkable in that it succeeds so long a period of activity.

As promising for the continuance of favorable conditions the crop situation is, as a whole, an excellent one. This is particularly true of wheat, both winter and spring, and indications for other crops in most parts of the country are unusually favorable as far as the season has advanced.

Some time ago the Woman's Federation of Federations pledged its support to the President in case of war, but we haven't heard anything lately from the fair creatures. If they really meant business, now is the time for them to come forth. Let each put on a cast-iron sun bonnet and sally forth with a rolling-pin in hand. We believe a regiment of untimid women could do great execution if given half a chance, particularly if they could manage to read a few of their original manuscripts to the enemy.

The Scientific American of April 23 contains an article on acetylene gas generators, illustrating and describing a simple generator which is recommended to be of sufficient capacity to illuminate an ordinary house. The Tradesman warns its readers against undertaking the use of such a machine, because it is so constructed that it comes under the prohibition of the insurance underwriters, who refuse to approve any generator having a pet cock, rubber tubing, rubber packing or asbestos packing.

Owners of large ranches in California are preparing to be independent of the elements in the matter of moisture. They will rely upon gas-pumping engines rather than on the clouds. A recent issue of a California paper reports that gas engines are being erected in all parts of the State. They vary in capacity from twenty to sixty horse power, and some of them, on the largest ranches, have a lifting power of 200,000 gallons of water per hour.

Queen Victoria seems likely to survive two more of her prime ministers. While the life of Mr. Gladstone is despaired of and Lord Salisbury's health seems shattered, the remarkable old lady in her 79th year, who rules over 400,000,000 people, and nominally controls about one-sixth of the whole earth, keeps well despite the alarmists.

General Jake Coxey is missing the chance of his life in not volunteering his army for service against Spain in Cuba. It would just do the hearts of his tramps good to go there and have power to make Spaniards keep off the grass.

THE MILITIA LAWS.

After the war with Spain is ended it is probable that a strong effort will be made to so thoroughly reform the militia law that never again will such difficulties be encountered in creating a federal volunteer army as those which have appeared since the President called for 125,000 volunteers. Ever since 1792, when the law was passed for the organization of the militia, the defects in our militia system have been apparent. Many attempts have been made to correct these defects, but without success. Not very long ago an attempt was made to provide a militia force that would come somewhere near answering the needs of the country, but it was defeated, largely by the efforts of the national guard. The militia colonels and their men insisted that whenever the opportunity presented itself they should have a chance for glory. No doubt they were animated by a patriotic spirit, but the developments of the last few days in militia circles have indicated that they did not foresee the difficulties in the way, under the existing condition of affairs, of quickly creating a large and effective federal army.

There is no lack of patriotism among the organized militiamen of the different states. There are about 115,000 of them, and if the President had called for them for any one of the three purposes mentioned in the constitution, they would have responded with remarkable promptness, but he did not want an army especially for any one of these purposes. He wanted one that he could use as the situation demanded—that he could send out of the country if it became necessary to do so. Therefore, he had to call for volunteers. Naturally, it was expected that the members of the militia organizations would be the first to volunteer, because they are in a measure trained soldiers, but it became apparent at once that if they did so they could not retain their organizations and officers, because, in many, if not most, instances, the regiments and companies have not their full complement of men, and also because of the necessity which might exist for breaking up regiments in the organization of the volunteer army. The consequence is that the members of the organized militia are not enlisting in all the states as freely as it was expected they would.

There is no doubt, of course, that the number of volunteers called for will be obtained. It is roughly estimated that already more than half a million of men have offered their services, but the volunteer army, when completed, will not be so well disciplined, nor in any other respect so ready for actual service in the field, as it would have been had it been made up almost wholly of members of the militia organizations.

There is need for a radical change in the militia laws—a change that would put the military organizations under the orders of the President whenever and wherever their services were needed, not only for the purposes stated in the constitution, but also in any war declared by Congress. A change of this sort is necessary or else there will be a demand for a much larger standing army than we have at present.

DAWN OF A NEW ERA.

The Tradesman declared, at the time of the first act of the present war, that the United States was taking a step that would precipitate it into the international politics of the Old World, and scarcely a fortnight has elapsed before

the Western Republic has begun, in a most brilliant and splendid naval victory, the conquest of the vast Spanish dominions in Asia.

It might well have been supposed that the first blow of conquest would have been struck at Spain's island possessions on our own hemisphere; but, contrary to every probability, the first battle, the first victory, the first act of conquest, was consummated by an American squadron in the Eastern Hemisphere. The group of the Philippine Islands, nearly two thousand in number, covers an area of some 350,000 square miles, with a population of, perhaps, eight million souls. The city of Manila, which is now in the hands of the United States Admiral, has a population of nearly 300,000 souls, and the Island of Luzon, on which it is situated, is of more than 40,000 square miles extent.

It thus turns out that the Great Republic has launched forth on a tide of conquest that may end in the permanent acquirement of territory in the Asiatic seas that will place this country in the same category with Great Britain, Holland, France and other European countries that have possessions in the East Indies, and in relations of proximity to China and Japan.

These conditions, which will in all probability be added to by the annexation of Cuba and Porto Rico and Hawaii, will force upon the Republic the necessity of garrisoning those distant colonies with standing armies, the establishing of lines of steamships and submarine cables, and of maintaining all the organization and material force required to hold colonial possessions.

The acquisition of extensive foreign territory will change the character of the American system, since all the peoples and parts of the Republic should be represented in Congress and free from military control. The comparatively barbarian, and even savage, races that will be thus brought into the Union will require for long periods to be held under military control, necessitating the permanent embodiment of a large standing army, and it will fall to the lot of the American negroes to furnish the main body of the troops that will be required to hold the colonies or territories of the East and West Indies.

With this acquirement of colonial domains in various parts of the world will come a new commercial policy, the opening of the ports of this country to free trade with all the colonies, and the carrying of the commerce in American ships. The United States and Great Britain, the two great commercial and colonizing nations, will combine to share the trade of the world between them, and with it armed coalition for the protection of that trade, and a new order of public administration, entirely at variance with the old policy of an isolated republican system, will be necessary.

Already European statesmen are anticipating all these probabilities, while the thinkers among the American people, unaccustomed as they are to consider great problems of statesmanship, can not help foreseeing the mighty eventualities that are looming up so portentously in the horizon of the future.

An improved navy, capturing all ships in all waters, indicates that war is being carried on by machinery and lawyers.

Spain saved her honor; but she lost her ships.

SPANIARDS STILL.

When a distinguished Spaniard declared the other day, in a moment of patriotic fervor, to the anxious Regent Queen, "We are Spaniards still!" he doubtless thought that the terse expression, pregnant with patriotism, would follow "the shot heard round the world," and thrill the hearer of every clime with the Spaniard's love of his native land. Into the four short words what pride was crowded of Spanish pomp and glory, rising first from behind the mountains of Asturias, a decade of centuries ago, when the struggle began which drove the followers of the Crescent from Spain and from Europe before the determined soldiers of the Cross. How the Spanish heart throbbed at the oft-recurring story of the Spanish Queen who, by the pledging of her jewels, gave strength to the despairing Columbus and an impetus to the awakening spirit of that questioning century and added to the Spanish crown a splendor which remains undimmed. What wonder if the glory that followed in the wake of Columbus's discovering keel should bring back pleasing recollections of power and possession and conquest in the New World, which the genius of the distinguished Genoese had lifted from the waves of the Western Sea. What wonder that the grandeur of the old times returned when the gift of Columbus to the Castilian crown, which the early-coming century placed upon the head of Charles V., was only a gem added to a crown already ablaze with the royal pomp and power of the grandest empire Europe had seen since the days of Augustus, uniting, as it did, the arms of Spain, the looms of Flanders, the gold of Peru and, as a crowning glory, the triple tiara of the Pope. That was the vision that Sagasta saw as he spoke to the Regent Queen, and that was the thought that forced to his lips the boastful words, "We are Spaniards still!"

Not so, however, does the outraged world receive them. There is another side to the picture, another story to tell which adds strength to the expression, a depth of meaning and a sarcasm which the boaster did not intend to convey. The wail of the Cuban, dying of Spanish cruelty, is not an unfamiliar sound along the highway of the centuries, and every groan from the lips of this latest victim sanctions the assertion that the Spaniards are, indeed, "Spaniards still!"

What the Spaniard was and has been is not an unknown story. Yielding to persecution, the acknowledged spirit of the age, the gentle Isabella began the

nefarious history by expelling the Jews through an edict, the cause of untold misery, which was looked upon as a signal instance of piety. The same power called to its aid the inquisition, the instrument of incredible torture, burned thousands at the stake and condemned tens of thousands more to penalties hardly less terrible. Led by his thirst for gold, the Spaniard landed with Cortez in Mexico, and during a three years' war of unexampled cruelty completed its conquest; Pizarro and Peru stand for years of untold misery at the hands of Spain, and the curse of African slavery which deluged this country with blood owed its existence to the same detestable race who proudly proclaim themselves as "Spaniards still!"

Follow Charles V. in his relations with the Netherlands, and, when he has grown weary of the work of fire and sword, mark how closely Philip II., his son, carries out the Emperor's design, continuing the carnage for more than a generation and adding to Spanish ignominy the assassination of the Prince of Orange. It is a continued story of human misery and bloodshed from first to last, and confirms the assertion of Sagasta that he and his detested race are "Spaniards still."

That they will remain Spaniards to the end, there is little doubt. Whether they will continue to carry on their Spanish ideas of tyranny and cruelty remains to be seen; but, whether the end is far or near, there is little doubt that, when it comes, the Spaniards will be found "Spaniards still!"

It is now evident that thousands of citizens who would have gone abroad under normal conditions will manage in some way to pass the summer in their own country. This means, among other things, that many millions of dollars that would else have been expended in foreign parts will be kept at home. Some portion of this large aggregate will remain in the hands of present owners, but it is probable that the major part of it will be expended in travel and recreation in this wonderful country of ours, which very few of those who have been in the habit of visiting the Old World have ever explored.

The Spanish dynasty is tottering, and will make a nasty die of it. It is hard for a widely scattered nation to enthuse over the kingship of a little boy whom few of its people have ever seen.

The Spanish fleet had rope enough at Manila, and tied itself up.

PHILANTHROPY INCREASING.

Some days ago the New York Times printed a list of persons who, from their private fortunes, during the last five years have given a total of \$165,800,000 for public uses. The gifts have risen from \$29,000,000 in 1893 to \$45,000,000 in 1897.

Among the donors mentioned are: Wm. Waldorf Astor, Andrew Carnegie, Mrs. Alfred Corning Clark, John Watts De Peyster, George R. Edwards, Marshall Field, Lewis Ginter, Wm. R. Grace, Mrs. Mary R. Hawley, Adrian Iselein, Sr., Emanuel Lehman, Mrs. Winifrede Martin, Geo. M. Pullman, John D. Rockefeller, Chas. Broadway Rouss, P. A. Wildener, Mrs. Leland Stanford and Cornelius Vanderbilt.

It was stated that, while all the persons mentioned were not millionaires, there were but few of the owners of great fortunes in the country whose names were absent from the list. The vast amount of money stated above was given to endow universities and other schools; to found or endow hospitals and asylums for the dependent classes; to establish libraries and other beneficent institutions, which are the crowning glory of modern civilization and Christian countries.

In no other than Christian countries are there to be found any grand charitable institutions. Those persons who reject all the spiritual powers and influences claimed for Christianity must admit that it is at least a religion which is devoted to works of charity and benefaction, and its material monument is built in the numerous and great beneficent hospitals, asylums and other such institutions, while its spiritual record is in the fact that millions of orphans, sick and other suffering human beings have been succored and relieved by the good works accomplished by that means. Philanthropy is one of the noblest principles that can inspire human nature, and it is worth while knowing that it operates on the wealthy as well as on those of humble means.

German law holds a man to his bargain when he has agreed to give up his name. A young count, Finck von Finckstein, in order to marry a girl of whom his family disapproved, consented to change his name, and petitioned the emperor to be allowed to call himself Stein instead. After obtaining permission, however, he kept on using his former name, and has just been fined "for illegal use of a title of nobility."

Spain, as she is, is of few days and full of trouble.

For the nine years preceding 1897 the normal annual vintage yield in California was 15,000,000 gallons, and the doubling of this last year is claimed to be due to the abandonment of haphazard methods and the approximation to science through the experiments and advice of the viticultural department of the University of California. Vines to which the soil and climate of the State are adapted are now generally cultivated, and the knowledge of what grapes to grow in order to get a desirable blend in the wine is spreading. Not only has the quantity of wine produced in the State doubled in the last ten years, but, as Prof. Hilgard points out in his report of 1896, "a very notable improvement in the average quality of our wines has occurred within the past five or six years and the high excellence of the product obtained in so many cases renders any further continuance of slipshod methods inexcusable. Hereafter, California wines may appear in the world's markets under their own names, instead of being, as has heretofore been too largely the case, disguised under foreign ones when of good quality, while the poorer qualities were sure to be placed upon the market with the true statement of their California origin."

The spectacle of putting \$50,000,000 into the hands of one man without accountability—to be expended at his discretion—attracted no attention in this country, for the people knew the man was their President, and that its expenditure would be in making the beginning of a war preparation that needed to be made. There was no thought of its being diverted to other uses. The people knew the President—any President could be trusted implicitly to do the very best he knew in the premises. But the spectacle is still the wonder of Europeans. They can not quit talking about it.

When Spain's Queen Regent runs away it will be to get away from Spanish traitors. No American would harm a hair of her head, although she wants us killed. She is a woman.

All that remains for the United States to do now is to press the button on Blanco with a bayonet; the insurgents will do the rest.

By force of circumstances the news of naval victories seems to be more thought of now than that of baseball or politics.

Spain is in reduced circumstances, and all the forts in her defense will soon be in the same condition.



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.

Something New Regarding the Potato.

One would imagine that science could not furnish us with anything new in our daily foods, but it is a remarkable fact that our food potato has not been sufficiently examined from a scientific standpoint, while greater attention has been paid to the varieties of potatoes employed for industrial uses.

The French chemist Balland has striven to fill this void in an essay presented to the Paris Academy of Science, divulging many interesting characteristics of the potato used for food. Aside from the skin, which only represents a small fraction of the total weight, the potato consists of three layers well, distinguishable with the naked eye if a thin slice is held against the light. Still more distinctly these three layers become visible if photographed with the Roentgen rays. The strata are of different thicknesses, which decrease toward the interior. The outermost layer contains comparatively the most starch but less nitrogenous substances; with the innermost layer the proportion is just the reverse. The middle layer has a mean composition between the two others. The skin layer is the driest, while the inside marrow contains considerably more water. On an average a potato contains three-quarters of its weight of water, two-tenths of starch and one-fiftieth of nitrogenous matters. Balland has discovered the important fact that the food value of the potato is so much greater the more nitrogenous substances it contains, and so much smaller the richer it is in starch. In the best table potatoes the proportion between nitrogenous matters and starch attains three times as high a value as with the food potatoes of the lowest quality. Hence the value of a potato can be ascertained by a chemical analysis; but it so happens that the food value of different varieties of potatoes can be judged according to their behavior when boiled. We all know that some potatoes swell up in hot water, cracking in certain places, and even breaking apart, while others retain their original shape, even when done. It was supposed, formerly, that the cracking or breaking apart of potatoes was indicative of an especially large percentage of starch, the starch swelling up and breaking the skin. According to the latest investigations this is erroneous, the percentage of albumen being responsible. If a potato is comparatively rich in this substance, it will keep its shape on boiling; a cracking and falling apart indicates a deficiency of albumen. The potatoes containing most albumen being the most nutritious, everybody can determine the worth of a potato by boiling it. The best varieties are those which do not fall apart, but remain whole, on cooking.

Let the Snides Alone.

From the New York Produce Review.

There is no reason why shippers of produce to this market should ever lose anything by entrusting their goods to irresponsible or fraudulent concerns. In no other city of the Union is there so large a number of thoroughly responsible commission merchants and it is easy to find them. The larger operators in produce at interior points who are familiar with our market and the personnel of its merchants are not likely to be caught by fly-away concerns whose tempting bait consists of promises impossible of fulfillment, but there seem to be a good many small shippers who do not realize the fact that first-class con-

cerns get as much for their goods as can be obtained, and who are ready to try new and strange houses whenever a goodlooking letter head brings a claim of "superior advantages" which enable the sender to secure prices for goods above their worth.

Every little while we run across traces of snide houses who thus entrap the unwary and we are occasionally able to show up the frauds; but it is only after damage has been done. Shippers have only themselves to blame if they fall into these snares, as they can easily learn of the character of a strange house by enquiry through the proper sources. The fact that references are given is not enough of itself to insure character. Enquiry should be made from sources apart from those given by the strange solicitor.

The method adopted by snides is to get up a lot of attractive stationery headed with a fictitious firm name, hire a cellar or an office in some more or less obscure place and write letters claiming all sorts of advantages, followed by quotations for produce considerably higher than the goods are worth. These letters are sent to shippers and usually result in consignments. Sometimes the first lots are returned for in the hope of drawing larger lots, sometimes not at all. In the end the shipper gets nothing for something. When the damage is done and enquiries make things dangerous, the snide shuts up shop, opens a new deal under a different name and proceeds as before.

We frequently learn of small shippers leaving old and responsible commission houses to take up with these fly-aways, to their ultimate sorrow. We should have little sympathy for them if it were not for the thought of their ignorance of the danger, and we give these repeated warnings so that this ignorance shall not exist excusably among any of our readers.

Never Made Any Returns.

New York, May 10—For some weeks past complaints have been coming in from egg shippers in New York State, Pennsylvania and other states that their consignments to J. H. Montgomery & Co., 78 Barclay street, were not being returned for, and we have taken occasion to investigate the matter thoroughly. The result is that we have in our possession a mass of evidence of such conclusive character as to brand the firm as swindlers.

Their method of doing business is almost identical with that of Walter Sinclair & Co., whose crooked ways the Tradesman exposed some three weeks ago; in fact, we see the earmarks of the same man or men; and the belief of the commercial agencies, as well as of the police authorities, is that the gang operate for a little while under an assumed name, and when it gets too hot for them they change the firm name, rent new offices and start out to entrap other shippers.

For a while J. H. Montgomery & Co. occupied a small, poorly-furnished office upstairs in 78 Barclay street. From there letters were sent to country shippers, and in response to these a number of consignments of eggs and other produce were secured. Unlike some of the snide concerns that are content with stealing 1¢@2¢ per doz., besides getting their commission, this firm took the whole thing, and never made any returns.

WANTED

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

Promptness is the essence of our success.
We will buy your

Butter and Eggs for Cash

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

HARRIS & FRUTCHEY, Detroit

EGGS WANTED

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

R. HIRT, JR.,

PRODUCE COMMISSION MERCHANT.

36 MARKET ST., DETROIT, MICH.

Eggs Bring High Prices in Buffalo

Correspond with your old friend,

C. N. RAPP & CO., Buffalo, N. Y.

56 West Market Street.

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

W. R. Brice.

Est. 1852.

C. M. Drake

W. R. Brice & Co.

Philadelphia's
Leading Hustling
Commission Merchants

REFERENCES:

W. D. Hayes, Cashier Hastings National Bank, Hastings, Mich.

Corn Exchange National Bank, Philadelphia.

Western National Bank, Philadelphia.

Fourth National Bank, Grand Rapids, Mich.

D. C. Oakes, Coopersville, Mich.

E. A. Stowe, Michigan Tradesman.

We have closed our branch house in Grand Rapids and will not buy any more eggs this season, but want your Butter and Eggs now at our main house in Philadelphia on commission and you can rest assured that we will watch your interests carefully, make you prompt sales and prompt returns, and you can be assured of the best service to be had in our city.

W. R. BRICE & CO.

LEGAL SUPERVISION.

Regulating the Commission Business by Inspectors.

(CONTINUED FROM LAST WEEK.)

Mr. Walsh: I happened to be on the committee that framed this resolution, and would simply state to the meeting that the intention was not to give offense to honest men, nor to injure honest men, nor to do aught but was honest and upright. Now, the thought occurs to me, from Mr. Barnett's statement—which, of course, I do not recognize as speaking to the resolution—he simply shows you what he himself did toward promoting honesty and toward getting money back of which people were robbed. If he can accomplish that, how much more can Uncle Sam accomplish? I would like to have that question answered. If there are men in that business who are robbing the people, is it right and just that they should not be turned out of it? Can he offer any argument why they should exist? Can he offer any argument why they should not be turned out? He can assume that commission men are not to blame for anything. A poor man has ten cases of berries, and he expects from the proceeds to buy a pair of shoes for his child, or a dress for his wife, or something of that kind; he sends them to a commission man he does not know (he gets a flaming advertisement through the mails and he receives to cents or nothing. Where is his redress? Certainly, there is a law, but can that poor man avail himself of it? Now, what this resolution proposes to do is to cover such cases—turn that class of men out who are perpetrating these crimes, and let honest men do the business. We are hand in hand with Mr. Barnett. We want honest men in the business. We want to turn the rascals out, and the best way we can conceive of doing it is to license them and have a Government officer look after them. When Mr. Barnett puts his money into the bank, the avails of his day's or week's work, there is somebody to look after it and see to it that money is not thrown away. Why should not the poor man's interests be looked after by this Government just as much as Barnett's or anybody else's? The object of the resolution is to correct these wrongs that are going on and to place the business as nearly as possible in the hands of honest men. I can not see for the life of me why any class of men should be considered free-commoners in this country, with the right of just saying to their fellows, "We will send you what we have a mind to for your product." I cannot see why any class of men should expect any such right, to the exclusion of all others, for there is no one else who has any such right, and there is not any attempt made to correct any business or any methods but what somebody opposes it. It seems to me there is nothing wrong in the adoption of the resolution by this Association; and, further, we have the opinion of our Congressman and Senator, and the opinion of one of the best judges in our State that such a law would be just and honest and certainly could hurt no honest man and will dispose of the rogues.

Mr. Barnett: One item of information for Mr. Walsh. There is on the statute of Illinois a law which will enable any shipper to go to the State's Attorney, make his affidavit against any commission man in the city, and if he is wronged, unless that man at once

rectifies it, he can be locked up in the county jail, without bail, and sent to the penitentiary.

Mr. Slayton: Does that include fruit sold from Michigan?

Mr. Barnett: From any state. Anything that is sold and not paid for, if sold in the State of Illinois, is a penitentiary offense.

The President: Does that also include false returns?

Mr. Barnett: I presume it does. There was a man arrested in Chicago, where it was claimed he sold 7,000 pounds of poultry out of a carload, and then the same attorney that said that he was engaged in keeping the fellow out of the penitentiary told me just how he did it. They could not put him in the penitentiary under this law, and this law was more stringent than any law the United States Congress will ever pass. It is difficult to prove intent with the wrongdoing, and it is also very difficult to prove what the market on your goods is, and especially on perishable fruits. I simply speak of this as among the difficulties of the question. I am not opposed to these resolutions, but under the general discussion I want to air some of the practices and present some of the facts surrounding the commission business, and enter my protest against vilifying honest commission merchants when you are trying to reach the dishonest ones.

Mr. Graham: It seems to be the popular idea here to-day to advocate these resolutions, and I am well aware that in arising to speak against them I am going against the popular will of this assemblage. But I am opposed to the resolutions on general principles. I am opposed to governmental inspection of private business matters. We have no such thing in the United States to-day. I do not think we ever have had, and I do not think we want it. Reference has been made to our banking system of inspection. That is an entirely different matter. The Government, in a measure, stands behind the banks, stands behind their solvency, stands behind the bill-holder and makes his loss good. Can they pretend to do it in regard to commission men? If you are going to have an inspection of commission men, why single out the commission men who handle only farm products? Why not take them all? Why not go further? Why not appoint a commission to make all men honest and look after the solvency of every business man? I am connected at home with a business institution outside of my farm operations that lost \$10,000 last year in bad accounts, a manufacturing institution. We received orders we sold the goods, we looked up the purchasers in the commercial reports, but before the bills had been paid they failed and our concern lost \$10,000. Why not include such—have a commissioner to look after the solvency of such people? Then, again, your banking commissioner does not pretend to look after the individual deposits and accounts and business deals of the individual depositors and patrons of the bank in any sense. If I go to a bank and ask for a loan, and offer to put up certain collateral or certain endorsements, and the bank refuses to accept it, and from my inability to obtain that loan I fail in business, can I go to the United States Congress or the banking commissioner and ask for redress? Not at all. Think of this a moment before we place ourselves on record as advocating the enactment of a resolution for the

J. WILLARD LANGING
BURGE D. CATLIN

Lansing & Catlin

Wholesale Dealers in

Butter and Eggs
44 W. Market St.
103 Michigan St.
Buffalo, N. Y.

We deal EXCLUSIVELY in Butter and Eggs. Watch for our Card here each week and try BUFFALO markets with us. Write us or Michigan Tradesman for references.

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.

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.

N. WOHLFELDER & CO., COMMISSION MERCHANTS

399-403 HIGH ST., EAST SIDE,
DETROIT, MICH.

Ship to us your Butter, Eggs, Cheese and Potatoes and get
Full Market Prices.

Our City Trade

With Detroit merchants want some more of
your Michigan produce.

Irwin S. Scrimger & Co.

43-45 W. Woodbridge St., Detroit.

REFERENCES: Bradstreet's or Dun's Commercial Agencies.
City Savings Bank.

We Want Your Eggs

any quantity for **Cash**, F. O. B. at your
station. Also **Butter**. Quote us prices.

HERMANN C. NAUMANN & CO., Detroit, Mich.,

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

STRAWBERRIES

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.

appointment of a commissioner. Let us look at it in a practical light. Suppose I should ship, as the poor man did, ten cases of berries to Chicago to a commission man. They go in there with ten hundred thousand more cases, good, bad, and indifferent. I do not get sufficient returns to satisfy me. I enter my complaint to this commissioner. How many complaints would there be entered this week on account of the slump in the Chicago market last week? Is there a grower or a shipper in Michigan who would not have entered a complaint? Is there one single man who would not have entered a complaint to this commissioner? How many commissioners would you need in the city of Chicago, how many hundred commissioners? How many thousand commissioners in the whole country would you need to look after these individual cases and look up the purchaser of an article—how much he paid for it, the condition in which he found it, and so on? Every town in the United States would want a commissioner. Think of it a little before we go into this matter; let us look at it in a practical light. I believe it is the fault of the shipper himself when he is beaten, in nine cases out of ten. There are dishonest commission men, there are dishonest growers, there are dishonest men in every walk of life; but they are in the minority. Last year there were some people in the city of Detroit who were soliciting consignments of fruit by advertising. I got daily cards from those people during almost the entire shipping season, offering the very greatest inducements—great prices, good sales, their ability and facilities for getting rid of fruit were superior to those of any one else. I had had too much experience to be caught. I did not send them any fruit, and I did not reply to them in any way; but I know some poor people who did, some people who needed every dollar they could get for their fruit, who were caught by these things and who did ship them some fruit, and they never got anything for it. That was simply poor business ability—nothing more nor less.

A Member: Suppose there had been a commissioner at that time who had seen what you saw there, could not that have been prevented?

Mr. Graham: No, sir. It is simply private business. I have a right to advertise, and all the laws on earth can not prevent it. If I advertised that I am in a position to handle fruit to the very best advantage, that my facilities for getting good prices for fruit are superior, and people are foolish enough to send me their fruit knowing they have no redress, without looking me up in any way, are you going to stop it by an enactment of law? You can not do it, gentlemen; do not try it, do not do it. Twenty years ago I shipped a dozen carloads of fruit to Minneapolis and left it there to be stored during the winter, in the hands of a commission man. Along toward spring he sent me an account of sales, and he owed me something like \$1,100, but he said: "My partner has run away and I have not got a dollar—flat on my back, don't believe I can pay you." It was not twenty-four hours until that man was locked behind the bars for embezzlement, and you can do it in any state of the Union, but you can not compel him to send you accounts of sales that are honest. You can appoint just as many commissioners as you see fit, but you

can not do it. When there are ten thousand, twenty thousand, or fifty thousand people sending little consignments of fruit or farm products to the great markets, you can not keep track of these individual consignments; they will send you what they please. If the commission men are not doing business right, that is, as a body, let us select those who are doing it right; and above all things, let us drop the commission men just as soon as we can and sell direct. If they desire our goods, let them come to our markets and buy them. They will do it. They come to Grand Rapids and buy our products. We do not ship them to any commission men. They come there and buy them and pay us cash for them right there on the spot, and you can all do the same thing.

Mr. Barnett: Now for a suggestion: Organize every locality into an association, have a board of directors as outlined by Mr. Thayer, accept applications for business, and ship only to those approved by the directors. Then stay by them, if they prove true, the entire season, and you minimize your loss and increase your profits.

Mr. Morrill: And watch the business as closely as you possibly can—I might add that.

Mr. Lawton: It occurs to me that this does not meet the evil. The preamble in these resolutions sets forth all the misfortunes under which fruit growers are suffering very faithfully. We can agree with all that is set forth in the preamble, but when you come to the resolutions for the remedy it does not seem to me that they meet it. We can not delegate this thing. There is a disposition on the part of human nature, whenever one gets into trouble, to look around and find a remedy by shoving responsibility upon somebody else. This advocates appointing a commissioner, and what does he do? Why, he simply authorizes somebody to do business, and if that man does not do business right, he will remove him. Now, we know that our troubles in Chicago are not with "snide" commission men. I never deal with such commission men or men of no responsibility whatever. There are men who make no returns and all that, and those men will get certificates to do business and you can not reach them, nor find out who they are. The remedy must be different from that. I do not think the appointing of a commissioner to give somebody a certificate to do business, and then taking it away if he does not do business right, is going to remedy the evil. We must get away from the commission man, have as little to do with him as possible, and contrive in some sort of way to sell our fruit and not allow them to eat us up.

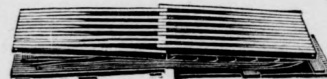
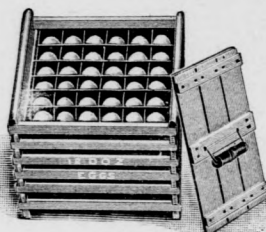
Mr. Cornelius: I just want to say this, as to why we did not make this resolution large enough to cover all creation. We must commence as we can. This inspector in Chicago is not a man who is to go there and do everything. He is a man, as I understand it, to be appointed by the Government, and in case letters are written to him, or business actions of parties in the commission business are complained of, he is to be empowered by Congress to go and command them to show up their books and their sales.

The President: I did not understand the resolution in just that way, but that the Government was to license them first.

Mr. Cornelius: License them, and by

The "Humpty Dumpty"

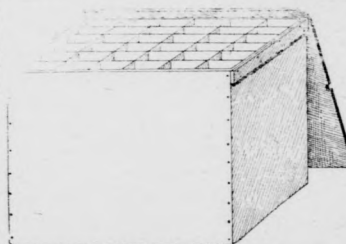
Folding
Egg
Crate



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.



WM. SMITH

Manufacturer of

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

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

EATON RAPIDS, MICH.

BEANS AND POTATOES

CARLOTS ONLY.

MILLER & TEASDALE CO.,
ST. LOUIS, MISSOURI.

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.

SEEDS

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

ALFRED J. BROWN SEED CO.

24 and 26 North Division Street,

Grand Rapids, Mich.

SEEDS

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

MOSELEY BROS.

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

Jobbers-Seed-Beans-Potatoes-Produce

When You Begin to See Anything Green

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

The Vinkemulder Company, Grand Rapids, Mich.

the means of their holding a license the Government has power to control them in this manner. I cannot see anything about that which is wrong. I am glad to hear that Mr. Barnett and his society are co-operating with us and working in the same line of business, but there is this point about it: they do not seem to touch the class that are ruining us, that are stealing our goods. I use these terms because I know it. I have sent goods over there and have traced them and found that they sold for one-third more than returns were made for.

The President: You could have locked that man up in the penitentiary.

Mr. Cornelius: I did not know it. I have just found it out to-day. But that is just for Illinois. We have commission men in other states. Have all the states that law? We want this to be a United States law that will protect us against the commission men—the dishonest ones. We wish to work with the honest ones, with Mr. Barnett's society. He says they have no fight with us. In proof of that, will his society turn around and help us to get this law enacted, because then the fruit will go into the hands of honest men?

Mr. Cook: This resolution is up before the State Society, where there are but few who have thought about the question at all, and I think it ought to have more consideration than this; and, if it is in order, I move that it be postponed or laid on the table until another meeting, or be left to the executive committee for their consideration, if that could be done.

The President: There is a legislative committee in the society.

Mr. Cook: Well, let it go to that committee, or a proper committee, to be examined thoroughly and discussed at a future meeting. It seems to me we are not ready to vote on this question now.

The President: I have had considerable experience shipping fruit, as many of you know. For ten or fifteen years I have shipped almost as much as any man in Michigan, of his own growing, and during that time I have not had any trouble with the commission man. All this sounds as though it was a fight against somebody, some commission man. I know that there is rank work among the commission men, and I know that they are not alone in doing these things; but I do feel as though this resolution does not cover the entire ground; that, if you propose to ask for legislation of this kind, you should include the fruit grower, see that he does not defraud anybody. Then you can ask for common honesty among all men, and enforce it, if such legislation is practicable. When you do that you will do away with a great deal of trouble, but I feel as though we ought to be a little careful about these matters. The State Society does not wish to put itself in a position to be criticised, but it is anxious to do anything and everything that can really improve the fruit interests of Michigan.

End of the Paskola Litigation.

A better feeling has developed among the parties to the various Paskola suits and while the litigation has not all as yet been closed up, the probabilities are that it soon will be. Most of the principal parties to the suits are about to go to Europe and there will be no further prosecution of the suits on either side, leave having been asked to have the suits dismissed in the Ohio courts.

A jerky puller splits the singletree and the load stands still.

Shipping Fruit from the Source of Supply.

The average guest at the hotel who gets his dish of strawberries for breakfast scarcely realizes the manner in which this luscious fruit has reached his plate.

There is a Baltimore firm who are the undisputed kings of shipments of early strawberries and peaches to the cities of the East, West and North. Their shipments reach Connecticut, Massachusetts, Rhode Island, New York, Pennsylvania, Ohio, Indiana, Illinois and Michigan. This firm has distributing points at Syracuse, Binghamton, Elmira and Salamanca. These points are for the systematic distribution of from one to more crates as per booked daily orders from patrons whose wants are for less than carload quantities.

From, say the first to the tenth of May, the firm receive at Elmira, N. Y., in express train lots over the Northern Central Division of the Pennsylvania railway from Baltimore, berries that come originally from North Carolina and extreme Southern Virginia points. After May 10, the source of contribution is Norfolk and contiguous points on the eastern and western shores of Chesapeake Bay. The Northern Central Railway transports the fruit in solid trains from Baltimore daily to Elmira, N. Y., at which point there are retained one or more cars, the next passing express trains taking one car each to Binghamton, Syracuse and Salamanca, and one or two cars each to Rochester and Canadian points. This inaugurates the season of special berry trains of ten to twelve cars, which are increased later to twenty or thirty cars. These trains carry no other product. The Pennsylvania Railroad Company receives, on an average, \$155 per carload, proving the most remunerative train sent over any section of this system.

A similar condition obtains in the peach season, which opens about the first of August. This, also, is conducted over the above-named system of transportation, with this difference, that the freight originates in Delaware and adjacent eastern shores of Maryland counties—solid trains, as in the berry season, and of about the same capacity—leaving the Delaware stations at about 4 or 5 o'clock in the afternoon and reaching Elmira, N. Y., at about 6 or 7 o'clock the next morning, and is distributed in the same manner as the berries described above.

These berry and fruit trains have the right of way over all passenger and other express trains, thus proving the fastest service of the road.

The principal firm conducting this business has been in active existence for upward of thirty-five years.

N. TRISSEL.

The American Navy, Cuba and Hawaii.

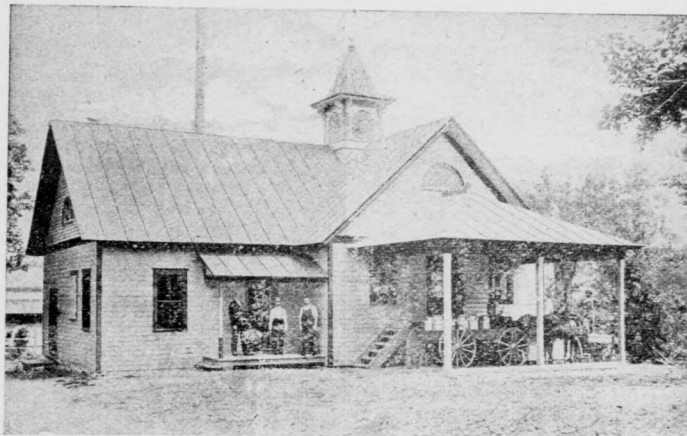
A portfolio, in ten parts, sixteen views in each part, of the finest half-tone pictures of the American Navy, Cuba and Hawaii has just been issued by a Chicago publishing house.

The Michigan Central has made arrangements for a special edition for the benefit of its patrons, and a specimen copy can be seen at the ticket office in the depot. Single parts may be had at ten cents each; the full set, one hundred and sixty pictures, costs but one dollar. Subscriptions for the set may be left with the agent. In view of the present excitement regarding Cuba, these pictures are very timely. Call at the ticket office and see them.—765.

Deal openly with your clerks, that they may be frank with you.

Elgin System of Creameries

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



A MODEL CREAMERY OF THE TRUE SYSTEM

True Dairy Supply Company,

303 to 309 Lock Street,

Syracuse, New York.

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

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



MANUFACTURER OF

EXCELSIOR

SPECIALLY ADAPTED FOR PACKING EGGS

Write or Telephone for Prices.

Telephone No. 1252.

83 to 97 Sixth Street,

Grand Rapids.

A NEW WAY TO HANDLE BUTTER

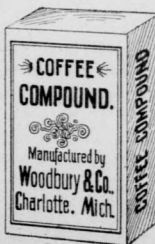


Instead of packing in heavy stone crocks or wooden tubs, put it in our

Paraffined
Parchment-Lined
Butter Packages

They are light, strong and neat.

Michigan Package Co., Owosso, Mich.



RICH DRINK

of choice coffee with palatable cereals and other wholesome ingredients. Far superior to all "cereal" drinks. A beautiful Tea and Coffee Pot Stand given with each 2 pound package. Retail for 13c a pound, affording retailer big profit. Pleases customers. Order trial case and see how quickly it sells.

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

Shoes and Leather

Plain Talk and Sensible Suggestions to Shoe Salesmen.

I wonder if some people have any idea how much trouble they cause us," sighed a clerk to me the other day after a long siege with a hard customer. "Some of them seem to think that our patience is infinite, and that it makes no difference how much work they make us. Of course, we never object to showing a customer goods until he is perfectly satisfied, but some people will sit and look at goods and keep us trying them on long after they have decided in their mind what they expect to take. Take the man I just had, for instance; he knew what he was going to take in fifteen minutes after he sat down, yet he stayed with me a good forty minutes."

* * *

In order to be at all successful as a clerk, in this advanced age, a man must be a fairly good judge of human nature and be able to read his customer at a glance, as he would the head lines in his morning paper. If a clerk is of an observant nature the training he will get in a big shoe store, where he comes in contact with all kinds of people, from the poorest to the richest, of all colors, races and nationalities, good, bad and indifferent, will naturally make him a quiet judge of people and incidents. He must put his mind in motion, teaching it to do its work rapidly, for often he must think and act at the same time. He gains a wide experience and insight into the sharp side of human nature that are hard to gain in any other way, for nowhere else is the niggardly side of men and women displayed so plainly. He learns to put this and that together and draw his conclusion and he is seldom wrong as to the result.

* * *

It had been a fearfully dull day and all the clerks were wondering if they were going to be able to add a few more dollars to their sales, when a young lady entered the store. She was so decidedly pretty and pleasant looking that all of the clerks started forward to wait on her—rather an unusual occurrence. She asked, "May I see a pair of tan boots, please?" and when the clerk produced a pair she admired them and promptly asked him to try them on. "My! what a snap," thought the rest of the clerks. Just then one of the periodical rushes came along and for the next half hour everybody was busy. When the rush was over the discovery was made that the pretty young woman was having her old shoes put on, and they heard her saying to the poor fellow who was serving her, "I am sure I am very much obliged to you for showing me all those nice shoes. I had an extra half hour and I thought that I would just come in and see what you had—thank you very much," and the pretty girl with the sweet smile and the pleasant look was gone.

* * *

A good majority of clerks expect some day to have a store of their own. To those clerks I would like to give a word of advice. I know unasked advice is not very acceptable as a rule, but if you read this I am sure you will think it is right. You are a bright, up-to-date young man, of course, and have been saving enough to have a nice balance in the bank. Now if you have been working in the city then choose a city to do business in when you start out for yourself. It doesn't need to be

New York or Chicago, but have it some place large enough to use city methods, the methods you have been used to. If, on the other hand, you have been in a country store, then stay in the country. Your place is there. City methods and city ways are so different from what you have been used to that you will find yourself unable to compete with other people simply from sheer lack of knowledge as to their ways. It is only once in a great while that a city man makes a success in the country or a country boy makes a success in the city. Country boys coming to a city oftener make a success than city boys going to the country, because the country boy is willing to begin at the bottom and learn, while the city boy has a habit of thinking he already knows enough to step into the best of positions. But when you are ready to start in life for yourself stick to what you are used to and you will make a bigger success than in an entirely new line.

* * *

When a possible customer finds fault with the goods you are showing him, don't spring too vigorously to their defense. Show him something else, or, if you have nothing else that will suit him better, talk about the style, the texture and other qualities that haven't occurred to him. But don't dispute with him. Don't try to convince him that he doesn't know what he is talking about—few people do, but it jars a man awfully to be told so.

* * *

Fred and Bob are clerks in a downtown shoe store and a short time ago were the very best of friends. To-day they never speak as they pass by and each thinks the other is about the meanest fellow they know. Now Fred is quite a ladies' man and Bob is just the opposite. Fred had a girl and finally after many trials he induced Bob to go with him and call on her. Now he wishes that he had not been so friendly, for Bob got stuck on the girl and, sad to say, the girl got stuck on Bob. Poor Fred tried his best to keep his place. He even tried to argue with Bob, but Bob told him that all was fair in love and war, and that he guessed he had just as much right with the lady as any one. So one word led to another and to tell the truth Freddie got rather the worse of it. At last accounts the girl had heard of his scrap with Bob and she had cut him dead and was lavishing all her time and affection on the more fortunate Bob. Now Fred is spending his days and his nights trying to think of some scheme to get even with them. If he succeeds this story may be continued sometime later.

* * *

A young man and his pretty wife came into a retail store where I was one day not long ago and asked to see a pair of ladies' shoes. The obliging clerk first showed them some light turned shoes. These suited the lady very well, indeed, but her husband thought she should have a heavy shoe and asked the clerk to get some and let her see them. A pair was brought out and tried on her, but she would not have them and plainly said so. This made the male member of the family a trifle angry and he tried to argue her out of what he termed "her silly notions," but without a bit of success. He finally got so excited he lost his temper, and told her she never did have any sense, anyhow. By this time his wife was shedding briny tears, but even this didn't soften him. The poor clerk



BABIES' SOFT SOLES

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.

Herold-Bertsch Shoe Co.

5 and 7 Pearl Street

Best General Line of Footwear

State Agents for Wales Goodyear Rubbers

RUBBERS

New Lists on Rubber Goods for 1898 and 1899.

We are agents for the Boston and Bay State Rubbers—the best wearing goods made—and we solicit your business for the same. Our terms and discounts are as liberal as those of any firm selling the above lines.

Rindge, Kalmbach, Logie & Co.

12, 14 and 16 Pearl Street,
Grand Rapids, Michigan.

The Rodgers Shoe Co.,

Toledo, Ohio

Made to Order Shoes

We have the best line of \$1.00 Creoles, Pedros and Satin goods in the market, but we pride ourselves on our high grade goods in Men's and Women's. We excel all for style, quality and price.

If our agent does not call on you drop us a postal.

THE RODGERS SHOE CO.

thought it was a last sale and had half a mind to fight the husband. But had he known him as well as madame did he never would have worried any. She asked the clerk between sobs, to put on the old shoe and to have the heavy pair wrapped up. Then her Lord and Master (?) broke in and ordered Mr. Clerk to "wrap up the light ones, that he guessed she didn't have to wear what she didn't like." The light ones were accordingly done up and they went out, but on the way to the door the clerk received a queer little smile and nod from the lady that meant as plainly as words, "I knew I should get what I wanted."

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

You can put your foot into any shoe we sell and rest content in the belief that you have really done a good thing; not only for your feet, but for your pocketbook as well.—Hahne & Co., Newark, N. J.

The bugle call has been sounded and the gathered hosts of newest and prettiest styles in spring footwear await your coming. Here are a few "flowers of the army" of splendid bargains we offer.—Lazarus, Columbus, Ohio.

Here's a shoe for which you'd pay a custom shoemaker \$9 or \$10, and you'd not be overcharged at that, as shoe values are generally gauged. We sell this shoe at \$6 a pair, and we'll fit you, too, as well as if it were made to order.—John Wanamaker, N. Y.

Hess shoes have become known here as the leading shapes—they set the styles, in fact. The "Mastiff" and the "Egg" shapes were created by Hess—bear the stamp of fashion. You pay from \$3 to \$7 a pair—little enough for such footwear goodness.—N. Hess Sons, Washington, D. C.

Shoes for fussy men. If you are one of the particular men who take a great deal of pains to get exactly such a fit and such a shoe as pleases you, you are likely to be a steady customer of ours, for that's the kind of men we please. We have already a reputation for painstaking and accurate fitting, and we wish to extend it all we can.—John Wanamaker, N. Y.

Shoes extraordinary at prices extraordinary.—Siegel-Cooper Co., N. Y.

The difference between the \$5 patent leather shoes, the \$3 derbys we sell and the \$7 shoes, the \$5 derbys sold elsewhere is: ours are worth the price asked—your money back if you want it.—Rogers, Peet & Co., N. Y.

Tramp, tramp, tramp, the boys are marching. And they must have strong, easy boots and shoes. They will find just what they need at our store. Should they tramp all over Cuba they will not require more than one pair of our war boots or war shoes for this campaign.—Cammeyer's Shoe Store, N. Y.

Perfection in footwear has been reached in Hess Footwear. They are the embodiment of all those qualities which make a shoe popular. They have a certain distinctive style and smartness about them—the mark of bestness—that is entirely missing from any other make.—N. Hess, Washington, D. C.

A remarkable purchase of 2,400 pairs of ladies' fine shoes from one of the famous Rochester shoe manufacturers—who, being sorely pressed for money, came to The Big Store, where he deposited his "load of trouble" in exchange for an exceedingly low sum—will be placed on sale to-morrow, and at a price that promises to create a little insurrection in shoedom.—Siegel-Cooper Co., N. Y.

Useless Languages.

Jones: Its surprising how impractical some very learned men are.
Smith: Yes; there's Professor Linguist, for instance. He spent over half his life in acquiring fluency in nine or ten different languages, and then went and married a wife who never gives him a chance to get in a word edgewise.

The Store Boy.

It is a question whether or not boys are useful in stores to act as assistants in waiting on customers and attending to the stock; that is, to keep the store neat, clean and in good order. There are many varieties of boys, as every one knows. Some are amenable to reason, industrious, intelligent and finally work up to responsible positions from very menial ones. In order to attain this, the boy must, undoubtedly, be trained by his employer. There are instances where this care on the part of the employer is well repaid by the development of a personal attachment and a deep interest in the business on the part of the protegee. Lately a comprehensive discussion of the whole matter appeared in a journal, which took the point of view that a boy in the store is an important factor nowadays, although he is usually ignored and disregarded until he reaches an age when the problem arises as to what position he should be promoted, to be a salesman or discharged?

There is a prevalent feeling that boys are rather irresponsible and that but little dependence can be put on them, although there are some things which a boy can do as well as a man, if he is properly taught the manner in which they should be done. If some patience and perseverance were employed in training boys, and ideas about business gradually inculcated one by one into their minds, they would soon learn how to be useful as well as popular.

The tendency on the part of boys to slight their work could be overcome if at the beginning of their apprenticeship they were made to do a thing over and over again until it was done thoroughly. Boys are expected to assist in or do the janitor service entirely. But comparatively few people, young or old, know how to sweep properly, for it is no light, easy task. Never let a boy begin by sweeping around movable objects, but see that he lifts them out of the way. Always dampen the floor by some means before beginning to sweep, after which the broom should be manipulated so as to prevent as little dust as possible from rising, as it injures goods, and be kept from spattering wood work with water. Even although the floor is dampened, some dust circulates in the air, and this should always be carefully wiped off after it has been allowed sufficient time to settle.

One of the principal places where many stores show neglect is the window glass in the front. This form of neglect is noticed as much as any other by customers. Cleaning should be done systematically and at regular intervals not too far apart in order to be effective and obtain that unvaried, shining cleanliness which is so pleasing to refined minds. All stores can not have the handsomest fixtures, or great expanses of plate glass, but they can have neatness and order, which require little expense and effort.

When sent out with parcels the boy should be instructed to handle them carefully, not toss or bump them about or against anything. Packages should reach their destination in good condition or customers will be offended. Boys should be taught nice manners, to be courteous and gentle. This can not be learned too soon. It will repay the boy a hundred fold in late years if he has cultivated the faculty of being agreeable. If some of these suggestions are borne in mind, a better generation of salespeople may be evolved.

Bargain Day in the Rural Store.

From the St. Louis Globe-Democrat.

"You say them shoes is wuth \$1, but you'll take 75 cents if I pay cash, won't you?"

"Yes."

"Then you'll fling in a pair of woolen socks, I guess?"

"Reckin' so."

"Hold on; them shoes hain't got no strings, have they?"

"I'll give you a pair."

"Better make hit two pair; one will soon wear out."

"All right, here they are."

"Looks like you might gimme a pair of suspenders fer good measure."
"Well, rather than miss trade I'll do it. What else?"
"When a feller buys a bill you allus set 'em up, don't you?"
"Yes, what'll you take?"
"Two segars an' a pound o' cheese."

Summer Schedule on the Grand Trunk.

The Grand Trunk Railway System, Detroit & Milwaukee Division, has opened up the summer season by placing in service five trains daily, except Sunday, each way between Grand Rapids & Grand Haven, and two each way on Sundays. Excursion tickets will be sold same as last year: Grand Haven and return on Sunday, 50 cents. For particulars, call at D. & M. city office, Morton House, or at depot—665.

C. A. JUSTIN, City Pass. Agt.

Learn the lesson of patience thoroughly and much of the unnecessary wear and tear of your life will cease.

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 & Hatha way's Shoes at Factory Price in Men's, Boys' and Youths'. Lycoming and Keystone Rubbers are the best. See our Salesmen or send mail orders.

GEO. H. REEDER & CO.,

19 S. Ionia St., Grand Rapids, Mich.

Michigan Bark & Lumber Co.,

527 and 528

Widdicomb Building,
Grand Rapids, Mich.

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

Sell us your Bark for Cash.
We aim to please. Correspondence solicited.



Grand Rapids LUMBER BARK COMPANY

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REBLOCK BARK
LUMBER SHINGLES
BARKS, POLES
TELEGRAPH POLES

W. A. HELPS, President
C. F. YOUNG, Vice President
C. A. PHELPS, Sec'y & Treas.

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

Awnings and Tents

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

CHAS. A. COYE,
11 PEARL STREET.

FOLDING PAPER BOXES

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

GRAND RAPIDS PAPER BOX CO.

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

BANKING REFORM.

Review of the Present and Proposed Systems.

The enactment into law of the bill now before Congress for the revision of our banking system would mark one of the greatest economic advances in the history of our country. It contains forty-six sections, and every part has some relation to every other part, so that a review of the bill in all its details would be quite impossible without indefinitely extending these articles. It is the foundation of a complete and symmetrical system of finance, conforming to the conditions of an advanced industrial organism. Its operation would be as simple as seems possible and its parts seem to be as harmoniously constructed as human ingenuity can make them. It is no experiment. The financial history and experience of every nation of any commercial importance has been consulted and examined into by those who drafted its main provisions. Many of its parts are fashioned after the Canadian and Scotch banking systems, which are acknowledged by all students of banking to be the best in the world. Under it the laws of trade, commerce, competition, supply and demand—in a word, the laws of economics—are linked to and operate hand in hand with credits, the touchstone of all. These laws, like the laws of gravitation, are parts of the constitution of the universe and serve man's purposes only in so far as he adjusts his principles of action to theirs. This bill will place credits in touch with the magnets that attract or repel them, obedient to natural laws, in the supplying of man's needs. A banking system is efficient in aiding the exchange of goods and products only within the limitations by which it is by law allowed to operate. It is through it that the whole process of credits, which take the place of actual money, is evolved. Banks do not make the necessity for credits, but this necessity calls them into existence and it is a short-sighted policy that seeks to curtail their powers of supplying credits, so long as they keep within the general safety lines prescribed by law, for beyond this point the success or failure of each bank must depend upon the honesty and business judgment of those responsible for the conduct of its business. The individual transactions of a bank can not be the object of legislative guidance and direction. These are, in the nature of things, left to practically one man in each bank, whose business it is to investigate, quickly and quietly, the pecuniary responsibility and honesty

of each borrower and the security offered for each loan sought. A bank exists to make loans of its own capital and the capital of others entrusted to it. When approached by a borrower it accepts or rejects his request as the judgment of its responsible head dictates. If its patrons have large orders on hand from responsible parties, or ample actual assets, these form a safe basis for large credit accommodations; if orders are small or from questionable sources, or actual assets are small, credits should be correspondingly contracted and the regulation of these transactions must, in the nature of things, be with the officers of the bank and such transactions are, as a matter of fact, absolutely independent of statutory enactments. The main object of statutory regulations should be the fixing of the minimum of assets necessary to the maximum of credits, coupled with only such regulations as will prevent or detect fraudulent operations. Within these lines the banks should be allowed the most liberty to augment or contract credits in obedience to the rise or fall of exchanges within the radius of their patronage. An enlightened self-interest will at all times prompt the banks to grant the largest credits consistent with safety, for their prosperity depends upon the prosperity of their patrons. Bankers can not prosper by adopting a course of action that minimizes exchanges, for exchanges are the creators and sustainers of banks and their interests are best served when actual exchanges call for many credits. The real pitfalls for banks are not bona fide exchanges but speculative enterprises.

The line of demarkation as to the safety of credits can not be arbitrarily drawn and defined in a legislative enactment any more than can be the quality of volume of an individual's promissory notes. An individual may, under favorable business conditions, negotiate and redeem many times more promissory notes than he could meet under changed business conditions, and he might be more solvent while he had a large credit debt against him than when such debt was at a minimum. The degree of stability would be found in comparing at given times his credit liabilities with the volume of his assets. This rule alone should be the test of a bank's issues of credit notes and there would be no more need for fixing the maximum volume of a bank's credit notes by law than there is of fixing the volume of an individual's promissory notes were it not for the fact that a bank is, of necessity, the trustee of the funds and credits of scores of people, and for

this reason must be treated as a semi-public institution. In chartering a bank the Government practically vouches for the confinement of its operations within certain general limitations, and the public has a right to assume that there is adequate value behind its credit notes. It is the duty of the Government to see that credits are kept within safe limitations, not by absolute fixity of volume, but through a relative fixity by which they are allowed to expand or contract as production and exchange rises or recedes. When an individual offers a promissory note it is generally a comparatively easy matter to fairly ascertain his resources, honesty, etc., but without some guarantee of law as to resources, it would be impossible for the great mass of people to determine the quality of a bank's credits, and each bank would be-

come the object of investigation by hundreds of individuals each day. Under such conditions, business would be retarded and credit notes would become practically worthless for facilitating exchanges beyond the immediate vicinity of the bank of issue. This lack of a proper guarantee by law was the real weakness of the wild-cat system that prevailed prior to the rebellion and made it necessary that each person have recourse to daily market quotations, in order to learn the value of the credit notes of each bank.

ANDREW FYFE.

The steward of a big restaurant in St. Louis gives a bill of fare to cost \$25 per plate, exclusive of wine, and the Providence Association of that city advertises to give a square meal for 7 cents, consisting of soup, pork and beans, potatoes, rutabaga, bread, coffee and peach pudding.

WORLD'S BEST

S.C.W.

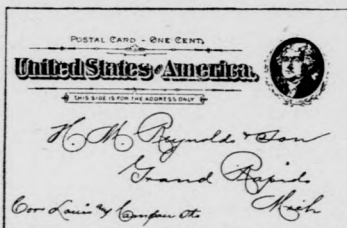
50. CIGAR. ALL JOBBERS AND
G. J. JOHNSON CIGAR CO.
GRAND RAPIDS, MICH

Everything in the Plumbing Line

Everything in the Heating Line

Be it Steam, Hot Water or Hot Air. Mantels, Grates and Tiling. Galvanized Work of Every Description. Largest Concern in the State.

WEATHERLY & PULTE, 99 Pearl St., Grand Rapids



For only one cent you can have an expert examine

YOUR LEAKY ROOF

and tell you why it leaks and how much it will cost "to stop that hole." We have had 28 years' experience in this business, and are reliable and responsible. We have men traveling and can send them to you on short notice. All kinds of roofs put on and repaired by

H. M. REYNOLDS & SON,

GRAND RAPIDS OFFICE, CAMPAU & LOUIS.
DETROIT OFFICE, FOOT OF THIRD STREET.

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 $\frac{7}{8}$ inch in diameter and a special bushing fits it to any wheel. Send us sample order. **THEY WILL SELL.**

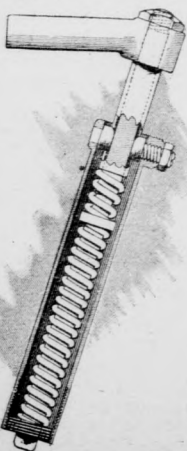
Or if you will send us your weight, and size of seat post hole with \$1.00 we will send you a Berkey Spring Seat Post, express paid, on a week's trial to be returned and money refunded if not satisfactory when

Properly Adjusted

If 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.



Commercial Travelers

Michigan Knights of the Grip.

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

Michigan Commercial Travelers' Association.

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

United Commercial Travelers of Michigan.

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

Michigan Commercial Travelers' Mutual Accident Association.

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

Lake Superior Commercial Travelers' Club.

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

He Was Prepared for Emergencies.

It was raining straight down, as the saying goes, and had been doing so all day; one of those soakers, when it seems impossible to stop, a sticky, hot, wet night in September, as I stepped from a train at a little station on the B. & O. road.

I was a full-fledged drummer. My only customer at this village was the general merchant in the place, a dealer in sugar, grindstones, patent medicines, calico and eggs; a department store of "auld lang syne."

My schedule said to see this customer and sell him what I could; get supper at a boarding house half a mile away and get back to catch the 9 o'clock train for the West.

Rain—how it did rain. I had two grips and a light-weight overcoat, but no umbrella. I rushed to M.'s place and found the old gentleman alone, reading the evening paper and awaiting the return of his two clerks, who were out to supper. After the usual trade greeting, I said: "Mr. M., I must get over to the boarding house (hotel, he called it) and back for the next train west, and I have no umbrella. Can you loan me one?" "Well, now," he said, "what a night to borrow such a thing. We keep two here and the boys have both of them out to supper, and they won't be back for an hour. But, my boy, I will fix you out. Back here in a barrel, under my long-legged desk, I keep a big, cotton umbrella that is a veteran. It has seen service many years. I never allow anyone to carry it but myself, and I know it is always there. I can bet on it every time. It is the Old Man's private property and no one disturbs it. I call it my 'rainy day' umbrella. I will loan it to you if you will bring it directly back after supper and return it to me personally; it's an old friend and I can't do business without it."

I complied with the old gentleman's request; sold him a nice order, had my supper, caught the west-bound train, was dry and felt well contented with myself and with the world at large. Over a cigar in the smoker, as the train rumbled and swung along, it struck me that there was a moral in my old friend's umbrella for a young man, merely a boy, as I was at that time.

I fell into this train of reasoning: That old gentleman has been a successful merchant, has a fine trade, carries a big stock of goods, discounts his bills, and is the adviser, attorney and the friend of every farmer within ten miles of his place; he is looked up to as authority by everyone in his little bailiwick, yet he made so much ado about an old cotton umbrella! But

then, it was his rainy day umbrella; one that he did not use in sunshine, one that he did not carry about in fair weather, but for emergencies, like this to-night. He knew positively just where to put his hand on it; knew without a shadow of a doubt that he would find it ready for anything—a good, big, substantial rainy day umbrella. And then I said, have I such an article, that I know to be in exactly such or such a place; not for rain, but for clothing, bread and butter, and for any pressing wants that might arise? And, believe me, I could not remember where I had any such an arrangement that was reserved and set apart for rainy days.

The grocer pushes trade for all it is worth. He cuts a profit here and one there to draw business; works late and early, keeps his clerks and delivery men on the jump; uses his "fair day" umbrellas for the wholesale grocer and the notion jobber, for the butcher, his butter man, the produce dealer and for his help. If the supply of umbrellas does not go around some one must wait. He never thinks of himself; and now an unexpected but positive demand comes from an outside concern, where he bought just a few too many goods, goods that were new style and have not sold readily; in fact, most of them are on the shelves or unpacked in the cellar, and his credit is at stake.

What now? It must not get to Dun, or to Smith, who travels for Rice & Co., the big wholesale grocers and his principal creditor. His paper gone to protest for the want of just one small umbrella to protect it! That must not happen. It shall not; and then he thinks of his old-standby, solidly-made, rough, crook-necked, old-fashioned rainy day umbrella, that he has laid away with Interest & Co., bankers, and he takes it out, for he knows exactly where he will find it; takes up his paper, anxiously awaits a few collections and a few days' sales, and then back goes the old cotton friend, back into the old hiding place, its duty done. Clouds and rain gone, sunshine now. No use for anything, not even a parasol. The day is saved. His credit is saved. His name is at par the world over. And all honor to his old, homely, rainy day umbrella. Have you got such a one?

W. B. GEROE.

He Got His Receipt.

Uneducated people sometimes have a happy knack in coming to the point. Dan and Mose, neither of them noted for erudition, were partners in an enterprise which it is needless to specify. One morning a customer called to settle a small bill, and after handing over the money asked for a receipt.

Mose retired to the privacy of an inner room, and after a long delay returned with a slip of paper on which were written these words:

"We've got our pay. Me and Dan."

Joe F. O. Reed (H. Leonard & Sons) has stolen a march on his friends by abandoning the state of single blessedness, the fortunate partner of his joys and sorrows being Mrs. Eliza Lathrop, of Delta. The ceremony occurred at the residence of the bride Tuesday evening. The happy couple will reside at 48 Bostwick street. Joe has hosts of friends who will join the Tradesman in wishing him and his bride long life and much happiness.

H. S. (Happy Hi) Robertson has engaged to cover the retail trade of Western Michigan for the Diamond Crystal Salt Co., of St. Clair.

Requisites of the Successful Cigar Salesman.

In the first place, a salesman must be the soul of honor. The implicit truth is the only road to a customer's confidence, and where there is no confidence predominating there can be no successful business relations. It is more than necessary for this confidence and integrity to find its fountain head at the factory. An employer and employee must be as closely allied to each other as the partners of the concern are, and they must know and feel that their interests are identical, and hence oft-repeated interchange of ideas should be resorted to.

To be a successful cigar salesman one has to be a thorough physiognomist and a competent judge of human nature. He must be able to conclude at a glance how and in what strain to open a conversation with a buyer, and should he have made a mistake he must be so quick to detect it that he can change the style of wording his phrases so as not to be discovered.

There are no two people that you can address alike or on whom you can make an impression with the same words.

A man starting on the road must first of all feel that he is selling the finest productions in his line that are manufactured. He recognizes no competition with regard to quality, and knowing or believing this, he can represent his goods with truth and accuracy.

It is quite necessary for him to be thoroughly conversant with the modus operandi of making a cigar, what it is made of, how it is made and a full description of same from the time the tobacco goes to the stripper until it leaves the packer's table.

The personality of the salesman is another great requisite. Of good address and neatly clothed, he must be able to impress a buyer upon first sight with the knowledge that the caller is a perfect gentleman, and as the conversation advances he must by his talk and actions convince the buyer that if he has concluded that such is the case he has made no error.

The amount of conversation that a salesman resorts to does not count for much with a merchant, as it is the quality of talk that inspires confidence and leads to good orders.

A salesman, to meet with success, dare not under any circumstances make any misrepresentations, nor make promises that he knows beforehand his firm will not nor can not live up to.

Becoming too familiar with a customer is not a good thing to do. A salesman must avoid becoming a bore, and must strive to conduct himself in such a way that he is at all times a welcome visitor in a merchant's place of business, so that the buyer will always be pleased to see him, whether he does business with him or not.

A salesman must be able to interest a possible purchaser sufficiently to get him to look over his line of goods, and so make an impression on him that he will remember his line and he eventually get some of his trade.

Never neglect to call on all the trade. Slight no one and never leave a city until you have thoroughly canvassed all the good houses, and although you don't succeed in doing a large business, you can feel that you have conscientiously done your duty.

There are many other requisites necessary to become a successful cigar salesman, and yet the representative of a jobber or manufacturer can but place

the goods with the trade, and the firm at the back of him must do the rest, because people can only reorder such goods that sell and that the public will smoke, and desire to smoke again, thus creating a demand for brands, and this means mail orders whether the salesman comes around or not.

A. METZGER.

Some Facts About Mr. Murphy.

Total reported production of potatoes in 1897 was 164,015,964 bushels, being 88,218,576 bushels, or 35 per cent. less than was reported for 1896.

The total reported area of production was 2,534,577 acres, as compared with 2,767,465 acres in 1896, a decrease of 232,888 acres, or 8.4 per cent.

The total value of the crop was \$89,643,059, an increase of \$17,460,709, or 24.2 per cent.

The average yield per acre, 64.7 bushels, is 26.4 bushels less than was reported for 1896 and 10.4 bushels below the average of the ten years from 1887 to 1896. A lower yield than that for 1897 was reported in the preceding decade only in the years 1887, 1890, 1892 and 1894.

The average value per bushel, 54.7 cents, is 26.1 cents per bushel higher than the average for 1896, and is more than double the average price per bushel realized for the crop of 1895. The average value per acre was \$35.37, as compared with \$26.08 in 1896.

There was only one extensive and clearly defined section of the country, namely, the Pacific coast, where, in 1897, the potato crop was not to a very large extent a failure. Only from ten states altogether was any increase reported over the crop of 1896, and in the case of several of these the increase was unimportant. The production of the whole of New England was but little greater in 1897 than that of the single State of Maine in 1896. New York shows a reduction of over one-third, and Pennsylvania of almost one-half. In the central West the conditions were still worse, the production of Ohio, Michigan, Indiana and Illinois falling off from 61,000,000 in 1896 to 29,000,000 in 1897. Wisconsin and Minnesota report a notable increase of production from a somewhat reduced acreage, but Iowa, Missouri, Kansas, Nebraska, and the Dakotas, all important potato-growing States, report a greatly reduced production. Washington, Oregon and California, however, increased their contribution to the total crop from 4,800,000 to 7,000,000, a noteworthy increase but one that, after all, makes but little impression on the greatly reduced grand total. With the exception of Rhode Island, which reports a yield of 110 bushels per acre, all the states reporting more than 100 bushels per acre are west of the Mississippi River, and all except Minnesota are in the Rocky Mountain region or on the Pacific coast.

A member of Congress from the West has just received this startling information from a soured constituent who did not approve of his position: "I've got a big yellow squash left over from last year's harvest that's got more brains in it than you've got."

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.

Drugs==Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

F. W. R. PERRY, Detroit	Term expires
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GEO. GUNDRUM, Ionia	Dec. 31, 1899
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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.
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Is There a Kola Habit?

The statement is occasionally met with that the continued employment of kola or its preparations as a medicinal agent or light stimulant results in the contraction of a "habit." This "habit" has been described as being either more or less dangerous than the morphine habit—depending considerably on the fertility of the writer's imagination—and its effects on body and soul have been depicted in a manner well worthy of DeQuincey. My own experience refutes these statements so completely that I feel constrained to relate it.

For the past two years I have been engaged in investigating, under the supervision of Prof. A. B. Prescott, of Ann Arbor, the chemistry of this interesting drug. During that time I had constantly at hand a supply of fresh kola, and for the first few months I ate two or three of the so-called "nuts" every day, a quantity represented by a good deal more of the various wines and elixirs of kola than most persons would be apt to use in the same period of time. The stimulating effect was, of course, perceptible, and I soon learned not to partake of the drug in the evening unless I wished to remain awake until a late hour. After three months, or perhaps a little longer, I decided to abstain from further use of it for a time to ascertain if it had really become a necessity to me. The first day of abstinence I suffered from a dull headache, the second day the headache was less noticeable, and the third day there was no headache or discomfort of any kind—the same effects exactly that I have noticed on abstaining from coffee or tea after using it for a time. There was positively no more desire for kola than for tea or coffee under the circumstances, and that certainly can not be regarded as a serious matter. After about two weeks of abstinence had convinced me that no habit had been formed, I resumed its use with about the former regularity, but after about a month I felt that I was gradually coming to dislike it; in a few months more I had ceased using it entirely, and that without any resolution or previously formed intention to do so. I quit merely because I did not care for it any longer. During the second year of my research I do not suppose I ate more than a dozen kola nuts. And this is the kola habit!

The stimulating action of kola seems to me to be much the same as that of coffee, except that it is more prolonged than that produced by coffee. This might be explained by the fact that caffeine kolatannate, in which form

rather more than half of the caffeine of kola exists, is but slowly soluble in the fluids of the stomach, and this slow absorption would tend to prolong the stimulant effect. The fact that certain preparations of kola are so strongly alcoholic that the stimulation produced by them is much more due to the alcohol than to caffeine may be in part responsible for the notion that there is a kola habit. If any one finds that such a preparation of the drug has become an absolute necessity to him it is very likely that a few simple experiments will show that it is the alcohol he wants instead of the caffeine. No one is disputing that there is an alcohol habit, but let us call things by their right names and therefore not call this the kola habit.

JAMES W. T. KNOX.

The Drug Market.

Opium—The market is steady at the advance noted last week and continues firm, with an upward tendency.

Morphine—In sympathy with opium, is also firm and has advanced 10c.

Quinine—Speculators have dropped the article for the time being and manufacturers' prices rule. At the auction sale of cinchona bark, very much higher prices were paid and it is reasonable to expect that quinine will remain at the present price for some time to come.

Quicksilver—Has advanced about 7c per lb., and an advance in all mercurials is looked for.

Balsams—Copaiba, Peru and Tolu are all firm at the recent advance.

Soap Bark—Is scarce and has been advanced.

Gums—Asafoetida is in good demand and steady. Kino has been advanced 50c per lb.

Roots—Jamaica ginger is in light stock and the price has been advanced. Golden seal is in good demand at higher prices. Ipecac is firm and, with the stock in a few hands, prices have been advanced. An advance is expected on the price of licorice, on account of the war.

Seeds—Canary, caraway and celery are all advancing. Hemp is higher. There is very little California yellow mustard to market this year and high prices will rule. Poppy is scarce abroad and has advanced.

Sulphur—There has been a sharp reaction, on account of the arrival of crude, and we note very much lower prices.

Linseed Oil—On account of competition, has declined, but the seed market has advanced and it is thought the low price will only rule for a few days.

Sperm Oil—Has advanced on account of the Government having purchased nearly all the oil in market.

Peculiar Orders Received by Druggists.

A local druggist is making a collection of the queer orders he receives from people who send children to the store for things they need. Here are a few samples of them:

"This child is my little girl. I sent you 5 cents to buy two sitless powders for a groan up adult who is sick."

Another reads:

"Dear Tochter, ples gif bearer five sense worse of Auntie Toxyn for to gargle babi's throte and obleage."

An anxious mother writes:

"You will pleas give the leetle boi five cents worth of epecac for to throw up in a five months' old babe. N B—The babe has a sore stummick."

This one puzzled the druggist:

"I have a cute pain in my child's diagram. Please give my son something to release it."

Another anxious mother wrote:

"My little babey has eat up its father's parish plaster. Send an anecdote quick as possible by the enclosed little girl."

The writer of this one was evidently in pain:

"I haf a hot time in my insides and which I wood like it to be extinguished. What is good for to extinguish it. The enclosed quarter is for the price of the extinguisher. Hurry pleas."

New York Legislation on Paris Green.

Owing to the many complaints which have reached the New York Legislature recently from the rural districts regarding the poor quality of the Paris green sold to the credulous farmers for destroying potato bugs and other entomological devastators, a bill for the purpose of regulating the quality of this article was prepared, and, after meeting the approval of both Houses of the New York State Legislature, is now awaiting the signature of Governor Black. Under the proposed law all Paris green sold within the boundaries of the State must be up to a certain standard, or, to quote the bill: "The composition of Paris green, when sold in this State, shall be a chemical compound of acetic acid, arsenious oxide and cupric oxide. All Paris green sold, offered or exposed for sale, shall contain at last 50 per cent. of arsenious oxide."

The bill also provides that all wholesale dealers in Paris green must obtain a permit and provide samples of their product for analysis by the State Agricultural Department. The penalty for violation of this proposed law is a fine of \$200.

The Pleasure Was Mutual.

Browne—Allow me to have the pleasure of returning that \$5 that I borrowed the other day.

Smyth—Thanks. The pleasure is mine.

Forgot His Latin.

"I'm afraid I have lost a patient," said the young physician who realizes the value of making an impression.

"Didn't you know what remedy to prescribe?"

"Perfectly. That part of it was simple enough. But I couldn't think of the Latin for 'mustard plaster.'"

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 3406 Kimbark Ave., Chicago. Grand Rapids people can obtain this remedy from my customer, John Benson, the clothier, 26 Monroe St., upstairs.

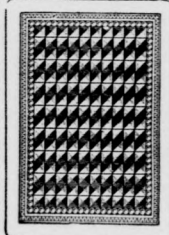
Stephen T. Bowen.

I will be at Sweet's Hotel from Friday, May 6, until Tuesday, May 10, with my entire winter line and all spring weights we have left.

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.

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Sole Mfrs CRYSTAL ROCK FINISH, for Interior and Exterior Use

Corner 15th and Lucas Streets, Toledo, Ohio.

WHOLESALE PRICE CURRENT.

Advanced—Opium, Quinine.
Declined—

Acidum	Conium Mac.	35¢ 50	Scilla Co.	50	Os Sepia	15¢ 18	Soda Boras	9 2 11	Red Venetian	1 1/2 2 02
Aceticum	Copaiba	1 15¢ 1 25	Tolutan	50	Pepsin Saac, H. & P.	15¢ 18	Soda et Potass Tart.	9 2 11	Ochre, yellow Mars.	1 1/2 2 04
Benzoficum, German	Cubebe	90¢ 1 00	Prunus virg.	50	Pielis Liq. N.N. 1/4 gal.	2 00	Soda, Carb.	3 1/2 4	Ochre, yellow Ber.	1 1/2 2 03
Boricum	Exechthitos	1 00¢ 1 10			doz.	2 00	Soda, Bi-Carb.	3 1/2 4	Putty, commercial.	2 1/2 2 1/2 2 3
Carbolicum	Erigeron	1 00¢ 1 10	Tinctures	60	Pielis Liq., quarts.	2 00	Soda, Ash.	3 1/2 4	Putty, strictly pure.	2 1/2 2 1/2 2 3
Citricum	Gaultheria	1 50¢ 1 60	Aconitum Napellis R	60	Pielis Liq., pints.	2 00	Soda, Sulphas.	2 00	Vermilion, Prime American.	13¢ 15
Hydrochlor	Geranium, ounce.	75 80	Aconitum Napellis F	50	Pil Hydrarg.	po. 80	Spts. Cologne.	2 60	Vermilion, English.	70¢ 75
Nitricum	Gossypii, Sem. gal.	1 00¢ 1 10	Aloes	60	Piper Nigra	po. 22	Spts. Ether Co.	50¢ 55	Green, Paris	16 1/2 20 1/4
Oxalicum	Hedeoma	1 00¢ 1 10	Aloes and Myrrh.	60	Pilx Burgun.	po. 35	Spts. Myrcia Dom.	2 00	Green, Peninsular.	13¢ 16
Phosphoricum, dil.	Juniper	1 50¢ 2 00	Arnica	50	Plumbi Acet.	10¢ 12	Spts. Vini Rect. bbl.	2 45	Lead, Red.	5 1/2 6
Salicylicum	Lavendula	90¢ 2 00	Assafoetida	60	Pulvis Ipecac et Opii	1 10¢ 1 20	Spts. Vini Rect. 1/2 bbl.	2 51	Lead, white.	5 1/2 6
Sulphuricum	Limonis	1 30¢ 1 50	Asiropi Belladonna.	60	Pyrethrum, boxes H.		Spts. Vini Rect. 1/2 gal.	2 54	Whiting, white Span.	2 70
Tannicum	Mentha	1 60¢ 2 20	Aurantia Cortex	60	& P. D. Co., doz.	1 25	Spts. Vini Rect. 5 gal.	2 56	Whiting, gliders.	2 70
Tartaricum	Mentha Verid.	1 50¢ 1 60	Benzoin	50	Pyrethrum, pv.	25¢ 30	Less 50 gal. cash 10 days.	1 40¢ 1 45	White, Paris Amer.	2 100
	Morruha, gal.	1 10¢ 1 25	Benzoin Co.	50	Quassia	80¢ 10			Whiting, Paris Eng.	2 140
	Myrcia	4 00¢ 4 50	Barosma	50	Quinia, S. P. & W.	35¢ 40			Universal Prepared.	1 00¢ 1 15
	Miletra	75¢ 3 00	Cantharides.	75	Quinia, S. German.	30¢ 38	Oils			
	Pielis Liquida	10¢ 12	Capsicum	75	Quinia, N. Y.	33¢ 38	Whale, winter.	BRL. GAL. 70 70		
	Pielis Liquida, gal.	10¢ 35	Cardamon	75	Rubia Tinctorem.	12¢ 14	Lard, extra.	40 45		
	Ricina	90¢ 1 10	Cardamon Co.	75	Sacharum Lactis pv	100¢ 110	Lard, No. 1.	35 40		
	Rosmarini	1 00	Castor	1 00	Salacin	3 00¢ 3 10				
	Rose, ounce.	6 50¢ 8 50	Catechu	50	Sanguis Draconis.	40¢ 50				
	Succini	40¢ 45	Cinchona	50	Sapo, W.	12¢ 14				
	Sabina	90¢ 1 00	Cinchona Co.	50	Sapo, M.	10¢ 12				
	Santal	2 50¢ 7 00	Columba	50	Sapo, G.	15				
	Sassafras	55¢ 60	Cubebe	50	Siedlitz Mixture.	20 22				
	Sinapis, ess., ounce.	65 70	Cassia Acutifol Co.	50						
	Sigili	1 70¢ 1 80	Cassia Acutifol Co.	50						
	Thyme	40¢ 50	Legalis	50						
	Thyme, opt.	40¢ 50	Brack	50						
	Theobromas	15¢ 20	Ferri Chloridu	35						
			Gentian Co.	50						
	Potassium		Guilaca	60						
	Bi-Carb.	15¢ 18	Guilaca ammon.	50						
	Bichromate	13¢ 15	Hyoscyamus	50						
	Bromide	50¢ 55	Iodine	75						
	Carb.	12¢ 15	Iodine, colorless.	75						
	Chlorate, po. 17¢ 19¢	16¢ 18	Kino.	50						
	Cyanide	35¢ 40	Lobelia	50						
	Iodide	2 60¢ 2 65	Myrrh.	50						
	Potassa, Bitart, pure	25¢ 30	Nux Vomica	50						
	Potassa, Bitart, com	15	Opil.	75						
	Potass Nitras, opt.	10¢ 12	Opil, camphorated.	50						
	Potass Nitras.	10¢ 11	Opil, deodorized.	1 50						
	Prussiate	20¢ 25	Quassia	50						
	Sulphate po.	15¢ 18	Rhatany.	50						
			Rhei.	50						
	Radix		Sanguinaria	50						
	Aconitum	20¢ 25	Serpentaria	50						
	Althae	22¢ 25	Stromonium	60						
	Anchusa	10¢ 12	Tolutan	60						
	Arum po.	25	Valerian	50						
	Calamus	20¢ 40	Veratrum Veride	50						
	Calamula	12¢ 15	Zingiber	20						
	Glycyrrhiza	16¢ 18								
	Hydrastis Canad.	10¢ 12	Miscellaneous							
	Hydrastis Can.	10¢ 12	Ether, Spts. Nit. 3 F	30¢ 35						
	Hellebore, Alba, po.	18¢ 20	Ether, Spts. Nit. 4 F	34¢ 38						
	Inula, po.	15¢ 20	Alumen	24¢ 3						
	Ipecac, po.	2 80¢ 3 00	Alumen, gro'd. po. 7	40¢ 50						
	Iris plox.	35¢ 40	Annatto	40¢ 50						
	Jalapa, pr.	25¢ 30	Antimoni, po.	40¢ 5						
	Maranta, 1/4s.	25¢ 30	Antimoni et PotassT	40¢ 50						
	Podophyllum, po.	22¢ 25	Antipyrin	1 40						
	Rhei	75¢ 1 00	Antifebrin	15						
	Rhei, cut.	1 25	Argent Nitras, oz	50						
	Rhei, pv	75¢ 1 35	Arsenicum	10¢ 12						
	Spigelia	35¢ 38	Balm Gilead Bud.	38¢ 40						
	Sanguinaria, po. 15	18	Bismuth S. N.	1 40¢ 1 50						
	Serpentaria	30¢ 35	Calcium Chlor., Is.	9						
	Senega	40¢ 45	Calcium Chlor., 1/4s.	12¢ 12						
	Similax, officinalis H	40	Calcium Chlor., 1/2s.	12¢ 12						
	Smilax, M.	25	Cantharides, Rus, po.	75						
	Scilla	10¢ 12	Capsici Fructus, af.	15						
	Symplocarpus, Foeti-	25	Capsici Fructus, po.	15						
	dus, po.	25	Capsici FructusB, po.	15						
	Valeriana, Eng. po. 30	25	Caryophyllus, po. 15	12¢ 14						
	Valeriana, German.	15¢ 20	Carmin, No. 40.	3 00						
	Zingiber a.	12¢ 16	Cera Alba, S. & F.	50¢ 55						
	Zingiber j.	25¢ 27	Cera Flava	40¢ 42						
			Coccus	40						
	Semen		Cassia Fructus.	40						
	Anisum	10¢ 12	Centraria.	33						
	Apium (graveleons)	13¢ 15	Cetaceum	10						
	Bird, Is.	4¢ 6	Chloroform.	60¢ 63						
	Carul.	10¢ 12	Chloroform, squibbs	1 15						
	Cardamon	1 25¢ 1 75	Chloral Hyd Crst.	1 25¢ 1 50						
	Choriandrum	8¢ 10	Chondrus	20¢ 25						
	Cannabis Sativa	4¢ 4¢	Cinchonidine, P. & W	25¢ 35						
	Cydonium	75¢ 1 00	Cinchonidine, Germ	22¢ 30						
	Chenopodium	10¢ 12	Cocaine	3 30¢ 3 50						
	Dipterix Odorate.	2 00¢ 2 20	Corks, list, dis. pr. ct.	70						
	Foeniculum	10	Cresotum.	35						
	Foenugreek, po.	7¢ 9	Creta.	2						
	Lini	3 1/2 4 1/2	Creta, prep.	5						
	Lini, gr'd.	4¢ 4¢	Creta, precip.	11						
	Lobelia	35¢ 40	Creta, Rubra.	8						
	Pharlaris Canarian.	4¢ 4¢	Crocus	15¢ 20						
	Rapa	4 1/2 5	Cudbear	24						
	Sinapis Albu.	7¢ 8	Cupri Sulph.	5¢ 6						
	Sinapis Nigra	11¢ 12	Dextrine.	10¢ 12						
			Ether Sulph.	75¢ 90						
	Spiritus		Emery, all numbers	8						
	Frumentil, W. D. Co.	2 00¢ 2 50	Emery, po.	6						
	Frumentil, D. F. R.	2 00¢ 2 25	Ergota.	30¢ 35						
	Frumentil	1 25¢ 1 50	Flake White.	12¢ 15						
	Juniperis Co. O. T.	1 65¢ 2 00	Galla.	23						
	Juniperis Co.	1 75¢ 3 50	Gambier.	8¢ 9						
	Saccharum N. E.	1 90¢ 2 10	Gelatin, Cooper.	60						
	Spt. Vini Galli.	75¢ 6 50	Gelatin, French.	35¢ 60						
	Vini Oporto.	1 25¢ 2 20	Glassware, flint, box	70						
	Vini Alba.	1 25¢ 2 00	Less than box.	60						
			Glue, brown.	9¢ 12						
	Sponges		Glue, white.	13¢ 25						
	Florida sheeps' wool	2 50¢ 2 75	Glycerina	14¢ 20						
	Nassau sheeps' wool		Grana Paradisi	15						
	carriage.	2 00	Humulus.	25¢ 30						
	Velvet extra sheeps'	1 25	Hydraag Chlor. Mite	80						
	wool, carriage.		Hydraag Chlor Cor.	70						
	Extra yellow sheeps'	1 00	Hydraag Ox Rub'm.	90						
	wool, carriage.		Hydraag Ammoniat	1 00						
	Grass sheeps' wool,	1 00	Hydraag Unguentum	45¢ 55						
	carriage.		Hydragrym.	68						
	Hard, for slate use.	75	Ichthyobolla, Am.	65¢ 75						
	Yellow Reef, for	1 40	Indigo.	75¢ 1 00						
	slate use.		Iodine, Resubl.	2 60¢ 3 70						
			Iodoform.	40¢ 45						
			Lupulin	2 25						
	Syrups		Lycopodium.	40¢ 45						
	Acacia	50	Macis	65¢ 75						
	Aurantia Cortes.	50	Liquor Arse. et Hy-	25						
	Zingiber.	50	drarg Iod.	10¢ 12						
	Ipecac.	60	LiquorPotassArsinit	20¢ 3						
	Ferri Iod.	50	Magnesia, Sulph.	14						
	Rhei Arom.	50	Magnesia, Sulph, bbl	50¢ 60						
	Smilax Officinalis.	50¢ 60	Mannia, S. F.	2 75						
	Senega	50	Menthol.	2 75						
	Scilla	50								

GROCERY PRICE CURRENT.

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

AXLE GREASE. doz. gross Aurora.....55 6 00 Castor Oil.....70 00 Diamond.....60 4 00 Frazer's.....75 9 00 IXL Golden, tin boxes 75 9 00 Nica, tin boxes.....75 9 00 Paragon.....55 6 00 BAKING POWDER. Absolute. 1/2 lb cans doz.....45 1/2 lb cans doz.....85 1 lb can doz.....1 50 Acme. 1/2 lb cans 3 doz.....45 1/2 lb cans 3 doz.....75 1 lb can 1 doz.....1 00 Bulk. 6 oz. Eng. Tumblers.....85 El Purity. 1/2 lb cans per doz.....75 1/2 lb cans per doz.....1 20 1 lb can per doz.....2 00 Home. 1/2 lb cans 4 doz case.....35 1/2 lb cans 4 doz case.....55 1 lb can 2 doz case.....90 JAXON 1/2 lb cans, 4 doz case.....45 1/2 lb cans, 4 doz case.....85 1 lb cans, 2 doz case.....1 60 Jersey Cream. 1 lb. cans, per doz.....2 00 9 oz. cans, per doz.....1 25 6 oz. cans, per doz.....85 Our Leader. 1/2 lb cans.....45 1/2 lb cans.....75 1 lb cans.....1 50 Peerless. 1 lb. cans.....85 Queen Flake. 3 oz., 6 doz. case.....2 70 6 oz., 4 doz. case.....3 20 9 oz., 4 doz. case.....4 80 1 lb., 2 doz. case.....4 00 5 lb., 1 doz. case.....9 00 BATH BRICK. American.....70 English.....80 BLUING. CONDENSED PEARL BLUING Small, 3 doz.....40 Large, 2 doz.....75 BROOMS. No. 1 Carpet.....1 90 No. 2 Carpet.....1 75 No. 3 Carpet.....1 50 No. 4 Carpet.....1 15 Parlor Gem.....2 00 Common Whisk.....70 Fancy Whisk.....80 Warehouse.....2 25 CANDLES. 28.....7 168.....8 Paraffine.....8 CANNED GOODS. Manitowoc Peas. Lakeside Marrowfat.....95 Lakeside E. J.....1 15 Lakeside, Cham. of Eng.....1 20 Lakeside, Gem. Ex. Sifted.....1 45 Extra Sifted Early June.....1 75 CATSUP. Columbia, pints.....2 00 Columbia, 1/2 pints.....1 25 CHEESE. Acme.....9 Amboy.....9 Byron.....9 1/2 Elsie.....10 Emblem.....9 1/2 Gem.....9 1/2 Gold Medal.....9 Ideal.....9 1/2 Jersey.....9 1/2 Lenawee.....9 Riverside.....9 Springdale.....12 Brick.....12 Edam.....70 Leiden.....18 Limburger.....12 Pineapple.....50 Sap Sago.....18 Chicory. Bulk.....5 Red.....7 CHOCOLATE. Walter Baker & Co.'s German Sweet.....23 Premium.....34 Breakfast Cocoa.....45	CLOTHES LINES. Cotton, 40 ft, per doz.....1 00 Cotton, 50 ft, per doz.....1 20 Cotton, 60 ft, per doz.....1 40 Cotton, 70 ft, per doz.....1 60 Cotton, 80 ft, per doz.....1 80 Jute, 60 ft, per doz.....80 Jute, 72 ft, per doz.....95 COCOA SHELLS. 20 lb bags.....2 1/2 Less quantity.....3 Pound packages.....4 CREAM TARTAR. 5 and 10 lb. wooden boxes.....30-35 COFFEE. Green. Rio. Fair.....9 Good.....10 Prime.....11 Golden.....12 Peaberry.....13 Santos. Fair.....12 Good.....13 Prime.....14 Peaberry.....15 Mexican and Guatamala. Fair.....15 Good.....16 Fancy.....17 Maracaibo. Prime.....19 Milled.....20 Java. Interior.....19 Private Growth.....20 Mandehling.....21 Mocha. Imitation.....20 Arabian.....22 Roasted. Clark-Jewell-Wells Co.'s Brands Fifth Avenue.....28 Jewell's Arabian Mocha.....28 Wells' Mocha and Java.....24 Wells' Perfection Java.....24 Sanaibo.....22 Breakfast Blend.....18 Valley City Maracaibo.....18 1/2 Ideal Blend.....14 Leader Blend.....12 Package. Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package, also 1/4 c 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 McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago. Valley City 1/2 gross.....75 Felix 1/2 gross.....1 15 Hummel's foil 1/2 gross.....85 Hummel's tin 1/2 gross.....1 43 CLOTHES PINS. 5 gross boxes.....40 COUGH DROPS. C. B. Brand. 40 5 cent packages.....1 00 CONDENSED MILK. Gall Borden Eagle.....6 75 Crown.....6 25 Daisy.....5 75 Champion.....4 50 Magnolia.....4 25 Challenge.....3 35 Dime.....3 35 COUPON BOOKS. Tradesman Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Economic Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00	 Universal Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Superior Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Coupon Pass Books. Can be made to represent any denomination from \$10 down. 30 books.....1 00 50 books.....2 00 100 books.....3 00 250 books.....6 25 500 books.....10 00 1,000 books.....17 50 Credit Checks. 500, any one denom.....3 00 1,000, any one denom.....5 00 2,000, any one denom.....8 00 Steel punch.....75 DRIED FRUITS—DOMESTIC Apples. Sundried.....5 Evaporated 50 lb boxes.....8 California Fruits. Apricots.....7 1/2 Blackberries.....7 1/2 Nectarines.....7 1/2 Peaches.....6 1/2 Pears.....8 Pitted Cherries.....7 1/2 Prunelles.....7 1/2 Raspberries.....7 1/2 California Prunes. 100-120 25 lb boxes.....4 1/2 90-100 25 lb boxes.....5 80-90 25 lb boxes.....5 1/2 70-80 25 lb boxes.....6 60-70 25 lb boxes.....7 50-60 25 lb boxes.....8 1/2 40-50 25 lb boxes.....9 30-40 25 lb boxes.....9 1/2 1/2 cent less in 50 lb cases Raisins. London Layers 3 Crown.....1 45 London Layers 4 Crown.....2 00 Dehesias.....3 1/2 Loose Muscatels 2 Crown.....4 1/2 Loose Muscatels 3 Crown.....4 1/2 Loose Muscatels 4 Crown.....5 1/2 FOREIGN Currants. Patras bbls.....7 1/2 Vostizas 50 lb cases.....7 1/2 Cleaned, bulk.....8 1/2 Cleaned, packages.....8 1/2 Peel. Citron American 10 lb bx.....13 Lemon American 10 lb bx.....12 Orange American 10 lb bx.....12 Raisins. Ondura 28 lb boxes.....8 1/2 Sultana 1 Crown.....2 Sultana 2 Crown.....2 Sultana 3 Crown.....7 1/2 Sultana 4 Crown.....2 Sultana 5 Crown.....12 Sultana 6 Crown.....12 Sultana package.....14 FARINACEOUS GOODS. Farina. 24 1 lb. packages.....1 65 Bulk, per 100 lbs.....4 00 Grits. Walsh-DeRoo Co.'s. 24 2 lb. packages.....2 75 100 lb. kegs.....4 13 Hominy. Barrels.....2 50 Flake, 50 lb. drums.....1 00 Beans. Dried Lima.....3 1/2 Medium Hand Picked.....1 25 Macaroni and Vermicelli. Domestic, 10 lb. box.....60 Imported, 25 lb. box.....2 50 Pearl Barley. Common.....2 00 Chester.....2 25 Empire.....3 00 Peas. Green, bu.....90 Split, per lb.....2 1/2 Rolls Oats. Rolled Avena, bbl.....4 60 Monarch, bbl.....4 40 Monarch, 1/2 bbl.....2 35 Monarch, 90 lb sacks.....2 15 Quaker, cases.....3 20 Huron, cases.....1 75 Sago. East India.....4 Cracked, bulk.....3 1/2 24 2 lb packages.....2 50	Fish. Cod. Georges cured.....5 Georges genuine.....5 1/2 Georges selected.....6 Strips or bricks.....6 1/2 Herring. Holland white hoops, bbl.....10 25 Holland white hoop 1/2 bbl.....5 50 Holland white hoop, keg.....75 Holland white hoop mchs.....35 Norwegian.....11 00 Round 100 lbs.....2 75 Round 40 lbs.....1 30 Sealed.....13 Flackerel. Mess 100 lbs.....16 30 Mess 40 lbs.....6 90 Mess 10 lbs.....1 82 Mess 8 lbs.....1 48 No. 1 100 lbs.....14 50 No. 1 40 lbs.....6 10 No. 1 10 lbs.....1 60 No. 1 8 lbs.....1 30 No. 2 100 lbs.....9 50 No. 2 40 lbs.....4 00 No. 2 10 lbs.....1 07 No. 2 8 lbs.....88 Trout. No. 1 100 lbs.....5 50 No. 1 40 lbs.....2 50 No. 1 10 lbs.....70 No. 1 8 lbs.....59 Whitefish. No. 1 No. 2 Fam 100 lbs.....6 75 5 75 2 75 40 lbs.....3 00 2 61 1 0 10 lbs.....83 73 4 1/2 8 lbs.....89 61 34 FLAVORING EXTRACTS.  Jennings'. D. C. Vanilla.....2 00 2 oz.....1 20 3 oz.....1 50 4 oz.....2 00 6 oz.....3 30 No. 8 4 00 No. 10 6 00 No. 12 25 No. 3 T. 2 40 No. 4 T. 1 50 D. C. Lemon.....75 3 oz.....1 00 4 oz.....1 40 6 oz.....2 00 No. 8 2 40 No. 10 4 00 No. 12 T. 80 No. 3 T. 1 25 No. 4 T. 1 50 Northrop Brand. Lem Van. 2 oz. Taper Panel.....75 1 20 3 oz. Taper Panel.....75 1 20 4 oz. Taper Panel.....1 35 2 00 4 oz. Taper Panel.....1 60 2 25 Souders'. Oval bottle, with corkscrew. Best in the world for the money.  Regular Grade Lemon.....doz 75 2 oz.....75 4 oz.....1 50 Regular Vanilla.....doz 75 2 oz.....75 4 oz.....1 50 XX Grade Lemon.....doz 1 50 2 oz.....1 50 4 oz.....3 00 XX Grade Vanilla.....doz 1 75 2 oz.....1 75 4 oz.....3 50 FLY PAPER. Tanglefoot, per box.....30 Tanglefoot, c'se of 10 b's 2 55 Tanglefoot, 5 case lots.....2 50 Tanglefoot, 10 case lots.....2 40	GUNPOWDER. Rifle—Dupont's. Kegs.....4 00 Half Kegs.....2 25 Quarter Kegs.....1 25 1 lb. cans.....30 1/2 lb. cans.....18 Choke Bore—Dupont's. Kegs.....4 25 Half Kegs.....2 40 Quarter Kegs.....1 35 1 lb. cans.....34 Eagle Duck—Dupont's. Kegs.....8 00 Half Kegs.....4 25 Quarter Kegs.....2 25 1 lb. cans.....45 HERBS. Sage.....15 Hops.....15 INDIGO. Madras, 5 lb boxes.....55 S. F., 2, 3 and 5 lb boxes.....50 JELLY. 15 lb pails.....35 80 lb pails.....65 LYE. Condensed, 2 doz.....1 20 Condensed, 4 doz.....2 25 LICORICE. Pure.....30 Calabria.....25 Sicily.....14 Root.....10 MINCE MEAT. Ideal, 3 doz. in case.....2 25 NATCHES. Diamond Match Co.'s brands. No. 9 sulphur.....1 65 Anchor Parlor.....1 70 No. 2 Home.....1 10 Export Parlor.....4 00 MOLASSES. New Orleans. Black.....11 Fair.....14 Good.....20 Fancy.....24 Open Kettle.....25 1/2 Half-barrels 2c extra. MUSTARD. Horse Radish, 1 doz.....1 75 Horse Radish, 2 doz.....3 50 Bayle's Celery, 1 doz.....1 75 PIPES. Clay, No. 216.....1 7 Clay, T. D. full count.....65 Cob, No. 3.....85 POTASH. 48 cans in case.....4 00 Babbitt's.....3 00 Penna Salt Co.'s.....3 00 PICKLES. Medium. Barrels, 1,200 count.....5 25 Half bbls, 600 count.....3 13 Small. Barrels, 2,400 count.....6 35 Half bbls, 1,200 count.....3 75 RICE. Domestic. Carolina head.....1 1/2 Carolina No. 1.....5 Carolina No. 2.....4 Broken.....3 1/2 Imported. Japan, No. 1.....6 1/2 Japan, No. 2.....6 Java, fancy head.....6 Java, No. 1.....5 1/2 Table.....5 SALERATUS. Packed 60 lbs. in box.....3 3 Church's.....3 15 Deland's.....3 15 Dwight's.....3 30 Taylor's.....3 0 SAL SODA. Granulated, bbls.....75 Granulated, 100 lb cases.....9 Lump, bbls.....75 Lump, 145 lb kegs.....85 SEEDS. Anise.....9 Canary, Smyrna.....3 1/2 Caraway.....8 Cardamon, Malabar.....6 Celery.....11 Hemp, Russian.....3 1/2 Mixed Bird.....1/2 Mustard, white.....5 Poppy.....10 Rape.....4 1/2 Cuttle Bone.....20 SNUFF. Scotch, in bladders.....37 Maccaboy, in jars.....35 French Kappee, in jars.....43	SALT. Diamond Crystal. Table, cases, 24 3-lb boxes.....1 50 Table, barrels, 100 3 lb bags.....2 75 Table, barrels, 40 7 lb bags.....2 40 Butter, barrels, 280 lb. bulk.....2 25 Butter, barrels, 20 14 lb bags.....25 Butter, sacks, 28 lbs.....25 Butter, sacks, 55 lbs.....55 Common Grades. 100 3 lb sacks.....1 90 60 5 lb sacks.....1 75 22 14 lb sacks.....3 50 30 10 lb sacks.....3 50 28 lb. linen sacks.....32 56 lb. linen sacks.....60 28 lb in barrels.....2 50 Warsaw. 56-lb dairy tin drill bags.....30 28-lb dairy tin drill bags.....15 Ashton. 56-lb dairy tin linen sacks.....60 Higgins. 56-lb dairy tin linen sacks.....60 Solar Rock. 56-lb sacks.....21 Common. Granulated Fine.....75 Medium Fine.....75 SOAP. JAS. S. KIRK & CO.'S BRANDS. Single box.....2 75 5 box lots, delivered.....2 70 10 box lots, delivered.....2 65 AMERICAN FAMILY, WRP'D. Dome.....2 75 Cabinet.....2 20 Savon.....2 50 White Russian.....2 35 White Cloud, laundry.....6 25 White Cloud, toilet.....3 50 Dusky Diamond, 50 6 oz.....3 10 Dusky Diamond, 50 8 oz.....3 00 Blue India, 100 1/2 lb.....3 00 Kirkoline.....3 50 Eos.....2 50 Schulte Soap Co.'s Brand. GLYDESDALE 100 cakes, 75 lbs. Single box.....2 80 5 box lots.....2 75 10 box lots.....2 70 25 box lots.....2 60 Allen B. Wrisley's Brands. Old Country, 80 1-lb. bars.....2 75 Good Cheer, 60 1-lb. bars.....3 75 Uno, 100 1/2-lb. bars.....2 50 Doll, 100 10-oz. bars.....2 05 Scouring. Sapollo, kitchen, 3 doz.....2 40 Sapollo, hand, 3 doz.....2 40 SODA. Boxes English.....5 1/2 Kegs English.....4 1/2 SPICES. Whole Sifted. Allspice.....13 Cassia, China in mds.....12 Cassia, Batavia in bund.....25 Cassia, Saigon in rolls.....32 Cloves, Amboy.....14 Cloves, Zanzibar.....12 Mace, Batavia.....55 Nutmegs, fancy.....60 Nutmegs, No. 1.....50 Nutmegs, No. 2.....45 Pepper, Singapore, black.....11 Pepper, Singapore, white.....12 Pepper, shot.....12 Pure Ground in Bulk. Allspice.....15 Cassia, Batavia.....30 Cassia, Saigon.....40 Cloves, Zanzibar.....14 Ginger, African.....15 Ginger, Cochiti.....18 Ginger, Jamaica.....23 Mace, Batavia.....12 1/2 Mustard.....40 1/2 Nutmegs.....40 1/2 Pepper, Sing, black.....12 Pepper, Sing, white.....20 Pepper, Cayenne.....20 Sage.....15 SYRUPS. Corn. Barrels.....16 Half bbls.....18 Pure Cane. Fair.....16 Good.....20 Choice.....25
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STARCH.



Kingsford's Corn.
40 1-lb packages..... 6
20 1-lb packages..... 6 1/2

Kingsford's Silver Gloss.
40 1-lb packages..... 6 1/2
6-lb boxes..... 7

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

Common Corn.
20 1-lb packages..... 5
40 1-lb packages..... 4 1/2

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

STOVE POLISH.



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

SUGAR.

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

Domino..... 5 88
Cut Loaf..... 5 88
Crushed..... 5 88
Cubes..... 5 63
Powdered..... 5 63
XXX Powdered..... 5 69
Granulated in bags..... 5 38
Fine Granulated..... 5 38
Extra Fine Granulated..... 5 50
Extra Coarse Granulated..... 5 63
Mould A..... 4 94
Diamond Confection A..... 5 38
Confection Standard A..... 5 25
No. 1..... 5 00
No. 2..... 5 00
No. 3..... 5 00
No. 4..... 4 94
No. 5..... 4 88
No. 6..... 4 81
No. 7..... 4 75
No. 8..... 4 69
No. 9..... 4 63
No. 10..... 4 44
No. 11..... 4 44
No. 12..... 4 38
No. 13..... 4 31
No. 14..... 4 31
No. 15..... 4 25
No. 16..... 4 25

TOBACCO.

Cigars.

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



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

Ure Unkle
Ure Unkle..... 35 00

Ruhe Bros Co.'s Brands.

Mr. Thomas..... 35 00
Sir William..... 35 00
Club Fine..... 35 00
General's 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.

Whitefish..... 8
Trout..... 8
Black Bass..... 10
Halibut..... 11
Ciscos or Herring..... 12
Bluefish..... 10
Live Lobster..... 18
Boiled Lobster..... 20
Cod..... 10
Haddock..... 8
No. 1 Pickerel..... 7
Pike..... 6
Perch..... 6 1/2
Smoked White..... 8
Red Snapper..... 10
Cold River Salmon..... 10
Mackerel..... 25

Oysters in Cans.

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

Oysters in Bulk

F. H. Counts..... 40
Extra Selects..... 41 50
Anchor Standards..... 41 10
Clams..... 40

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..... 8 1/2
Green No. 2..... 7 1/2
Cured No. 1..... 9 1/2
Cured No. 2..... 8 1/2
Calfskins, green No. 1..... 8 1/2
Calfskins, green No. 2..... 7 1/2
Calfskins, cured No. 1..... 10
Calfskins, cured No. 2..... 8 1/2

Pelts.

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

Ta'low.

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

Wool.

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

Oils.

Barrels.

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

Candies.

Stick Candy.

Standard..... 6 1/2 @ 7
Standard H. H..... 6 1/2 @ 7
Standard Twist..... 6 @ 8
Cut Loaf..... 6 @ 8 1/2

Mixed Candy.

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

Fancy-In Bulk.

Lozenges, plain..... 9 @ 9
Lozenges, printed..... 9 @ 9
Choc. Drops..... 11 @ 11
Choc. Monumentals..... 11 @ 11
Gum Drops..... 6 @ 6
Moss Drops..... 8 @ 8
Sour Drops..... 9 @ 9
Imperials..... 9 @ 9

Fancy-In 5 lb. Boxes.

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

Caramels.

No. 1 wrapped, 2 lb. boxes..... 35 @ 35
No. 1 wrapped, 3 lb. boxes..... 50 @ 50
No. 2 wrapped, 2 lb. boxes..... 50 @ 50

Fruits.

Oranges.

Cal. Seedlings..... 20 @ 20
Fancy Navel 112..... 30 @ 30
126 to 216..... 30 @ 30
Choice..... 25 @ 25
Medt Sweets..... 25 @ 25

Lemons.

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

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..... 12 @ 12
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..... 8 @ 8
Persians, G. M's..... 5 @ 5
1 lb cases, new..... 6 @ 6
Sairs, 60 lb cases..... 4 1/2 @ 4 1/2

Nuts.

Almonds, Tarragona..... 213 @ 213
Almonds, Ivaca..... 211 @ 211
Almonds, California, soft shelled..... 213 @ 213
Brazil new..... 8 @ 8
Filberts..... 10 @ 10
Walnuts, Grenoble..... 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..... 8 @ 8
Pecans, Ex. Large..... 10 @ 10
Pecans, Jumbos..... 12 @ 12
Hickory Nuts per bu., Ohio, new..... 1 60 @ 1 60
Cocoonuts, full sacks..... 4 @ 4

Peanuts.

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

Grains and Feedstuffs

Wheat.

No. 1 White..... 1 25
No. 2 Red..... 1 35

Winter Wheat Flour.

Local Brands.

Patents..... 8 00
Second Patent..... 7 50
Straight..... 7 50
Clear..... 6 50
Graham..... 6 75
Buckwheat..... 4 00
Rye..... 4 50
Subject to usual cash discount.
Flour in bbls., 25c per bbl. additional.
Ball-Barnhart-Putman's Brand
Diamond, 1/8s..... 7 50
Diamond, 1/4s..... 7 50
Diamond, 1/2s..... 7 50
Worden Grocer Co.'s Brand.
Quaker, 1/8s..... 7 00
Quaker, 1/4s..... 7 00
Quaker, 1/2s..... 7 00

Spring Wheat Flour.

Clark-Jewell-Well's Co.'s Brand.
Pillsbury's Best 1/8s..... 8 00
Pillsbury's Best 1/4s..... 7 50
Pillsbury's Best 1/2s..... 7 50
Pillsbury's Best 1/4s paper..... 7 80
Pillsbury's Best 1/2s paper..... 7 80
Ball-Barnhart-Putman's Brand.



Duluth Imperial, 1/8s..... 8 60
Duluth Imperial, 1/4s..... 7 90
Duluth Imperial, 1/2s..... 7 80

Lemon & Wheeler Co.'s Brand.
Gold Medal 1/8s..... 8 60
Gold Medal 1/4s..... 7 90
Gold Medal 1/2s..... 7 80
Parisian, 1/8s..... 8 00
Parisian, 1/4s..... 7 90
Parisian, 1/2s..... 7 80

Oiley & Judson's Brand.

Ceresota, 1/8s..... 8 00
Ceresota, 1/4s..... 7 90
Ceresota, 1/2s..... 7 80
Worden Grocer Co.'s Brand.
Laurel, 1/8s..... 8 00
Laurel, 1/4s..... 7 90
Laurel, 1/2s..... 7 80

Meal.

Bolted..... 2 00
Granulated..... 2 25

Feed and Millstuffs.

St. Car Feed, screened..... 19 00
No. 1 Corn and Oats..... 18 00
Unbolted Corn Meal..... 17 00
Winter Wheat Bran..... 17 00
Winter Wheat Middlings..... 18 00
Screenings..... 16 00

New Corn.

Car lots..... 41
Less than car lots..... 43

Oats.

Car lots..... 35
Carlots, clipped..... 38
Less than car lots..... 40

Hay.

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

Fresh Meats.

Beef.

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

Pork.

Dressed..... 4 75 @ 5 00
Loins..... 7 1/2 @ 7 1/2
Shoulders..... 6 @ 6
Leaf Lard..... 5 1/2 @ 5 1/2

Mutton.

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

Veal.

Carcass..... 6 1/2 @ 8

Provisions.

Swift & Company quote as follows:

Barreled Pork.

Mess..... 11 50
Back..... 11 50
Clear back..... 11 25
Short cut..... 10 75
Pig..... 14 50
Bean..... 9 50
Family..... 11 00

Dry Salt Meats.

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

Smoked Meats.

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

Lards. In Tierces.

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

Sausages.

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

Beef.

Extra Mess..... 9 00
Boneless..... 11 50
Rump..... 10 75

Pigs' Feet.

Kits, 15 lbs..... 70
1/4 bbls, 40 lbs..... 1 35
1/2 bbls, 80 lbs..... 2 40

Tripe.

Kits, 15 lbs..... 70
1/4 bbls, 40 lbs..... 1 35
1/2 bbls, 80 lbs..... 2 40

Casings.

Pork..... 15
Beef rounds..... 4
Beef middles..... 10
Sheep..... 60

Butterine.

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

Canned Meats.

Corned beef, 2 lb..... 2 50
Corned beef, 14 lb..... 16 50
Roast beef, 2 lb..... 2 50
Potted ham, 1/2s..... 70
Potted ham, 1/4s..... 70
Deviled ham, 1/2s..... 70
Deviled ham, 1/4s..... 70
Potted tongue 1/2s..... 70
Potted tongue 1/4s..... 70

Crackers.

The National Biscuit Co. quotes as follows:

Butter.

Seymour XXX..... 7
Seymour XXX, 3 lb carton..... 7 1/2
Family XXX..... 7
Family XXX, 3 lb carton..... 7 1/2
Salted XXX..... 6 1/2
Salted XXX, 3 lb carton..... 7

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..... 7
Sq. Oys. XXX, 1 lb carton..... 8
Farina Oyster, XXX..... 7

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 1/2
Ginger Snaps, XXX city..... 7 1/2
Gin. Snaps, XXX home made..... 7 1/2
Gin. Snaps, XXX scalloped..... 7 1/2
Ginger Vanilla..... 8
Imperials..... 8
Jumbles, Honey..... 12 1/2
Molasses Cakes..... 8
Marshmallow..... 15
Marshmallow Creams..... 16
Pretzels, hand made..... 9
Pretzellets, Little German..... 7
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
Chinnie Fadden..... 10
Pineapple Glace..... 16
Penny Cakes..... 8 1/2
Marshmallow Walnuts..... 16
Belle Isle Picnic..... 11

Crockery and Glassware.

AKRON STONEWARE.

Butters.

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

Churns.

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

Milkpans.

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

Fine Glazed Milkpans.

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

Stewpans.

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

Jugs.

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

Tomato Jugs.

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

Preserve Jars and Covers.

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

Sealing Wax.

5 lbs. in package, per lb..... 2

LAMP BURNERS.

No. 0 Sun..... 45
No. 1 Sun..... 50
No. 2 Sun..... 75
Tubular..... 50
Security, No. 1..... 65
Security, No. 2..... 85
Nutmeg..... 50
Climax..... 1 50

LAMP CHIMNEYS-Common.
Per box of 6 doz.
No. 0 Sun..... 1 75
No. 1 Sun..... 1 88
No. 2 Sun..... 2 70

First Quality.

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

XXX Flint.

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

CHIMNEYS-Pearl Top.

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

Hardware

Trend of the Retail Trade in Bicycles

It is often asserted that the ultimate fate of the cycle dealer is to be absorbed in one of the older, recognized branches of trade. Some people even profess to believe that cycles will always be carried by retail business men of all branches of trade. The latter opinion is equal to declaring that there is nothing about bicycles to be understood or that knowledge of bicycles and accessories does not enable a dealer to purchase and sell with greater skill than one may display who has only ordinary commercial sagacity for a guide. This opinion, although widely shared, is contrary not only to business experience in other branches of trade, but even to the experience accumulated in the cycle trade, yet so young. Other things being equal, it is almost beyond dispute that hardware men and jewelers, among the recognized trades, have proved to possess the greatest ability to handle bicycles as a side line. They have survived the vicissitudes of the trade better than others to such a degree that a very considerable percentage of non-exclusive cycle dealers to-day is made up from these two trades alone. This has come about in spite of the great difficulties which both trades as a rule experience in finding store room for a complete stock of cycle goods and the still greater disadvantage that they can not display cycle goods properly without dwarfing their main line. In the hardware trade comes hereto the circumstance that the busy cycle season is also the busy season in builders' hardware, dividing the energy of the dealer between two lines, each of which requires undivided attention.

When hardware jobbers have persisted in selling bicycles and hardware dealers continue to handle them, it is difficult to find any other explanation than that they managed to avoid losses through a general knowledge of metal ware which steered them clear of costly mistakes, where tradesmen in other lines were not so fortunate. Jewelers have perhaps had less experience with steel goods and steel goods manufacturers, but have, on the other hand, had some training for understanding and appreciating all of that minutely accurate workmanship which is necessary in cycles and for detecting rough work at a glance, besides which they have been able to give most of their time to the bicycle trade during spring and summer.

It seems that these facts speak strongly against the assumption that the retail cycle trade will be divided as much in the future as it has been during the rush of the past few years. It is admitted that it requires more knowledge now to buy right and to sell right than ever before, and that the close margin of profits makes mistakes more serious. New types of bicycles in the market in great variety of makes will draw still more heavily on the retailer's experience if the largest possible profit shall be secured for him. The public will no more be led by a nameplate alone or by any dealer who does not know his book to the last dot. Small orders and quick deliveries are of course the favorite means of tiding past the difficulties of making a choice among cycle goods, but the greatest profit must always fall to him who can decide his orders on a large scale and far enough in advance.

According to these observations, all the requirements for thorough success

are apparently possessed in a higher degree by a cycle goods dealer whose time and energy can be given to business matters, which will tend to increase his capacity for distinguishing good values from bad ones, and the only fact which prevents the exclusive cycle dealer from being in the best position is the intermittent character of the cycle trade and the absence of income during the dull season.

Hardware dealers, although much better situated in this respect, have found it imperative to add live side lines to their stock, and it seems that cycle dealers who adopt the same method need only to be extremely careful that they do not depart too far from the nature of the business with which they are acquainted, in the selection of their lines, in order to have the best chances in the world not only for remaining in business, but actually building up a new branch of trade, clustered around cycle affairs but including in its scope many of the products of the most modern forms of the steel, rubber, small machinery and electrical industries. If this field shall not be occupied by those persons who are now experienced cycle dealers, whether exclusive or in connection with kindred lines, it will in all likelihood be taken possession of by other individuals, who will then in short order develop a great capacity for absorbing also the cycle retail trade by reason of natural fitness for it.

Cycle dealers, as a class, will go on existing and flourishing, but it is a question who the persons will be who shall compose it.

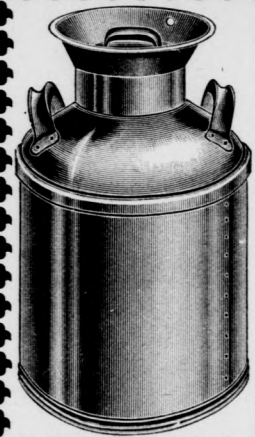
Look Over the Stock.

From the Stoves and Hardware Reporter.

We believe that it will repay hardware dealers to examine their stocks carefully at this period, in order to ascertain just what requires renovating or rearranging. Upon close investigation it will be found that many things are out of order, displaced or soiled. An air of dinginess will pervade the establishment which retards the accumulation of winter's grime and dust. All this should be carefully removed, or else both stock and store will be given an antiquated appearance. Age may be commendable in humanity when the years have been well spent, but hardware can have no sentimental feeling attached to it which can render it more interesting with age. Articles of merchandise at least have the advantage over people, in that a cleaning or coat of paint will make them look new again, while human nature can resort to no such expedient to bring back a youthful appearance. It is really remarkable how much the appearance of shabbiness detracts from the value of an article. A shabby article, although begrimed, may be as good as a brand new one; but people will not believe it, and always think they should not be asked to pay as much for it. It will repay dealers to brighten up tools, steel parts, etc., and paint others when they require it. Let their arrangement in the store be altered so as to display them to the best advantage and at the same time protect them. It will also be the means of cleaning out certain dark corners which may contain mysterious accumulations that have not been touched for years—a task which has doubtless been postponed so long that it has assumed gigantic proportions in the dealer's mind. It will be well to select a dull day to effect changes and do the odd jobs which should not be neglected.

The Woman's Way.

"We've got to economize," said Mr. Gadgoyle to his wife.
"Very well," replied the good woman, cheerfully. "You shave yourself and I'll cut your hair."



Wm. Brummeler & Sons
Grand Rapids, Mich.

Manufacturers and Jobbers of

Tinware and House
Furnishing Goods

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

Clark=Rutka=Jewell Co.

Ionia Street,
Grand Rapids, Mich.

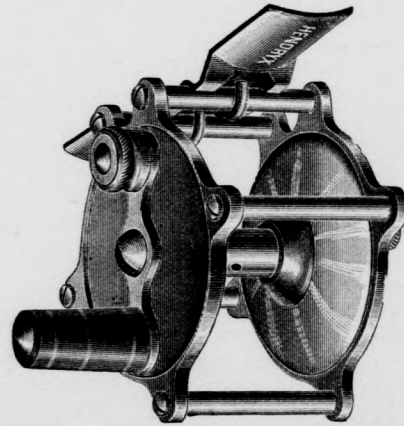
Opposite Union Depot.

**New Wholesale
Hardware House**

New House, New Goods, New Prices.
Call and see us when in the city.
Write us for prices.

Clark=Rutka=Jewell Co.

FISHING TACKLE



To regular dealers in this class of goods we are always glad to send our catalogue and discount sheet.

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

The Hardware Market.

General trade in Michigan keeps up remarkably well in all lines of hardware. The tendency of the market among manufacturers is of a varying nature. On some lines there is a material advance in prices, while in others there is a feeling of weakness. It is not believed, however, that any changes will be made that will be of any great moment.

Wire Nails—The market on wire nails is not as firm as it has been, as all factories at the present time are running full time, and the demand not being up to what it usually has been, the result is large stocks have accumulated in all mills. This is readily accounted for, especially in this State, as retail dealers are well stocked, having bought early in the year and having not had occasion to order many nails since. The price at present for shipment at mill is \$1.40 base and from stock \$1.65. Advances, however, from nail sections indicate that there will be an advance of 5c, which will take place shortly.

Barbed Wire—The situation on barbed and plain wire is somewhat different from nails, as the demand is something unusual and factories in all parts of the country have great difficulty in keeping up with their orders, it now taking from ten days to two weeks to get an ordinary order filled, and that is considered quite well. The price as quoted at present is \$1.50 on painted barbed and \$1.80 on galvanized, when shipped from mill, with an advance of 20c per cwt. when shipped from stock.

Window Glass—Owing to the unusual demand for glass, the manufacturers have found it necessary to make an advance in prices, averaging about 15 per cent. Jobbers are quoting at present 80 and 20 by box and 80 and 10 by the light. In addition to this advance in discount, the prices on the following sizes have been advanced \$3 per box: 12x28, 16x20, 16x22, 16x24 and 18x20.

Rope—Nothing in the hardware line has scored such advances in the last month as both sisal and Manila rope. The cause of this is the war, which interferes with bringing in of the fiber to this country from the different sources of supply. Quotations from this market are as follows: Sisal, 8c; Manila, 9½c. It is prophesied by those who seem to know that before a week is out, another advance of at least 1c per pound will take place. Retail dealers will make a mistake if they give their rope away. This advance has also affected binders' twine of all kinds, as well as other twines which dealers usually carry in stock.

Building Paper—The advance made early in the season on this line of goods is fully maintained and jobbers' prices are as follows: Plain board, \$1.05; tarred board, \$1.15; tarred felt, \$1.75.

Reports from other markets are as follows:

Chicago: The demand for shelf hardware appears to have felt the uncertainty attending a state of war.

St. Louis: Trade is in a very satisfactory condition and salesmen are sending in liberal orders.

Baltimore: The quiet which generally characterizes trade at this season now prevails, although, taking everything into consideration, we are well pleased with business we are now doing.

San Francisco: The dry weather still continues. The state of California is experiencing the driest season that we have had for many years.

Louisville: We are glad to report a fair amount of business.

Portland: The demand for heavy goods is only moderate but shelf hardware goes off in good quantities.

Boston: Business continues but merchants are limiting their wants to the smallest possible quantities.

Cleveland: Shelf hardware is in better demand than for some time. The trade in general can be classed as good. **Omaha**: There has been a marked and steady increase in volume of business since January 1st, each month showing a gain over the corresponding period of last year.

Random Shots at Wisdom.

A Chicago hardware man has gathered together the following choice bits of wisdom; some he heard and others came from his inner consciousness:

A tombstone always has a good word for a man when he's down.

If people were compelled to bury their faults the undertakers would be kept busy.

Burning kisses always go with sparks. Love and potatoes both spring from the eyes.

Love is a tickling sensation at the heart which can not be scratched.

A cow has many good qualities, but she is too modest to blow her own horn.

Notwithstanding the hard times, seal-skins are worn the year 'round—by the seals.

The man with a shady character ought to be able to keep cool.

Always avoid the use of big words; they are sometimes inconvenient to swallow.

The hog may be a squealer, but he never gives anything away.

There is no insurance against the flames kindled by a woman's eyes.

The convict on a chain gang is always attached to his work.

Most people are as bad as they look, and the rest a great deal worse.

The hand that once rocked the cradle now grips the handle bars.

A waitress may not know how to deal a pack of cards, but she always raises the deuce when she drops a tray.

If you need exercise and haven't a wheel, get out in the street and dodge those who have.

A lawn mower is an appropriate wedding gift for a man who marries a grass widow.

Time used to fly, but now the wheelmen make a century run.

Hints on Selling Stoves.

Probably because of the little attention bestowed on them, stoves for summer use are not sold in as great quantity as they should be. Within the last few years this condition of affairs has gradually changed for the better, since there is no earthly reason why people of average means should not be able easily to buy both a coal range for winter use and a gas or gasoline for the summer. In order to attract attention to this department, and give prominence to it so as to increase sales, some merchants have adopted methods which, while extending the volume of sales, have gradually decreased the profits. This mistaken course arose primarily from the desire to make a low price the principal feature in the sale of the stoves. In order to place the retail stove business on a more profitable basis a departure must be made from the present system. We believe that if merchants would endeavor more strenuously to educate their trade to buy and use better stoves, business in this line would prove more remunerative to them. No doubt this will be a discouraging process which can not be executed quickly, but by exercising patience the merchant may overcome the difficulty. That is, of course, if he does not succumb before the object in view is attained.

There has been a remarkable development of late in the furniture manufacturing business in North Carolina. The factories now number thirty-five.

Hardware Price Current.

AUGURS AND BITS	
Snell's.....	70
Jennings', genuine.....	25&10
Jennings', imitation.....	60&10
AXES	
First Quality, S. B. Bronze.....	5 00
First Quality, D. B. Bronze.....	9 50
First Quality, S. B. S. Steel.....	5 50
First Quality, D. B. Steel.....	10 50
BARROWS	
Railroad.....	\$12 00 14 00
Garden.....	net 30 00
BOLTS	
Stove.....	60&10
Carriage new list.....	70 to 75
Plow.....	50
BUCKETS	
Well, plain.....	\$ 3 25
BUTTS, CAST	
Cast Loose Pin, figured.....	70&10
Wrought Narrow.....	70&10
BLOCKS	
Ordinary Tackle.....	70
CROW BARS	
Cast Steel.....	per lb 4
CAPS	
Ely's 1-10.....	per m 65
Hick's C. F.....	per m 55
G. D.....	per m 35
Musket.....	per m 60
CARTRIDGES	
Rim Fire.....	50& 5
Central Fire.....	25& 5
CHISELS	
Socket Firmer.....	80
Socket Framing.....	80
Socket Corner.....	80
Socket Slicks.....	80
DRILLS	
Morse's Bit Stocks.....	60
Taper and Straight Shank.....	50& 5
Morse's Taper Shank.....	50& 5
ELBOWS	
Com. 4 piece, 6 in.....	doz. net 50
Corrugated.....	1 25
Adjustable.....	dis 40&10
EXPANSIVE BITS	
Clark's small, \$18; large, \$26.....	30&10
Ives', 1, \$18; 2, \$24; 3, \$30.....	25
FILES—New List	
New American.....	70&10
Nicholson's.....	70
Heller's Horse Rasps.....	60&10
GALVANIZED IRON	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16.....	17
Discount, 75 to 75-10.....	
GAUGES	
Stanley Rule and Level Co.'s.....	60&10
KNOBS—New List	
Door, mineral, jap. trimmings.....	70
Door, porcelain, jap. trimmings.....	80
MATTOCKS	
Adze Eye.....	\$16 00, dis 60&10
Hunt Eye.....	\$18 00, dis 60&10
Hunt's.....	\$18 50, dis 20&10
NAILS	
Advance over base, on both Steel and Wire.....	1 60
Steel nails, base.....	1 65
Wire nails, base.....	Base
10 to 16 advance.....	05
8 advance.....	10
6 advance.....	20
4 advance.....	30
3 advance.....	45
2 advance.....	70
1 advance.....	50
Casing 10 advance.....	15
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	25
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel ½ advance.....	85
MILLS	
Coffee, Parkers Co.'s.....	40
Coffee, P. S. & W. Mfg. Co.'s Malleables.....	40
Coffee, Landers, Ferry & Clark's.....	40
Coffee, Enterprise.....	30
MOLASSES GATES	
Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	30
PLANES	
Ohio Tool Co.'s, fancy.....	@50
Sciota Bench.....	60
Sandusky Tool Co.'s, fancy.....	@50
Bench, first quality.....	@50
Stanley Rule and Level Co.'s wood.....	60
PANS	
Fry, Acme.....	60&10&10
Common, polished.....	70& 5
RIVETS	
Iron and Tinned.....	60
Copper Rivets and Burs.....	60
PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27 10 20.....	
"B" Wood's patent planished, Nos. 25 to 27 9 20.....	
Broken packages ¼c per pound extra.....	
HAMMERS	
Maydole & Co.'s, new list.....	dis 35 50
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 10&10
Mason's Solid Cast Steel.....	30c list, 70
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
ROPES	
Sisal, ¼ inch and larger.....	8
Manilla.....	9½
SQUARES	
Steel and Iron.....	70&10
Try and Bevels.....	60
Mitre.....	50
SHEET IRON	
Nos. 10 to 14.....	com. smooth. com.
Nos. 15 to 17.....	\$2 70 \$2 40
Nos. 18 to 21.....	2 70 2 40
Nos. 22 to 24.....	3 00 2 45
Nos. 25 to 26.....	3 10 2 65
No. 27.....	3 20 2 75
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.....	
SAND PAPER	
List acct. 19, '86.....	dis 50
SASH WEIGHTS	
Solid Eyes.....	per ton 20 00
TRAPS	
Steel, Game.....	60&10
Onaida Community, Newhouse's.....	50
Onaida Community, Hawley & Norton's.....	70&10
Mouse, choker.....	per doz 1 25
Mouse, delusion.....	per doz 1 35
WIRE	
Bright Market.....	75
Annealed Market.....	75
Coppered Market.....	70&10
Tinned Market.....	62½
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 05
Barbed Fence, painted.....	1 75
HORSE NAILS	
An Sable.....	dis 40&10
Putnam.....	dis 5
Northwestern.....	dis 10&10
WRENCHES	
Baxter's Adjustable, nickeled.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	80
Coe's Patent, malleable.....	80
MISCELLANEOUS	
Bird Cages.....	50
Pumps, Cistern.....	80
Screws, New List.....	85
Castors, Bed and Plate.....	50&10&10
Dampers, American.....	50
METALS—Zinc	
600 pound casks.....	6¼
Per pound.....	6½
SOLDER	
½@½.....	12¼
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.....	4 50
14x20 IC, Charcoal.....	4 50
10x14 IX, Charcoal.....	5 50
14x20 IX, Charcoal.....	5 50
Each additional X on this grade, \$1.50.	
ROOFING PLATES	
14x20 IC, Charcoal, Dean.....	4 50
14x20 IX, Charcoal, Dean.....	5 50
20x28 IX, Charcoal, Dean.....	9 00
14x20 IC, Charcoal, Allaway Grade.....	4 00
14x20 IX, Charcoal, Allaway Grade.....	5 00
20x28 IX, Charcoal, Allaway Grade.....	8 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.

Didn't Want Nothin' But the Pure Stuff.

"Speakin' of bilin' things," remarked Deacon Puffer to the throng in the village store, "reminds me of my wife. Some time ago she sez to me, sez she, 'Josiah, ef th' exertion won't be too much fur ye, I'd be obleeged ef yer would fetch me 'bout a pint of alcohol. An' Josiah,' sez she, 'I want it strong.'"

"What she wanted it fur 'pears I've furgottin' neow, but when I fetched it tu hum she smelled of it several times an' sez she, 'It du beat the world, Josiah, how these pesky critters du 'dulterate things neowadays. Why,' sez she, 'if this hain't more'n half water then my Christian name hain't Malviny.' Well, gentlemen," said the deacon, recrossing his legs and then crossing them again, "Malviny bein' Mrs. Puffer's Christian name, as ye all be knowin', it warn't fur me tu dispute, an' I vowed thet th' best thing fur tu be done was fur me tu take th' stuff back an' suggest thet what was wanted was pure stuff, or none 'tall. An' then hev 'em send worse stuff than afore," remarked Malviny. "No, Josiah," sez she, "them critters be past redeemin'." Leave it tu me, Josiah.

"I left it tu Malviny, gentlemen," explained the deacon, after helping himself to a bit of cheese and a cracker, "an' out I goes tu du my chores. I 'spose I was at 'em fur 'bout five or six minutes when all of a sudden I heerd th' durndest explosion an' the tallest yellin' from th' kitchen, where I left Malviny, thet ye ever heerd tell of. I runs in there, an' what ye 'spose I find?"

"Durn my buttons," chuckled the deacon, before any one could reply, "ef I didn't discover Malviny flat on her back by th' stove, which was busted all tu thunder, with her eyebrows gone, an' no more hair on her head taller than ye'd find on a baby's. 'Bury me from th' meetin' house, Josiah,' sez she, as I bent over her, 'an' don't 'low Hannah Perkins in th' door, for I'm done fur.' But she warn't done fur, an' when I'd convinced her of thet fact, an' thet she had not been called as yet, she up an' told me all 'bout it.

"It 'pears, gentlemen," continued the deacon, "thet Malviny hed decided tu strengthen thet alcohol, an' she concluded thet tu du thet she'd better bile it deown. She put it in a b'iler, slapped it on th' stove, an' then goes 'bot her work. Th' stove was pretty hot, an' afore Malviny hed done more'n tu or three things, an' hed jes started tu look tu see how th' bilin' process was a comin' on, th' durn thing blew up. Malviny never sed much 'bout it, more'n tu tell me how it happened, an' if she's hed alcohol in the house sence I ain't heerd of it."

Hides, Pelts, Furs, Tallow and Wool.

Hides have advanced to an extremely high price, with no accumulations. There seems to be no limit to the prices asked and paid. The quality has improved and the stock is desired by tanners. Each day's report shows an advancing tendency, with sales one-quarter higher and one-quarter more being asked. The home kill has been greater, on account of soldiers' consumption in camp. Light stock also shows an advance, but not to the extent of heavier hides.

Pelts are too scarce and wool too flat to ensure quotable prices or a stable market.

Furs are few and the demand limited. They are almost out of season, and the few which are coming in must be carried over.

Tallow shows more demand at a slight advance, but not sufficient to create any kick to the trade. Prices are low and long-time holders of stock are getting weary of waiting for the advance they believe must come sometime. There are large stocks of old renderings held.

Wool disappoints all holders. With

no foreign offerings of consequence suitable for this side and with prices 4c above the importing point, it would seem that prices should go higher here, as the coming clip is not over half its former magnitude and as manufacturers consumed in 1897 more than in any previous year; yet the trade is stopped. For weeks past there has been no demand, with no sales worthy of note. There is enough wool East to supply manufacturers' wants for six months. Money is bringing a high rate, which stops consignment. The Government orders bring no profit to manufacturers. While there was more enquiry last week, it has not created trade, and no advance is looked for before August or September. WM. T. HESS

Potatoes Scarce and Strong at St. Louis.

St. Louis, Mo., May 10.—The receipts of potatoes from the North and Northwest during the past week were never so light at this season of the year. St. Louis has had to depend almost entirely for the past two weeks on potatoes from Colorado, and some very nice stock has been received, as well as several cars of Colorado seconds and culls, all of which have found ready sale, as did everything arriving from any section. Some few cars of Washington and Oregon stock came in, also a few cars of Iowa common potatoes, but almost nothing came in from Dakota, Minnesota or Wisconsin, as Chicago offered a better market than ruled here. However, our market rules strong and has steadily advanced; but we have not been able to keep pace with Chicago, where the receipts have been heavy, but the Eastern demand has kept up, and Chicago being the gateway to the East for Northern potatoes, the receipts at Chicago therefore represent the bulk of the supplies for the Eastern markets as well as for Chicago, locally, except a few shipments from Michigan, where potatoes are scarce and shipments light. Looking at the situation in this light, the receipts at Chicago are not heavy. Our market is in good strong shape; receipts are light, with very little in sight for next week. We look for a good market next week and higher prices unless receipts are much heavier.

MILLER & TEASDALE CO.

Appropriateness.

When people are in a buying humor is the best time to push sales. Make the store attractive with new goods and furnish up things generally. There is always a veritable purchasing epidemic of wide-spreading extent which takes possession of people in the spring. Their thoughts turn to new goods as surely as the young man's fancy does to love. It is the tide which should be taken at the flood by dealers in all lines. Every one comes in for a share of the prosperous conditions. If the hardware dealers will but take advantage of this opportunity and make an effort all along the line to sell better goods, they will not have so much leisure time to spend in discussing the encroachments of the department stores. Rather the opposite will ensue and possibly the department stores will complain of the falling off of trade in their hardware departments.

Corn Prizes for a State Fair.

The Illinois State Board of Agriculture has determined to renew prizes for the greatest yield of corn per acre for the State Fair of 1898, and will offer liberal premiums to the persons raising the first, second and third greatest number of bushels of corn on one acre of measured ground. The rules governing the contest are similar to those which prevailed last season.

How a Bashful Man Got a Wife.

"Blusher is the most bashful man I ever knew."
"How on earth, then, did he come to get married?"
"He was too bashful to refuse."

Forgot He Was Married.

The best joke of the honeymoon season is told by a hotel-keeper. The male half of the new partnership registered like this: "August Buerger and wife." He remained one day, and when he stepped up to ask the amount of his bill the clerk said it would be \$4.

"Four dollars," Mr. Buerger said; "why, your rates are rather high, aren't they?"

"No, I guess not; that's only \$2 a day."

"But I have been here only one day."
"I know it, but it's \$4," the clerk replied.

"How do you figure that?" the newly-wedded man asked, as he leaned over the counter with a frown of perplexity on his otherwise blissful features.

"Well, there's yourself, one day, \$2; and there's your wife, one day, \$2; two and two are four."

Then the fellow slammed his fist down on the register, while a crimson flush of blood suffused his cheeks. "Well, I'll swear!" he cried; "if I didn't forget all about her I'll eat my hat. Here, take this V, keep the change, and say nothing about it, please."

But the clerk didn't keep the change, so he thought there was no reason why he shouldn't tell the story.

Chinese Honor.

Non-progressive as the Chinese are, it would be well for Americans to emulate them in some of their business ethics. In some respects the Chinese are superior to some Americans in point of honor, even although they may not be so progressive. The American consul at Ningpo, China, is responsible for the assertion that Chinamen are the souls of honor in mercantile affairs, whether in transactions among themselves or with foreign merchants. This feeling is so highly developed in their minds that it induces them in many instances to deal harshly and unjustly toward themselves. For a Chinaman to fail to pay his debts is such a disgrace that it frequently causes him to commit suicide. Fraudulent failures are unheard of in China—they never occur—and in case of failure the creditors' claims are good against the whole family. The father is responsible for the debts of the son, and vice versa.

Willie's Heroism.

Mamma: How did you get your clothes so badly torn?

Willie: Tryin' t' keep a little boy from being licked.

Mamma: That was a brave deed. Who was the boy?

Willie: Me.

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.

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—DRUG STOCK IN GOOD RAILROAD town of 800 inhabitants. Only drug and wall paper stock in town; part cash, remainder on easy terms. Good reasons for selling. Address Otis Jones, New Buffalo, Mich. 601

FOR SALE—GENERAL STOCK; STORE TO rent; good location, good trade. Will sell cheap for cash. Royce & Rollison, Hamburg, Mich. 599

FOR SALE—THE WELL-KNOWN BUSINESS of the Detroit Pharmacal Co. A splendid chance to buy an established drug trade. Address Geo. R. Angell, 149 Griswold St., Detroit, Mich. 595

I HAVE SMALL STOCK OF DRUGS AND fixtures in foria, taken on mortgage. Will sell cheap for cash or trade for productive real estate. Answer immediately. Will sell soon. W. W. Hunt, Under National City Bank, Grand Rapids. 596

BRICK STORE FOR RENT—BEST LOCATION in city; will be let for any business except dry goods and clothing. J. H. Levinson, Petoskey, Mich. 600

FOR SALE OR EXCHANGE—STOCK OF drugs and fixtures; furniture of gum wood finely finished; elegant soda fountain and charging apparatus complete; located on corner of two best principal streets in city of Muskegon, Mich. Can be moved if desired. Stock and fixtures invoiced April 1 about \$48.00. Will exchange for productive real estate timber land or something similar, located most anywhere. Drugs are out of my line of business. Will give someone a great bargain. Call on or address D. S. Hopkins, Grand Rapids, Mich. 593

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

TO EXCHANGE—320 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 149 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 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. 587

FOR SALE—BAKING, CONFECTORY, 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. 5-4, care Michigan Tradesman. 584

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

FOR RENT—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. McEldin, 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. Inv. 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 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. Medalie, 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 & Algier, Patent Attorneys, Grand Rapids, Mich. 339

MISCELLANEOUS.

WANTED—REGISTERED ASSISTANT pharmacist, single man. Must furnish good references as to character, etc.; one from the country preferred. Address No. 597, care Michigan Tradesman. 597

WANTED—POSITION IN GROCERY. I make a specialty of teas and coffees; age, 27. Frank Bentley, Ludington, Mich. 598

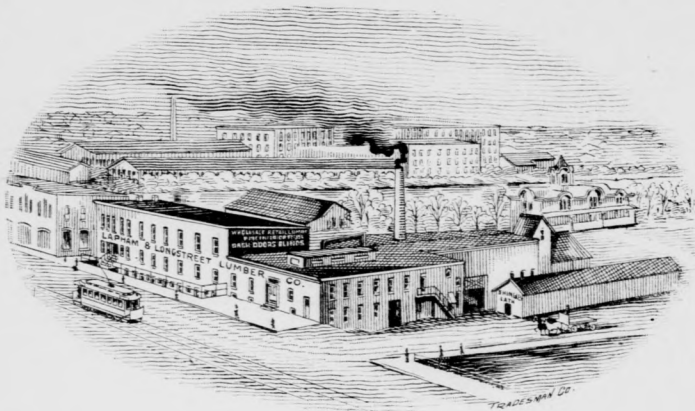
WANTED—REGISTERED PHARMACIST at once. Must furnish good references as to character. J. H. Chapman, Mears, Mich. 592

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

**TRADESMAN COMPANY,
GRAND RAPIDS.**

SACRIFICE SALE!

PLANT OF THE
LANSING LUMBER CO.



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

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



Unloading Baby Cabs

We are quoting **JOBBERS' 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 application.

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

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

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 Computing 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.

