

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Volume XV.

GRAND RAPIDS, WEDNESDAY, MAY 18, 1898.

Number 765

Our Stock of Wall Paper and Paints

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

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

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

We can save you money on

WALL PAPER

We are the only wholesalers in the State. Write us
for samples

HARVEY & HEYSTEK COMPANY
GRAND RAPIDS, MICH.

THE ONLY WAY...

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

MICHIGAN TRADESMAN

We are willing to abide by their decision.

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

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. Particu-
lar attention paid to shipping trade. Address,

FLEISCHMANN & CO.

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

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



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.

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.

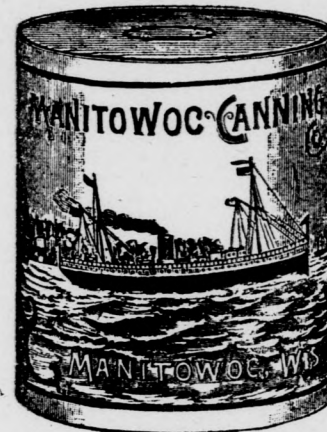


Manitowoc Lakeside Peas

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

THE ALBERT LANDRETH CO., Manitowoc, Wis.

Worden Grocer Co., Wholesale Agents.



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.

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.

MICHIGAN TRADESMAN

Volume XV.

GRAND RAPIDS, WEDNESDAY, MAY 18, 1898.

Number 765

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.....	\$2.25

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

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 \$1 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, room 82, daily, from June 1 to June 7.

He has been with us 16 years and will use you right. Customers' expenses allowed.

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

COLONIZATION AND CONQUEST.

The aggressive movements by the United States against the West Indian and East Indian possessions of Spain are about to mark the launching forth of this country upon a career of foreign conquest and of colonization.

This republic has never had a colony and its public men have no practical knowledge of the management of such possessions. The vast regions acquired from France, from Spain and from Mexico all adjoined the territory of the United States, and as soon as those additions to the republic had become sufficiently filled up with a civilized population they were subdivided into states, and these were admitted into the galaxy of the Union.

The extensive region purchased from Russia has been of little value to the Union until the recent discovery of rich gold deposits have brought it into sudden importance. As it is in no way fitted to become a state of the Union, and is separated by long distances from the main body of the Union, it will probably have to be treated for a long time to come as a far-away colony.

The conquest by the arms of the United States of the Spanish possessions, in both the West and East Indies, promises to force upon this country extensive experiments in colonizing, and it will behoove our statesmen to consider what are the proper objects to be carried out in the processes of the planting and maintenance of colonies, and what are the best uses to be got out of them.

There are two methods of getting profits out of colonies. One is to plunder and pillage; the other is to develop them into important factors of commerce. The Romans conquered and robbed. To secure new countries and prey upon them was the sum of Roman foreign policy. It was faithfully imitated by Spain, with the result that the wronged and oppressed colonists were always in rebellion and gained their independence whenever they could. England started out on the Roman plan; but her disastrous experience with the American colonies taught her much wisdom, and she changed her policy to the Phœnician or commercial system, so that to-day a new British colony means a new factor in British commercial power and pre-eminence.

The two nations, with their two diametrically opposite methods of managing colonies, present examples which statesmanship and philanthropy can well take to heart. Spain, starting in the beginning of the fifteenth century, accomplished the conquest of the greater part of the Western Hemisphere. By the end of the nineteenth she will have lost the last of her possessions in America and Asia. England, on the other hand, starting with the dawn of the seventeenth century on a career of foreign conquest and colonization, has built up in every part of the world an empire on which, it is proudly boasted, the sun never sets. Spain's colonies were used only to be ravaged of all their wealth as fast as it was produced.

The British colonies are fostered and developed to furnish new markets and bases of commercial power.

Despotic nations and those that operate upon the Roman plan can not successfully maintain colonial possessions. To a people thoroughly imbued with a spirit of liberty and free institutions only is any proper system of colonizing possible. The surplus population of the British Isles, when it overflows the narrow limits of the fatherland, emigrates to distant British colonies, there to develop and build up, under free institutions and home rule, new and powerful appendages of the empire. When the Germans, the Russians, the Italians, Austrians and other peoples of the continent of Europe emigrate, they hasten to countries where there are already established free institutions and constitutional governments, to escape from the despotisms they left behind. As for the French, they seldom leave their native country, where, apparently, there is no surplus population, since the birth rate is scarcely greater than the mortality.

Germany, after centuries of indifference to foreign discoveries and colonization, has, under the autocratic influences exerted by the present despotic ruler, developed a sudden activity and is seizing on territory in China and Africa. The same sort of activity is also manifested by France. Do they want to establish commercial colonies or are they only seeking new opportunities for plunder and rapine? Are they proposing at this late day to adopt the Spanish system or the English methods in colonizing foreign countries?

The same questions may be asked of the United States. With the fate of Spain and the example of England before them, there should be no trouble in answering the question. Some races are fitted for certain sorts of work and not for others. France, in the past, neglected the colonies she had, and lost some in war and others she sold for a song. Germany has no experience, and it is much to be doubted if either nation can prosper with foreign possessions.

Russia seems bent on the absorption of all the territory adjacent to her vast dominions, and is wonderfully successful in dealing with the Asiatics, and apparently has no interests in common with France and Germany, except to use them. The appetite for conquest grows by what it feeds on. Now that the Republic of the West has tasted blood, who can say what will be the end of the course upon which it has launched?

A baking powder bill has been favorably reported by a New York Legislative Committee. The bill provides that the baking powder shall contain not more than 30 per cent of flour and not less than 14 per cent of carbonic acid gas.

Once it was Bunker Hill. Now it is the coal bunker that inspires steam for war.

Manila was a pudding before Dewey knocked it into pi.

There is a sect known as the "Evening Light" scattered throughout Indiana, Ohio and Michigan. The families are not isolated, but form communities. No one is really leader, but in each community there always is a man who is looked up to. Although nearly all are well-to-do, no attempt at display is ever made. The homes are in one-story houses, built about a house where the sect meet on Sundays. This sect wears peculiar clothing. The women make all the men's clothes. When the baby boy's dresses are taken from him he is clothed in the garb he is to wear for life. They wear trousers reaching to their ankles and boots to their knees. There are no barbers in the community. The hair is allowed to grow. These people never take part in politics, never go to court and don't have photographs taken. They never insure their property, and if one should lose his, the others start him anew. The parents match the children as soon as they are born, and they are brought up in each other's company, and are made to understand that they are to marry and always live together after they leave their homes.

Wisconsin proposes to take care of the relatives of the boys who go to the front and lose their lives for their country. Insurance Commissioner Fricke has made arrangements with Adjutant General Boardman to distribute blanks to every man enquiring as to the amount of life insurance he carries and in what company it is placed. The State proposes to see to it that the policies are not allowed to lapse while the men are at the front, and also that the companies will not unexpectedly cancel the policies on the men. The department will also, in the case of death, look after the collection of the insurance for the beneficiaries of the deceased. This move on the part of the State meets with great favor in the rank and file of the guard, as it guarantees to their families ample protection in case the worst should come and they should be killed. It is also proposed, if arrangements to that effect can be made, to insure the lives of those who do not carry any life insurance.

According to the Chicago Inter-Ocean, General Lew Wallace will not go to war. He is quoted as saying: "I am very much afraid that I am entirely of the past. I offered the other day to enlist and carry a gun in the ranks, but was confronted with the statement that, being over 45 years of age, there was no chance for me. I tried it a second time, and went so far as to offer \$100 for a place as private, and endeavored to prevail on the officers to throw their scruples aside and accept me. They declined. In addition to the argument of age against me, it is my misfortune now to have been a major general."

Trouble not others with your own complaints, but rather sympathize with them over theirs. Do this and all complaints will soon disappear.

The tin soldier makes more noise and show when on parade; but the real thing can be depended upon in action.

Dry Goods

The Dry Goods Market.

Staple Cottons—Heavy staple cottons, such as sheetings, drills and ducks, are the most active articles in the market, and they are assuming a firmer price tone every day. The duck mills are all very busy, most of them upon Government contract work. Ten and twelve ounce tent duck that is anywhere near Government standard is all cleaned up and new orders can not be filled for several weeks. Up to date the Government has secured goods at low prices, but it is likely to pay advanced rates for all contracts placed now. Four yard and lighter grades of sheetings and drills are in a much stronger position than was the case two weeks ago; stocks are decreasing and concessions that were obtainable then are being gradually cut off, as sellers assume a more independent position. Osnaburgs are in fair demand and prices are generally firm. Colored cottons of heavy weight are being taken with considerable freedom by the cutting-up trade, denims, tickings, stripes and checks proving the best sellers at present. Cheviots and jeans are selling more freely, and many lines are sold far ahead; the price position of these and other heavy colored goods is increasing in strength nearly every day. Fancy lines of colored goods are in better demand than are staple patterns and are stronger in price. Low grade checks, stripes and plaids are well sold ahead and are pretty firm in price.

Dress Goods—There is very little, if anything, being accomplished in spring lines at the present time, a number of the mills having sold up to such an extent that they will not take any more, while others say that the conditions for these goods have been so unsatisfactory that they do not care to offer any more, and have made no effort to do business with them. There is no demand from the retailers, the weather having been decidedly against retail trade, and the jobbers having had sufficient stocks to meet any and all requirements. It is merely a question of weather at the present time whether more spring dress goods will be sold or not.

Hosiery—Buyers are taking hold fairly well, largely for fancies and certain staples, of which they are short. Various lines of staple plain goods are, however, in the best position, and it is safe to say that fancies have lost ground slightly for summer wear. In golf hosiery, however, sales are very satisfactory, and but little trouble is found in disposing of almost any quantities. A new stocking, shown this last week, is a fine, seamless cotton and cassimere hose, and is made on a new machine which is patented. It makes a rib on the stocking automatically from the leg down the front of the foot, while the sole at the same time is being knitted plain. These machines, it is claimed, are the only devices whereby this can be done.

Carpets—The effect of the backward spring on carpets and upholstery sales has been quite marked, as the average housewife does not care to refurnish until the weather becomes more settled.

Clothing—While the clothing trade have not been buyers of woollens to any extent during the past week, still there has been considerable enquiry for certain lines of goods, which seems to indicate that the clothing trade, or some portions of it, are beginning to realize that they must augment the quantity of their fall piece goods, and that very

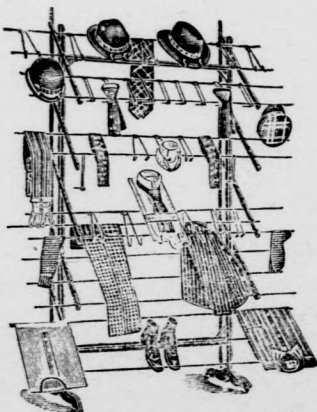
soon indeed. Clothiers seem to be a little stronger in their feeling that a good business this fall may yet be the outcome, because already they are receiving about the usual number and volume of orders from the men who have thus far started out. The weakness of the situation lies, however, in the fact that no one can yet tell what proportion of these orders will "stick."

Men Critics of Millinery.

The man whose wife buys his neckties revenges himself by supervising her summer hat. Here is what a Chicago milliner says of him:

"Hardly a day passes," she said, "that one of my customers does not come back to me with a perfectly lovely hat that she has carefully picked out and had made herself, after long deliberation, to have me alter it, because her husband doesn't like it. I could just shake the women who do this, so I could! The idea of their permitting their judgment about such a thing as a hat for their own heads to be overruled by their husbands! What do men know about women's hats, anyhow? Yet, the poor little disappointed, tyrannized woman comes in here to me, saying, 'I think the hat is perfectly beautiful myself, and I certainly would like to keep it, but my husband pooh-poohs it, and says it's "dinky," and a color mess, and an outrage on art, and 437 years too young for me, anyhow, and so I'll have to change it for something more staid.' 'Too young for you'—that's what the husbands are all saying now about the hats their wives are selecting for themselves. It's too exasperating, so it is! Do these husbands want their fresh looking, youthful-looking wives to get themselves up like occupants of a home for superannuated ladies? Do they want them to appear on the streets in bundly little black toques, with bunches of cherries sticking up at the back, and with Paisley shawls thrown over their shoulders? The idea!

"And the big way these men talk of colors, too—as if any of them knew the difference between cerise and burnt orange! Why, a man came in here with his wife the other day to see that she changed a hat she had had me make for her a few days before. The hat was as pretty a thing as any of my girls ever made, trimmed with a delicate shade of heliotrope chiffon. It certainly was not loud, and it certainly was not too young for the lady, who was not more than 35, and as pretty as a peach. Well, the way that man bossed around! And do you know that all the time he was talking about women's loudly trimmed hats he was wearing a green and yellow necktie himself—positively! If these crazy men are so afraid of their wives looking pretty and attractive, why don't they immure them in convents, or make them wear those blankets, with eye-holes, that oriental women wear?"



All kinds of Fixtures for best displaying all kinds of goods. Send for catalogs.

ACME MFG. CO., Battle Creek, Mich.

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.

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.

OF COURSE YOU WANT



A POINTER

The pointer we have to offer is that the grocer who undertakes to do business without handling

Queen Flake Baking Powder and Northrop Flavoring Extracts

Is handicapped in the race for success. These goods are sold at low prices, quality considered, and are guaranteed to give entire satisfaction. Manufactured only by

NORTHROP, ROBERTSON & CARRIER, Lansing, Mich.

The Question of Honesty.

If there is one thing of which women boast themselves more than another, it is of their superior moral sense. It is the one qualification that, in their eyes, fits them for careers and positions for which otherwise they are totally unqualified. Of course, we have no business training, they will admit, but consider how honest we are! Who ever heard of an absconding woman cashier? Who can point to a woman senator who has been bribed? Who knows a defaulting woman bank president?

To those who cherish this rosy theory of woman's honesty, it is a little disconcerting to find out that many of those who have dealings with the sex boldly declare that women are less honest than men, and that the extent of their stealing is measured by their opportunities. In proof of this it is urged that shoplifting is a crime almost entirely confined to women, and that what we politely call kleptomania is a disease that attacks women of the rich class with alarming frequency, but from which rich men seem to be almost immune.

Hotel-keepers are also among the sceptical critics of women's honesty. They say that well-to-do and apparently respectable women who occupy good positions at home consider hotel towels and glassware, bureau scarfs and such like their legitimate prey, and that it takes a large yearly outlay to supply these purloined articles. Furthermore, that women have no shame about taking them, but boast of collections that they have accumulated under the specious title of "souvenirs."

Happily, such women are far from representing the larger part of woman-kind, and here, as elsewhere, it is idle to draw comparisons between the sexes. Human nature is the same in both. There are honest women and dishonest women, just as there are honest and dishonest men—the only difference is that women's lack of principle manifests itself in pilfering, while a man's may take the form of street franchise gobbling or railroad wrecking, and in time come to be celebrated as financiering.

There is, however, one form of dishonesty among women that is far too prevalent and that is the dishonesty that springs from extravagance. Stripped of all the verbiage and sophistries with which women clothe the ugly fact, buying what one has not the money to pay for is nothing but plain, everyday stealing. Unjust as this is to the merchant, it is far worse when its victim is some poor seamstress or dressmaker, whose needle is the frail weapon with which she fights her hard battle against fate. It is almost incredible what hardships many of these are made to suffer. They are beaten down to the last cent for which they will work, and in many cases when they take home the dresses they have spent such toil upon, they are told it isn't convenient to pay then, and to come again. Time and again the weary dressmaker plods her way to her patron's house, often walking the long distance because she can not afford even car fare, while the rich woman who owes her indulges in another luxury with the money that should have paid a just debt. Say what one will about thoughtlessness, make what excuse you can, such money is blood money—stolen from one who can least afford to lose it, and the time will come when it will cry to heaven for restitution. Let no woman who owes her dressmaker or her servants account herself honest. If she spends on self-in-

dulgence what is due them, and keeps them pathetically waiting for their hard-earned wages, she is as dishonest as if she looted a bank or burglarized her neighbor's house.

Advantages of Ledge Displays.

Written for the TRADESMAN.

The overhead or ledge display in a dry goods store is a valuable adjunct as an advertising medium. By overhead display I mean the space between the top of the shelves and the ceiling. A great many merchants realize the value of this space for display purposes, but there are also a great many who do business day after day, spending liberally for newspaper advertisements, but who have never discovered that right in their own stores they have square yards of unused space for advertising which costs them absolutely nothing.

Now, there is not a man among this class of merchants who would think of keeping his show windows without a display of goods in them, and they are willing to believe that a good window display pays; but, when you begin to talk "overhead display" to them, they stoutly declare that it is a great deal of trouble to put it up and that it doesn't pay.

To be sure, it doesn't pay the man who finds it a trouble to put up a trim of this sort, for the simple reason that, when he once gets it up, it is allowed to remain anywhere from three to six months. I have frequently seen ledge displays so covered with dust that it was difficult to tell the color of the goods. This kind of overhead display naturally does not pay.

But just try changing this ledge trim every week, or as often as your window trim is changed. If your store is a large one each department will have its own goods displayed. In a smaller store the combination trim, such as silks, wool dress goods, laces, ribbons, etc., is very effective. It is surprising to see what an improvement this overhead display makes in the store; besides, by means of it you show up goods that would otherwise be on the shelves.

For a number of years I worked in a large Eastern store where the overhead display was changed every week. The proprietors gave special attention to these ledge trims, always insisting that they be put up with care and taste, so that the best effects could be had. This store came to have the reputation of being the most attractive in the city; and this attractiveness was, in a large measure, due to the interior display.

MAC ALLAN.

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.

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.

Have political and religious opinions, but don't flaunt them in the faces of all who differ from you.



To Merchants:

We have a sample book that we will furnish without charge express prepaid to any good merchant who wishes to take orders for single suits, either ready to wear or made to order. We manufacture all our own Clothing, and do not sell through agents. We sell to merchants only. We furnish them the best book in the market, and are so well known that we do not need to sail under false colors like the Empire Tailors, or Royal Black Snake Manufacturers of Clothing, or American Mongul Tailor, or the Black Horse Tailors, etc. We have been established twenty-five years, and our firm is well and favorably known. Can you use a book of samples to advantage? If so, send in your application and we will send you our next book which will be ready July 1st. Our spring and summer books are all placed. Get your application in early, for we will have a larger demand for our books than we can supply. Yours very truly,

Work Bros. & Co.,

Cor. Jackson and Fifth Ave., Chicago, Ill.

WORLD'S BEST

S.C.W.

50. CIGAR. ALL JOBBERS AND

G. J. JOHNSON CIGAR CO.
GRAND RAPIDS, MICH.

Strawberries Are Coming

forward in fine condition. Prices are reasonable. Send us your standing order for daily shipment. Will always bill as low as possible.

The Vinkemulder Company, = Grand Rapids, Mich.

Our Flavoring Extracts

stand the Pure Food test. Put up in full measure bottles and guaranteed to give satisfaction. Send us a sample order and be convinced.

DE BOE, KING & CO., Grand Rapids, Mich.
16 and 18 South Ionia Street.

ENGRAVERS

BY ALL THE
LEADING PROCESSES

PORTRAITS, BUILDINGS,
MACHINERY,
STATIONERY HEADINGS,
EVERYTHING.

HALF-TONE
ZINC-ETCHING
WOOD ENGRAVING

TRADESMAN COMPANY
GRAND RAPIDS, MICHIGAN.

Around the State

Movements of Merchants.

Memphis—Streeter & Co. have embarked in general trade.

Flint—Mrs. A. L. Gay has opened a grocery store at 713 Chippewa St.

Marcellus—Edward P. Castner has sold his grocery stock to J. Wilcox.

Gladwin—Horace E. Blodgett, hardware dealer, has removed to Gaylord.

Lansing—E. L. & M. J. Howard succeeded W. E. Sear in the meat business.

Wayland—W. J. Mills is now in charge of the drug store of H. K. Gleason.

Lansing—Cyril Blatt has sold his confectionery stock at 201 Washington street to J. S. Wilson.

Kalamazoo—Glass & Son have moved their drug stock from 106 Portage street to 151 South Burdick street.

Kalamazoo—The Kalamazoo Drug Co., Dr. C. P. Sayles, manager, will shortly occupy 106 Portage street.

Kalamazoo—Wirt C. Henry, who conducts a grocery store here and at Battle Creek, has removed to Tekonsha.

Calumet—F. C. Glocke & Co., of Marquette, will shortly engage in the wholesale and retail tobacco business.

Cheboygan—Wm. E. Allair has purchased the grocery stock of E. J. James & Co. and will also deal in provisions.

Adrian—Baker, Shattuck & Co., pork packers and wholesale cheese dealers, have changed their style to the Riverside Co.

Charlevoix—R. P. McDermott has sold his confectionery stock to C. J. Long, of Chicago, who will take possession June 15.

Traverse City—Hendrick & Co., wholesale and retail dealers in confectionery and ice cream, have removed to this place from Ann Arbor.

Saginaw—Sydney R. Qua, of Detroit, has taken the management of the men's furnishing goods department of the Saginaw Dry Goods & Carpet Co.

Watervliet—W. L. Garrett has sold his drug stock to R. W. Cochrane, formerly from Kalamazoo, who will continue the business at the same location.

Fenton—Judge Wisner has granted the petition of creditors of the defunct State Bank of Fenton for a hearing in regard to their claims, and has set it for May 23.

Fenton—H. S. Beaumont and G. E. Beadle constitute the new firm, under the style of the Star Shoe & Clothing Co., which succeeds A. Forbes, the clothier.

Greenville—B. Haskell, of Cadillac, has rented a store building at this place and will begin business Aug. 1 with a line of dry goods, clothing and boots and shoes.

Whitehall—S. P. Van Zant has embarked in the meat and farm produce business. Charles and Joseph Watkins and A. E. Van Zant will represent the firm on the road.

Homer—John A. Barnum has retired from the shoe firm of Shear & Barnum. The business will be continued by the remaining partner under the style of Harmon E. Shear.

Homer—Geo. W. Feighner, who has for some time been in the employ of Harmon & Allen, has purchased their stock of boots and shoes and will continue the business.

Lapeer—Wm. Carr, for a long time head clerk for L. J. Haddrill and later with the Lapeer Mercantile Co., has embarked in the grocery and provision business on his own account.

Kalamazoo—Hall Brothers are fitting up a very fine drug store at 141 South Burdick street, moving the stock of E. M. Kennedy, which they have purchased, from 157 South Burdick.

Saginaw—Simon Sheyer, dealer in clothing and boots and shoes, and Tillie (Mrs. N.) Sheyer, also engaged in the same line of trade, have merged their stocks under the style of Sheyer Bros.

Petoskey—Jacob Spearow, of La Grange, Ind., has purchased the feed store of Frank Merchant. Mr. Merchant retains the feed mill and will devote his attention to his real estate and saw-mill business.

Saginaw—The market committee of the Retail Merchants' Association, consisting of David Swinton, Louis Moutner, J. H. Moore, A. Robertson and T. J. Norris, have undertaken the work of securing the establishment of a regular city market.

Kalamazoo—John Richmond is undertaking to interest the meat dealers of this city in the organization of a Retail Meat Dealers' Association, similar in scope and purport to the Grand Rapids Retail Meat Dealers' Association. He is meeting with flattering success.

Gaylord—Robt. H. Russell has sold his drug stock to Arthur E. Morrish and Mark S. Brown, who will continue the business under the style of A. E. Morrish & Co. Mr. Morrish has been employed for several years in the drug store of his brother, N. D. Morrish, of Sault Ste. Marie.

St. Johns—Foersch & Danley, dealers in grain, feed, hides and furs, have dissolved. Geo. J. Foersch will continue the business at the old stand, and Byron Danley will remove into another building and combine the purchase of chickens, hides, etc., with the agricultural implement business.

St. Joseph—Four large fishing firms which left here two months ago and went to Michigan City, Ind., on account of the stringent Michigan fish laws, have been driven back here by the scarcity of fish in those waters. They will lay up their boats and not fish at all until the laws of Michigan are changed.

Detroit—The J. C. Ayer Co., Lowell, Mass., is sending circulars through this State warning druggists and general dealers against a man who represents himself to be an agent of the company and who goes under the names of Burrows and Smith. They say he is a swindler. His method of operation is to try to obtain cash for a small draft on the J. C. Ayer Co., or to sell goods purporting to come from them and collect for the same.

Manufacturing Matters.

Marion—The Marion Cheese Co.'s new factory began operations May 10.

New Baltimore—The New Baltimore Creamery Co.'s new plant is nearly ready to begin operations.

Onaway—Brooks & Sterling will put in a shingle mill plant here at an early date, with a capacity of 75,000 shingles per day.

Harrisville—A cheese factory is to be established here by the Michigan Cheese Co. Farmers are asked to give a bonus of \$1.50 for each cow.

Mt. Pleasant—The Deerfield cheese factory has begun operations with a good supply of milk. John A. Gardham is manager of the enterprise.

Detroit—The Avery Preserving Co. has been incorporated with a paid-up capital of \$25,000. The incorporators are: Darius N. Avery, 1,250 shares; George E. and John H. Avery, 625 shares each.

Battle Creek—L. J. Davis, of Olivet, has engaged in the manufacture of mop handles and the Davis coat hanger.

Greenville—The Greenville Buggy Co., composed of Dell Moore and L. B. Wright, has begun business at this place.

Gaytown—A. Frutchey, of Cass City, has purchased the grain elevator of R. Klein. Mr. Klein will devote his entire attention to his mercantile interests.

Escanaba—The new railroad to open a new territory between here and Republic is an assured fact. Work on the necessary construction camps has been begun.

Houghton—The St. Mary's Canal Mineral Land Co. has sold to the Tamarack Mining Co. the timber on twenty square miles of land between Houghton and Ontonagon for \$90,000.

Petoskey—F. D. Merchant has purchased the Bain & Chapman sawmill. He will convert it into a hardwood and hemlock mill, putting in a side track so as to draw logs from the North.

Manistee—J. O. Nessen has shipped his machinery, boiler and engine to Burdickville, where he will erect and equip a sawmill. The capacity of the mill will be between 12,000 and 15,000 feet per day.

Manistee—The loss on the Sands salt block was adjusted last week, and men and teams are busy at work clearing away the debris, and a new block will be in operation there within 60 days. The mills can not start until the salt block is ready, so they do not want much delay.

Newaygo—Hemily & Kennicott is the name of a new copartnership which has been formed at this place. They have purchased the planing mill and machinery of the Converse Manufacturing Co., which they will remove to a tract of land purchased by them, and will conduct a lumber yard and deal in all kinds of building material.

Saginaw—J. W. McGraw owns a tract of timber on the Bagley branch of the Mackinaw division which is estimated to cut 250,000,000 feet of soft and hardwood timber. The Michigan Central has a contract for hauling several million feet of logs annually from this tract to this river. E. Bennet built a shingle mill on this branch which has been cutting shingles for McGraw, and the latter has about closed a deal for the purchase of the mill which is located at a new lumber hamlet called New Toledo, and McGraw is also closing a deal with Moore & McMorris, of Arthurville, also on the Bagley branch, for the purchase of their stove mill, which has been cutting timber for McGraw under contract.

Bay City—It will be about three weeks before any logs can be expected from Canada, and mill owners who are waiting for stock are getting rather impatient for the sawing season to begin, in view of the good prices at which lumber is selling. Sawmills not in operation have been placed in readiness for active work as soon as logs are received, and when the logs do come the mills will be crowded the remainder of the season. Smalleys & Woodworth are running day and night. The lumber market is a little tame just now, and only a few transactions have been noted. Box lumber has been sold up closely and there is very little of it on the market either on this river or the Lake Huron shore. A large portion of the output of the mills here goes into the Eastern market, and as trade there is dull the effect of it is felt here.

Nashville—W. E. Shields has purchased the Powles' property and will convert the old woolen mills into a wood working plant, thus affording room for more machinery.

Saginaw—Lumber is not accumulating very fast here, for the reason that few mills are being operated. Merrill & Co. have not started their mill and have less than 6,000,000 feet of logs in the mill boom. C. K. Eddy & Son have not started their mill. They have been figuring on some logs, but the deal hangs fire and it is not known when the mill plant will be put into operation.

Cheboygan—There was a large amount of logs and timber put in last winter on the northern extension of the Detroit & Mackinac Railroad, in the vicinity of Onaway, and it is expected that it will take until July to haul it to points of manufacture, and as soon as this is out of the way it is understood the work of extending this road to this city will be started. There remains only twenty miles of road to be built. It opens up one of the most extensive timber tracts in the State.

Hides, Pelts, Furs, Tallow and Wool.

Hides are strong at advanced prices, with no accumulations. No one seems to know what they are worth, but asks a price in advance, and some one seems to take them. They are worth what one has the cheek to ask and someone's wants oblige them to pay. Light stock has advanced, with the demand equal to the supply, although some tanners refuse to buy.

Pelts are not quotable, there not being enough offered to make a price.

There are no more offerings in furs. Tallow is some higher for fresh stock, while all grades show a slight advance, in sympathy with meat products. Old stocks are sought after particularly.

Wool shows some more activity, especially in the West where new wools offer. Western buyers are paying more than Eastern markets warrant. They seem to think that wool is good property for the future. Eastern buyers are in the field looking, but so far prices are above their views. The new clip, judging by present indications, will not be loaded on cars below 16c for fine and 20c for medium unwashed, which is fully up to selling prices East.

WM. T. HESS.

The St. Louis Potato Market.

St. Louis, May 17—Our market for the past week has been very strong, all varieties selling at top quotations. Although Chicago and other Eastern markets eased off, on account of heavy arrivals, our market continued to hold up, on account of very light receipts for some weeks back. As our market has been slightly under the quotations of Chicago and the East, they have caught all the shipments, while we have been living hand-to-mouth. Had it not been for Colorado potatoes, there is no doubt our market would have gone to the dollar mark. Old potatoes may ease off slightly here the coming week, but we do not look for a very heavy decrease in prices, as we are still very short on old potatoes. And Burbanks are especially desired.

MILLER & TEASDALE CO.

His Stock in Trade.

Black: Brown is always borrowing trouble.

Russet: That isn't the worst of it.

Black: What then?

Russet: He insists on everybody sharing the loan with him.

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

Grand Rapids Gossip

The capital stock of the G. J. Johnson Cigar Co. has been increased from \$10,000 to \$30,000.

Geo. W. Van Brunt has opened a grocery store at Slocum's Grove. The Worden Grocer Co. furnished the stock.

G. S. Baker, of Utica, N. Y., and E. F. Kirkpatrick, of this place, have opened an undertaking establishment at 178 East Fulton street, under the style of Baker & Kirkpatrick.

Chas. Bough has opened a grocery store at 450 South Division street. The stock was furnished by the Ball-Barnhart-Putman Co. Mr. Bough has clerked for Philip Graham for several years.

The Ideal Clothing Co. has leased the second, third and fourth floors of the Kennedy block, corner Waterloo and Louis streets, and is removing its manufacturing and shipping departments to that location.

The Produce Market.

Asparagus—25c per doz. for home grown.

Bananas—The demand is steady, with prices rather higher than good for the best movement of fruit. The expectation was a few weeks ago that by this time the supplies would be cut short because of the war, and the market would be abnormally high. Such has not been the case. The supplies are still ample and promise to be so for some time to come.

Beans—The market is stronger and higher, due in a large degree to the enormous purchases of the Government for the use of the army and navy. Local dealers hold city picked at \$1.30 per bu. in carlots and \$1.35 in smaller quantity, including bags.

Beets—New, 30c per doz. bunches. Butter—Dairy commands 9@11c, ranging from choice to fancy, and factory creamery is in moderate request at 15½c. Receipts are ample to meet the consumptive demands of the market.

Cabbage—75@85c per doz.

Carrots—30@35c per doz. bunches.

Cocoanuts—4@5c.

Cucumbers—60@75c per doz.

Eggs—The market has taken a drop, due to the withdrawal of the cold storage buyers and the collapse of the Lake Odessa bubble. Local buyers are offering to pay 8c on track and in some cases are offering to return cases free of freight, especially in localities where the eggs are unusually fine in quality and large in size. Brice & Co. have pulled out of the local field, largely because they could not meet the crazy quotations sent out by the Lake Odessa mushroom and get out whole—on the basis of the present market in the Eastern cities. The demoralization incident to the massing of several carloads of stock at Lake Odessa will have a bad effect on the Michigan market for several days, after which the warm weather and the consequent deterioration in quality will probably take a hand in forcing the price down still lower.

Green Onions—8c per doz.

Green Peas—\$1.20 for bu. crate.

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

Lemons—The demand is increasing as the season advances, but the weather thus far has been rather cooler than usual, and so has checked the call. But Messinas are advanced a little, while Californias are steady at former figures.

Lettuce—8c per lb.

Onions—Dry stock from Mississippi commands \$1 per bu. Bermudas fetch \$2.25 per crate.

Oranges—The market is a trifle firmer on navel, and the movement continues good. The demand on the whole list continues good. There are few, if any, more navels to arrive, but they are yet the best sought for orange on the mar-

ket. The receipts of Mediterranean sweets and Malta bloods are increasing and are of fine quality. Seedlings are selling at fairly low prices, but are of fine quality in general.

Parsley—20c per doz. bunches.

Pieplant—¼@1c per lb. for home grown.

Pineapples—Medium Bermudas command \$1.50@1.75 per doz. Floridas are in good demand at \$1.75@2.

Pop Corn—50c per bu.

Potatoes—The market for old stock has every appearance of being on the verge of a last grand rally. Local dealers are paying 60@70c and holding at 70@80c. New stock commands \$1.25 for red and \$1.35 for white.

Radishes—\$1 per box or 20c per doz. bunches. Excellent stock is arriving now from Canada.

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

Spinach—30c per bu.

Strawberries—Arrivals are about equally divided between Tennessee, Arkansas and Illinois fruit. Prices range from \$2@2.75 per 24 qt. case, according to size and quality.

Tomatoes—\$3 per 6 basket crate.

Vegetable Oysters—15c per doz.

Wax Beans—\$1.25 per ½ bu. crate.

Comparative Statement of the Banking Situation.

The statements showing the condition of the banks May 5, just published, are very encouraging. In spite of war and rumors of war and the consequent unsettlement of business, the reports show a decided improvement over the conditions of Feb. 18—a greater improvement, in fact, than the reports of Feb. 18 were better than those of Dec. 15 preceding. From a consolidated statement of the five National and four State banks in this city, omitting the two trust companies, the following interesting figures are gleaned:

Commercial deposits Feb. 18.....	\$2,967,074 93
Commercial deposits May 5.....	3,178,295 92
Increase.....	211,221 99
Savings deposits and certificates Feb. 18.....	6,508,810 35
Savings deposits and certificates May 5.....	6,607,220 96
Increase.....	98,410 61

The commercial deposits in the National banks increased \$291,654.50, and in the savings banks decreased \$80,463.51. The saving and certificate deposits, bearing interest in the National banks, decreased \$52,286.92 and in the savings banks increased \$150,697.52. The net increase in commercial and savings deposits was \$390,065.11, as compared with Feb. 18 and \$662,272.22, as compared with Dec. 15. The total deposits decreased \$10,955.94, due to heavy withdrawals by out-of-town banks carrying deposits and reserve here.

Loans and discounts Feb. 18.....	\$8,060,149 50
Loans and discounts May 5.....	8,084,330 23
Increase.....	24,180 73
Bonds and mortgages Feb. 18.....	1,804,085 88
Bonds and mortgages May 5.....	1,763,701 93
Decrease.....	40,383 95

The National banks increased their loans and discounts by \$633,505.41 and the savings banks by \$290,574.26. The increase in loans and discounts since Dec. 15 was \$1,417,577.38.

Cash resources Feb. 18.....	\$3,506,423 98
Cash resources May 5.....	2,745,604 61
Decrease.....	760,819 37

Of the decrease in the available funds the National banks have \$621,635.38 and the State banks \$139,183.96. The total reduction since Dec. 15 was \$1,034,943.28, and at this rate the complaint of having too much capital on too heavy a reserve will soon disappear.

An encouraging feature about the statements is that they show that the improvement is not confined to any one bank, but affects all of them. All have increased loans and discounts; all but two have increased deposits, and all but two have reduced their idle funds.

The Grocery Market.

Sugar—Refined grades are firm, with a good many grades oversold. The grades oversold include crushed, XXXX powdered, powdered, mould A, standard granulated, diamond A, confectioners' powdered, Nos. 1, 4 and 5, and Nos. 13 to 16 inclusive. Other grades are in light supply.

Tea—Expectations that the new crop of Japan teas, purchases of which are now being made, would be available at lower prices than last year have not yet been realized. The new-crop prices are fully as high as last season, when they were considered unduly high because of the duty expectations and the speculation incident thereto. Prices have not changed during the week, and the future is uncertain.

Coffee—There is no change in the market, the feature of the week being the difficulty in getting bulk and package coffees fast enough to fill orders. Another feature of the trade is the large amount that has gone into consumption. In spite of the unusually large volume of coffees sent out to retailers, the average retailer has still very small stocks, and is calling for more so rapidly that the jobbers and roasters are not able to fill the demand.

Canned Goods—Baltimore advices are to the effect that the purchase of 25,000 cases of tomatoes by the Government for the use of the army and navy has completely cleaned up the spot stock at Baltimore, Philadelphia and New York. Spot corn is in fair demand at unchanged prices. Nothing is being done in Harford county futures, but some New York and Maine futures are selling. Baltimore packers are asking 5c a dozen advance for seconds yellow peaches, on account of the scarcity on spot and the probability of a small pack. Some peaches can be gotten from second hands for less than the packers' price. California futures are not offered to any extent, and spot goods are not in much enquiry. Small sales of peas are reported. Nothing is doing in futures.

Rice—A healthy condition of trade is still reported in the rice market. Business is perhaps less active than heretofore, but there is considerable trading going on in a comparatively small way which makes a good aggregation of sales. Firm reports continue to come from primary markets at home and abroad.

Syrups and Molasses—Molasses has been especially active, this condition being largely produced by the scarcity. The market has advanced at least 1c per gallon during the past week, and may go even higher. Porto Rico molasses has ceased to come to American ports, on account of the war complications. There will be comparatively little business done in syrup from now on, owing to the warm weather. There are no low or medium grades of sugar syrup, and the fancy stock is being taken for export. Prices are unchanged.

Dried Fruits—Not much change is noted in the market, except that prunes are still tending to higher prices beyond the advance recently noted. There is a stronger feeling in fancy raisins, but no changes are to be noted this week in quotations. The stocks of low grade and second picking raisins are being disposed of to other sources than through the trade, some going to the wineries, and some to the feeding of stock, a use that is sometimes resorted to with currants when the grade is low, with the stocks heavy. There are so few evaporated or dried apples in the mar-

ket as to cut but little figure in the course of trade. Prices are high, as they have been all the year. The high prices on apricots have tended to a slackening of demand for them, and the movement is light. Peaches are scarce and are reported to show a stronger feeling. Reports from the coast say that Southern California is well cleaned up on prunes, and buyers are going to northern coast states for stocks. The use of California prunes in Germany the past year has grown wonderfully, and this class of fruit has come to be a staple stock in the leading cities of that empire. The foreign demand has been the salvation of the prune market, and promises to continue a large factor in the market for a considerable time to come. There is no change in the market on berries, and the movement is comparatively light in this market.

Figs—A firm of well-known fig importers in New York City has received a letter from Smyrna which conveys the information that the male fig trees, being rather delicate, were hurt by the cold winter, and from present prospects the crop will be short about 30 per cent. The correspondent predicts high prices for figs, and states that in his opinion it will be a risky proceeding to make contracts for future delivery, as in all probability prices will be considerably higher, and it will be difficult to make deliveries.

Provisions—Export trade for English and Continental markets has been the leading feature during the past week, but even for this the trade has been comparatively slow. Prices for the home trade are about steady, but there is no special activity in the market. Family and short cut pork are the firmest on the list. There is also a decidedly firmer feeling and good demand on bellies and bacon. Lard continues very firm and prices are still advancing. The prospects for the entire list are for higher prices.

Salt Fish—John Pew & Son (Gloucester) write the Tradesman as follows: The receipts of fish kinds at this port for April was 5,041,606 pounds, or nearly four and one-half million pounds less than in March. The total receipts for the four months of this year to May 1 was rising thirty million pounds. The Southern mackerel fleet have landed only eight fares of fresh mackerel at New York and Philadelphia, and the catch has been a failure, owing to the stormy weather. The vessels are returning home and will fit for the catch off the Cape Shore coast. In codfish kinds there is a firmer undertone to the market, and already the prices for fresh fish for splitting have advanced this week 10 per cent. or more over last week's prices. At present some difficulty is experienced in getting crews to man our vessels, as 275 fishermen have already enlisted in the navy and the vacancy has not been filled as yet. Gloucester thus far has sent into the navy and army one-seventy-fifth of its population. If the whole country does the same it would take 950,000 men out of the ordinary pursuits for sailors and soldiers. Probably no city or town in the United States feels the war at present as Gloucester. In the present condition of affairs we do not see any cause to make lower prices for codfish kinds. When Cuba is restored to freedom and a wise government, that fair island will blossom and bloom like the rose; this country will receive much business from there, and our city will be likely to receive a large demand for fish.

MODERN ADVERTISING.

Strength and Weakness of the Present System.

Written for the TRADESMAN.

One of the most elusive, as well as illusive, problems which pester the waking hours of the commercial promoter, and one which, if given the opportunity, will absorb a large share of his profits without affording him any adequate return, is the problem of advertising.

Almost every business man thinks he knows how to advertise his own business, but the millions of money wasted every year in fruitless advertising ought to awaken a suspicion at least that somebody is making mistakes in this connection. One of the elusive features of advertising is the difficulty of accurately tracing results so as to place the credit where it belongs. This is even more difficult in connection with local retail advertising than in a wholesale or mail order business.

If a system of advertising could be devised that could guarantee to the advertiser a certain number of enquiries or opportunities to accomplish the thing aimed at in the advertisement, then the advertising business would be placed upon a practical rather than a theoretical basis as at present. But so many factors enter into the problem of success or failure, in connection with advertising, and so long as the responsibility in this connection is divided and uncertain of satisfactory demonstration, more or less dissatisfaction will continue to exist. Under the present system no seller of advertising space can guarantee his patrons anything in the way of results—he simply farms out so much space in a certain position and the advertiser must take his chances of securing a harvest from it. In many—we might safely say in a majority—of cases the advertiser does not even know how much space he is paying for, and the circulation of the medium is an unknown quantity to him. An advertiser is certainly entitled to know positively just how many inches of space he is paying for and the approximate number and grade of prospective customers he is reaching through it. After he has possessed himself of this necessary information the success of his investment will depend upon his own tact and judgment.

Experts differ as to details, but there are certain well-grounded principles which are largely self-evident and may be stated as follows:

1. The best advertisement is the one that brings the best results.
2. The medium which has the largest circulation among the class the advertiser desires to reach is the most valuable for his purpose.
3. The first requisite of an advertisement is to attract favorable attention and the second is to bring the advertiser and his prospective customer together.
4. The more exclusive and direct the communication between the advertiser and his prospective customer the better for the advertiser.
5. To be continuously effective the advertisement must be sustained by the facts or its field of usefulness shifted to catch fresh victims.
6. The subject advertised must meet or create a want either actual or imaginary. (But imaginary wants are apt to react upon the advertiser.)
7. Honest goods honestly and intelligently advertised by an honest advertiser in an honest medium will bring the most satisfactory and lasting results

and cover the whole ground of legitimate advertising.

Every advertiser should cultivate an individuality in his advertising in harmony with the individuality of his business—in other words, talk through the advertisement the same as to a customer face to face. Then when the two meet no formal introduction is necessary, but they meet as old acquaintances and the customer is at ease, free from restraint. If otherwise, the customer, after reading an advertisement, calls in answer to it and the unfamiliar reception he meets with causes him to feel that he has made a mistake and got into the wrong place and the resultant embarrassment is likely to defeat the good work of the advertisement.

The illusive features of advertising may be fitly symbolized by a two-edged sword. Such advertising is apt to injure both the advertiser and those who answer to its blandishments. It is said that figures do not lie, that 2 and 2 always make 4; but we all remember to have seen them arranged so as to make 22, which proves that even a statement of fact may have a double meaning.

Many an honest merchant is forced to pursue methods in his business which he had rather not have mentioned, but he must meet competition or go out of business. Our competitive system has certainly gotten us into a nice predicament when an honest man, in order to pay his honest debts, is obliged to swindle somebody else in order to get the money to do it with. But, as a Western attorney is quoted as paraphrasing or modernizing Benjamin Franklin's motto, "Honesty is the best policy," "It pays to be pretty nearly honest."

The modern fad of bargain advertising so extensively engaged in by the leading retailers has its ridiculous features and is certainly demoralizing to legitimate business, as well as confessedly unsatisfactory in general results. The public is being educated to become a horde of desultory shoppers, instead of reliable and steady customers, while the advertiser manages to take in just about enough cash on special sales to pay for the advertising and the cost of the goods sold. He has a crowd on bargain days, but, "don't you forget it," so has his competitor. Probably a few more goods are sold than would have been by the ordinary method, but neither of them has a cent more profit to show for it than if the special sale had not been held. Neither of them has won a steady customer, but each has probably lost a few through dissatisfaction in the shoddy or shopworn goods worked off on them through the bargain sale. Everybody connected with the store is overworked one or two days in the six and the rest of the time has little to do. But it looks like business while it lasts, and will end only when it has run its course and everybody gets sick and tired of it, or until a new fad is sprung to fill another long-felt want for free entertainment at the expense of the obliging merchant. It is probably one of the phases in the process of evolution succeeding the remnant counter fad, which used to be extensively advertised as the star performer to attract the crowd.

The writer remembers a circumstance in point, some years ago: On entering a large general store, the clerk at the dry goods counter was noticed cutting up whole pieces of new goods, rolling them up and placing them on the remnant counter. Upon being asked what it

meant, he smiled and said: "The goods sell faster that way." "But don't you have to sacrifice on the price?" was asked. "We get just the same price and often sell to a customer a yard or two more than we would otherwise, because we are not expected to cut a remnant," was the reply; which goes to show that an innocent fad, although ridiculous in itself, if well catered to, may be the keynote to success after all.

We are fast developing into a nation of bargain-hunters, and the advertiser is largely to blame for it. "Something for nothing," is the watchword and we literally fall over one another in our mad rush to embrace a fake, while legitimate business, with idle hands in empty pockets, looks on in helpless amazement. The poor dear public will probably never learn that the law of compensation is inexorable and that, if one of its number gets the advantage in one point, there must sooner or later come a reaction which will pay back in losses in some other way, to balance the account.

Local newspaper advertising seems to be the most popular with the retail merchants just now, and probably justly so. Where there are several local papers published, the merchant is usually under tribute to all of them and the chances are that he is unable to justly determine which of the several mediums is of the most value to him. He pays the same rate probably to each, and kicks with out discrimination when the bills are presented. A house that employs a practical advertising man is nearer to being on a scientific basis with regard to advertising than are the indiscriminate patrons of the art; but it is only the large houses that can afford to employ a specialist in that line.

As newspaper advertising seems to have the preference, I would like to suggest a co-operative scheme embracing the newspapers and their patrons. The value of advertising space is based usually on circulation, and circulation is necessary to secure advertising patronage. The circulation of any given newspaper extends only to a limited percentage of the population, as a great many people in every community who buy the necessities and sometimes the luxuries of life do not feel that they can afford to subscribe and pay for all the local papers, and a great majority who

do take them regularly do not pay cash in advance. Merchants who advertise get the greatest benefits from the widest circulation and are, therefore, interested in increasing the circulation of the papers in which they advertise. The advertising patronage of a newspaper is its largest and most reliable source of income.

Few people refuse to take something they can get for nothing. A great many merchants are continually giving away prizes of one thing and another to their customers for which they are paying some outside concern a royalty on their entire trade, in addition to the money they are obliged to expend for newspaper advertising with a limited circulation.

Now let us suppose that the newspaper publisher and his advertising patrons get together on the following co-operative plan: The publisher to provide coupon books containing coupons representing one month's subscription to his publication; he will present to each cash subscriber coupons, the face value of which is equivalent to the amount of cash paid. These coupons to be redeemed at their face value by the merchants who are in the plan, in the proportion, we will say, of 5 per cent. of the amount purchased for cash at their places of business by the holders of the coupons. The coupons, having been thus redeemed, may be destroyed, or an arrangement might be made whereby the publisher would allow a part or all of the value of the coupons to the advertiser on his advertising contract.

Not a family but would take a newspaper on these terms, which in most instances would increase its circulation fourfold. The plan would result in cash transactions all around. The advertiser would have a double pull on the public—one through his regular advertisement in the publication, which would be four times more valuable by reason of its increased circulation, and second, he would get the advantage of the cash trade of the coupon holders, who would be obliged to patronize him in order to get their money back from the newspaper subscription.

While the war excitement is high and everybody wants the news, and as every family is obliged to patronize some merchant and would, of course, go where the coupons were good, this scheme ought to take like hot cakes.

J. M. BANKER.

Grocers' Roll-Top Refrigerators

Made in Oak, Polish Finish, packed with Mineral Wool and Charcoal Sheathing. Eight walls to save the Ice. Upper cabinet for small Cheeses, Yeast, Butter in Rolls, Etc. Cold storage below. Ice put in from either end. Made in two, three, four and five rolls. The larger sizes have a place for scales just over the central rolls. A most elegant fixture at a price which will soon pay for itself in increased sales and saving of ice.

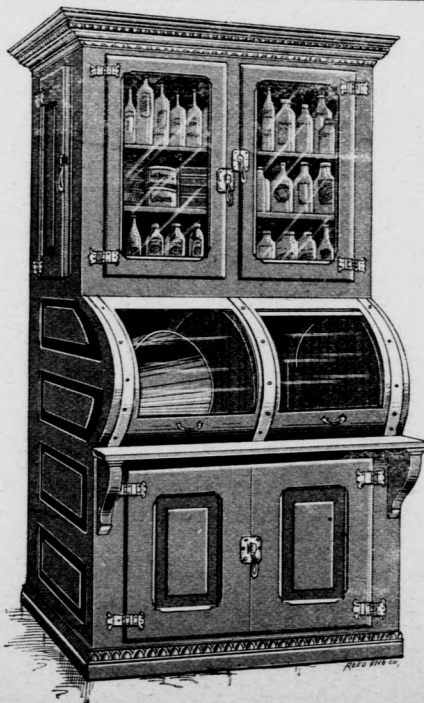
NET PRICES

2 Roll.....	\$50.00
3 Roll.....	\$65.00
4 Roll.....	\$75.00
5 Roll.....	\$85.00

Special Refrigerators for Butchers, Hotels, Ice Cream Dealers, Etc., constantly on hand or made to order. Send for catalogue.

Grand Rapids Refrigerator Co.

Grand Rapids, Mich.



We Are Headquarters for War Novelties

Souvenirs, Buttons, Patriotic Neckwear, Ribbons, etc. Our line comprises all the popular fast-selling novelties that are being manufactured to supply the present enormous demand. Put in a stock at once. Our line is guaranteed to be the best sellers. Prices always right. Order your supply at once. Be sure and order by number. For the complete line of our Patriotic Goods, write for our Special Circulars.



No. 115

No. 115—Crossed American and Cuban flags, in beautiful colors, very appropriate button. Has patent pin-back.

Price, per dozen.....\$ 15

Price, per gross.....1 50



No. 117

No. 117—A small, neat design of the flag of Cuba, in colors. A very handsome button. Has patent pin-back.

Price, per dozen.....\$ 15

Price, per gross.....1 50



No. 140

No. 140—"Old Glory" in colors, a neat design.

Price, per dozen.....\$ 15

Price, per gross.....1 50



No. 142

No. 142—The American flag in colors, dark background, making a beautiful effect.

Price, per dozen.....\$ 15

Price, per gross.....1 50



No. 1003—American Eagle Pin, U. S. Flag, drop design of "Maine" in colors on celluloid pendant.

Price, per dozen.....\$ 65

Price, per gross.....7 50

UNCLE SAM BOUND FOR CUBA.

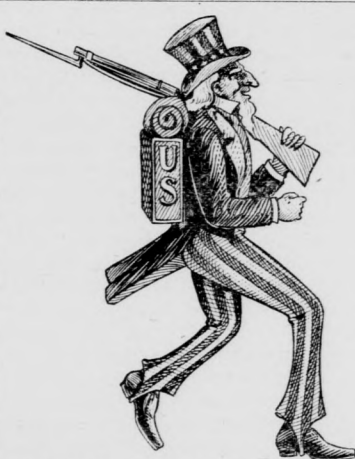
Made of embossed metal, finished in National colors, one each on a card. Without question the most popular patriotic pin ever put on the market. Sold in extensive quantities. We handle it in two sizes.



No. 1001—Made of No. 5 silk gros grain ribbon bow with American and Cuban flags.

Price, per dozen.....\$ 35

Price, per gross.....3 75



No. 1004—Medium size, height 2 inches, with safety-pin back.

Price, per dozen.....\$ 35

Price, per gross.....3 75

No. 1005—Large size, height 2½ inches, with safety-pin back.

Price, per doz.....\$ 65

Price, per gross.....7 50



No. 114

The "Maine" is in handsome colors. Button has patent pin-back.

Price per doz..\$ 30

Price, per gro..3 00

No. 121

Uncle Sam on the run to Cuba. This is a tremendous selling design—in appropriate colors.

Price, per doz..\$ 30

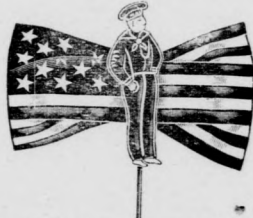
Price, per gro. 3 00



No. 1002—Maine Sailor, enamel inlaid in colors with a U. S. silk flag as a background.

Price, per dozen.....\$ 65

Price, per gross.....7 50



No. 137—Pin-back only. One half of the bow consists of the Cuban flag and the other half the American.

Price, per dozen.....\$ 35

Price, per gross.....4 00

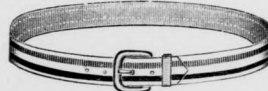


No. 147—Extra large American flag bow, with stick pin. Engraving is exact size.

Price, per dozen.....\$ 75

Price, per gross.....8 50

PATRIOTIC BELTS.



Red, white and blue stripes, width 1½ inch, kid covered buckle, metal eyelets, belt grass cloth lined. A very popular article.

Price, per dozen.....\$2 00

Price, per gross.....2 00

ENAMELED METAL PATRIOTIC PINS



No. 150—Flag of Cuba, solid metal, Roman gold finish, enameled in colors. One each on a card.

Price, per dozen.....\$ 30

Price, per gross.....3 00

No. 151—Metal combination U. S. and Cuban flags, enamel inlaid in colors.

Price, per dozen.....\$ 30

Price, per gross.....3 00



No. 120—Button or pin-back—"Old Glory" tied in a beautiful bow. Pin-back will be sent unless otherwise ordered.

Price, per dozen.....\$ 35

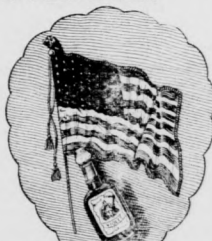
Price, per gross.....4 00

PATRIOTIC PERFUMES.

No. 313

Put up on 7x8 inch cards, with American flag embossed and finished in colors. Supplied with a 1-oz. bottle of Bicycle Extracts. Assorted in various odors.

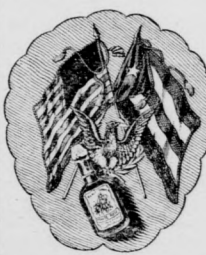
Price, per doz..\$ 70



No. 314

Size of card, 7x8 inch, handsomely embossed in American and Cuban flags, finished in colors. Each card supplied with one bottle of 1 oz. Bicycle Extracts. Assorted in popular odors.

Price, per doz..\$ 70



DEWEY'S PILLS FOR SPANIARDS.

Flag enameled in colors. Bullet pendant.

Per doz.....\$ 35

Per gross.....4 00



No. 152—Large American flag, enamel finished in colors.

Per doz.....\$ 30

Per gross.....3 00

No. 1000—Celluloid flag, in colors, on a stick pin pole, with ball top.

Per doz.....\$ 30

Per gross.....3 50



Cuban Insurgent—A very patriotic and popular selling article, companion to the Maine Sailor. Made in National colors, representing Cuban Insurgent in center with Cuban flag.

Price, per dozen.....\$ 65

Price, per gross.....7 00



Maine Sailor—Made in National colors, representing one of our martyred Maine Sailors in the center.

Price, per doz.....\$ 65

Price, per gross.....7 00

LYON BROTHERS, H. WOLF & CO.

WHOLESALE GENERAL MERCHANDISE, 246-248-250-252 E. Madison St., Chicago, Ill.

Write for our complete Illustrated 464-page Catalogue, mailed Free to Dealers Only upon application.



Devoted to the Best Interests of Business Men

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

ONE DOLLAR A YEAR, Payable in Advance.

ADVERTISING RATES ON APPLICATION.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - - MAY 18, 1898.

THE FIRE WASTE.

The statistics giving the fire losses for the first four months of the present year continue to show a steady decrease in the waste from conflagrations in the United States. It has been manifest for some time that the underwriting business has been quite profitable, but the figures now available prove more conclusively than mere reports of profits of individual companies that the insurance business is again very prosperous.

According to the New York Journal of Commerce, the accepted authority on the subject, the total fire loss for the first four months of the year has been \$37,958,000, as compared with \$42,032,000 last year and \$47,620,000 in 1896. Most people would imagine that this decrease in the fire waste would be cause for congratulation, but apparently the Journal of Commerce does not think so. Our contemporary fears that the large profits made by some of the companies will lead to rate cutting and to the rupture of the compacts existing between the companies and controlling rates in nearly all parts of the country. "Looking at the matter from the standpoint of the future of the fire underwriters," says the Journal of Commerce, "it would seem that the temporary profits now being made are an injury rather than a gain, because there is so much dissatisfaction and disloyalty in the various rating associations that a continuation of moderate fire loss means an encouragement to plunge into rate wars in at present profitable sections. A series of heavy fires at this time would operate in the direction of restraining combative minds, and it is probable that an increase of, say, 50 per cent. in May, June and July aggregates this year, as against 1897, would be to the ultimate advantage of the fire insurance companies. At present, too, many of them are flushed with the profits of 1896 and 1897, and their managers are eager to engage in rate fights, evidently regarding surplus as ammunition for the management, rather than treasure for the stockholders."

Looking at the matter from the standpoint of the insured, however, there can be no doubt that the profits of the insurance business entitle him to some reduction in the rates he is compelled to pay for insurance. For several years back most people have been compelled to pay enhanced premiums to offset the losses suffered by the companies through dishonesty of some insurers and the

neglect of the companies in properly examining risks. Now that a more healthy state of affairs has been brought about, it is but right that the great mass of insurers should share in the greater prosperity of the underwriters.

The causes assigned for the great reduction in the fire waste are greater care on the part of underwriters in examining risks, more conservative methods employed by the companies in accepting business, and the many improvements which have been made in building methods and in installing electric plants. The moral hazard is not complained of so much as formerly, which would seem to indicate that it played a less prominent figure in increasing the losses than was imagined.

The bombardment of any part of the American coast, arising because of an inadequate naval force for its protection, would fire this Nation and result in the creation of one of the biggest and best navies on the seas. We are slow to anticipate trouble, but we can always learn a lesson when experience is the teacher. With the concentration in Cuban waters of the limited navy we now have, 15,000 miles of the richest coast line in the world is wholly exposed to the assaults of a hostile fleet! Was fate ever so recklessly tempted by a wealthy and intelligent nation before?

Unless Spanish naval officers are foolhardy they will hesitate a long time before going against Sampson's fleet, when there are a score of our small gunboats surrounding Cuba that could be picked off one at a time. We have only two fighting ships, the New York and Brooklyn, that could catch one of Spain's armored cruisers, did the latter determine upon a guerilla warfare in the gulf.

A Massachusetts bank defaulter who decamped the other day left a detailed statement of his shortcomings to be handed to the bank officials. Such thoughtful consideration of his employers' convenience was admirable and touching in the extreme.

It is estimated that the wealth of the United States now exceeds the wealth of the whole world at any period prior to the middle of the eighteenth century. And it is still increasing through development. We shall soon be too proud to speak to Spain.

Spain counts on Cuba being too unhealthy for United States soldiers. She will find that our soldiers will hurry up, steal a march on the fever, and make the country entirely too unhealthy for Spanish Blanco soliders.

It is funny to see the men who are not strong enough to volunteer for the army stand in the rain and watch the bulletin boards in spite of the pneumonia and kindred diseases.

In the civil war, except in a few cases, the officers of the army gained the grand honors. Now the navy has sailed away with the glories of protecting Old Glory.

If Spain had a Christopher Columbus to-day, she would send him out to discover some place where the Spanish navy, army and government would be safe.

The man who has a theory that war can be carried on without loss of life should take his theory out and shoot it.

GENERAL TRADE SITUATION.

The generally favorable outlook in the war situation has been such as to remove all apprehension as to industrial disturbance on account of the seriousness of the task undertaken, so that there remain only the depression and distraction to be attributed to the natural distraction of public attention from usual pursuits, which is much more than compensated by the stimulus of military preparation; so that, contrary to all expectation, the progress of the war is marked by a strengthening tendency in nearly all prices with a steady increase in volume of business. This latter is especially indicated in the earnings of railroads, which continue to show marked gains in nearly all quarters. The earnings for April of those roads which have been compared with the same month last year show an increase of over 13 per cent. As a consequence of this activity there is to be considered the corresponding increase in the demand for rolling stock and railway betterments. The upward movement of the general stock market with its activity has been checked by speculative sensitiveness pending the expectation of an important naval battle, but money rates have continued to grow easier and, in spite of high sterling exchange, gold continues to come in in considerable quantities.

The speculative climax in wheat which marked the beginning of last week was followed by a much smaller reaction than was expected and since the rally again prices are steadily advancing, apparently based on the general strength of the situation. The prices ruling for the week have exceeded those of any time in over twenty-five years past. And it is remarkable that with these high prices the movement continues unabated. In sympathy with wheat corn and other grains, as well as provisions of all kinds, have advanced in prices and with heavy trade movement. Indeed, the importance of our thus laying the rest of the world under tribute for their food supplies at such rates can hardly be overestimated. For breadstuffs alone the bill for April against the outside world was \$27,427,195.

Notwithstanding the enormous production of iron, the situation shows such strength that what changes have occurred in prices have been towards advance. Of course, the war demands have had their influence, but the enormous sales of farm products at high prices have created a tremendous demand for agricultural implements and fencing. Then the strength in the railway situation, already noted, is having a decided influence, so that the unprecedented output seems to be nearly or quite absorbed.

In textiles cotton prints are still at the point of lowest record—\$1.87; but mills have purchased cotton in quantities which indicate increased confidence for the future. Wool enquiries are somewhat more encouraging, although the complaint of cancellation is still heard. In boots and shoes the heaviest orders ever known for the season had been booked before May 1, and more are constantly coming. Shipments from the East this year to date have been 72,000 cases larger than for the corresponding period of any preceding year. Leather is stronger, with increased sales, and hides have advanced at Chicago about 4 per cent.

The generally improving conditions are again coming to be reflected by the volume of bank exchanges. The clearings for the week were \$1,378,000,000,

an increase of 17 per cent. over preceding week and the largest reported for the corresponding week of any year. Failures were 250, an increase of ten.

GRATIFYING CONDITIONS.

The latest reports from the leading commercial agencies indicate that the business alarm which existed prior to the commencement of hostilities has not only given away to a feeling of confidence in the situation, but business in a majority of lines has been quickened by the war.

The call for troops and able-bodied seamen was responded to by all classes of young men throughout the country. Not only those out of work, but far more, possibly, of those with good positions volunteered promptly. Thousands of vacancies have thus been made, to be filled by those who are in need of employment. Certain lines of industry have been taxed to their utmost capacity for war supplies of every description. Prices of some food crops have gone up and money has been to an unusual extent turned loose in nearly all parts of the country.

While these favoring circumstances have existed, there has been nothing to create alarm—no fear of an invasion, no possibility of blockade, no chance for the enemy to stop the process of domestic production or the wheels of industry and commerce.

This spectacle of commercial, industrial, agricultural and business activity and confidence while a foreign war is in progress, with its vast expenditures and uncertainties, ought to impress our public at home as well as outsiders with the greatness of this Nation. To Americans such conditions can but be peculiarly gratifying and encouraging.

Instead of touring Spain this summer, New York snobs should hunt for board up among the green hills of Vermont, where Dewey came from.

It is not enough for men to be freezing to death in Alaska; bridges of ice must be falling down on people and killing them.

It may reconcile us to the smaller loaf to remember that we are at war for a people who can't get bread for love or money.

The new United States battle-ships are generous with their ammunition. They are ready to shell out at any moment.

No matter what Sampson may do, Dewey has shown that the trouble is not in our ships nor guns.

English-speaking people must do the talking among the civilized governments of this world.

Chicago has a schoolboy who describes an island as a body of land surrounded by Sampson's fleet.

The wonder is, how long Spain will stand on the defense before she knows she is whipped.

The powerful navy we have will be able to create a big floating debt for the United States.

To be courted by a soldier makes a girl feel like undergoing a court martial.

Poets remember the Maine. It has been for a few weeks their Maine stay.

The United States will have islands to burn if she keeps what she takes.

THE RIOTS IN ITALY.

The serious disturbances which have broken out in Italy indicate very clearly a condition of affairs which thinking people can but regard as presaging an upheaval threatening not only the Italian dynasty, but even the integrity of the country itself. Although the disturbances are called riots, there can be no disguising the fact that they are decidedly revolutionary in character.

At Naples, Milan and Turin there have been very grave disturbances, it being found necessary for the troops to fire upon the mob, killing many people. Entire provinces have been placed under martial law, and, at the rate that troops are being asked for, the entire country will soon wear the appearance of being in a state of war.

The ostensible cause of the trouble is the high price of food, and the industrial depression prevailing, coupled with the bankrupt condition of the country, high taxation and the like; but behind all these natural and just causes of discontent there exists undoubtedly a revolutionary propaganda which is prepared to take advantage of any favorable circumstance which may present itself in order to overthrow the present government and the monarchy.

It is not easy to understand what the ultimate aims of the revolutionists can be. While it is known that there exists a considerable sentiment in Italy favorable to a republic, it can not be said that it comprises the substantial classes. As a matter of fact, the republican sentiment is largely anarchistic. It must not be supposed, however, that the discontent in Italy is limited to the socialists and anarchists. This is by no means the case. There is, for instance, the large and influential church party, which has for years remained sullen and unforgiving under the existing regime. While the adherents of this faction might hesitate at precipitating a revolution, they would not fail to take advantage of any disturbances which might arise, from whatever cause. In any event, the government could not look for any aid or comfort from the church party; but, on the contrary, would have to count its rich and influential adherents among its opponents.

The troubles in Italy are a companion picture to those now in progress in Spain. The Iberian peninsula is really in the throes of revolution at home, as well as involved in a war abroad. Discontent with the government and dynasty, as well as exasperation at ruinous taxes and industrial depression, has frenzied the Spanish masses and made them difficult for the authorities to handle. The south of Europe is evidently in anything but a happy frame of mind at the present time, and grave events may be looked for there in the near future.

Don Carlos continues to justify the unfavorable opinion that was formed of him at the beginning of the war. Enconced in a comfortable hotel at Brussels, he chuckles over the dissensions which have arisen in Spain and sees in the battle of Manila only a favorable augury for his designs upon the throne. Although he is enormously rich, he has not, so far as known, contributed a peseta toward the Spanish war fund. Indeed, it is evident that his hopes lie in the defeat of Spain. And yet he pretends to believe that the Spanish people will welcome him to Madrid when the war is over. "I shall be found ready to ascend the throne when the time ar-

rives," is his confident declaration. The wish is perhaps the father to the thought. At any rate, we don't believe that the Spaniards, whatever their faults may be, will accept as their ruler a man who has shown himself to be a selfish egotist, a miser and an all-around cur. If they do they will deserve whatever may befall them.

The patriotic spirit has made itself felt in the musical world. Songs of war and liberty are issuing rapidly from the presses, and music store windows are being filled with sheet music printed in the national colors. If the heat of war lasts for two years, patriotic songs will receive a great stimulus. At present we have no national hymn which will bear comparison with those of either Germany or France. The best known and most popular patriotic song, "America," has the music of "God Save the Queen," and none of the many patriotic songs has stood the test of years. Musicians say we may expect permanent good from this new stir of national life and feeling. They predict that if the present production of patriotic music keeps up there will come at least one song which will be strong enough to stand as a hymn of both battle and peace for the Great Republic.

The best material of which to make fighting soldiers is found in boys from 16 to 21. This is the expression of old commanders. There were many captains in the civil war who were under 20 years of age. There were brigadier-generals only 21 years old. General Grant was under 40 when he entered the war. Stonewall Jackson had won immortal fame at 38 and died at 39. General Sheridan was a general at 30. Fitzhugh Lee was a major general at 29. Alexander had conquered the world before he was 33. Napoleon became master of Egypt, crossed the Alps and fought the battle of Marengo at 30. Young men make the best soldiers. The civil war was fought by young men and boys. There are living veterans of that war who are now only 50 years of age; yet that war began thirty-seven years ago.

The steamer Illinois is being fitted out as a refrigerator ship, under the direction of the Paymaster General of the navy, who has charge of furnishing provisions to the vessels of the service. The Illinois will have a complete refrigerating apparatus and several cold storage compartments. For the first time in the history of naval warfare officers and men of a squadron operating in the tropics will have fresh meat and other frozen supplies, with plenty of ice. Contracts have been placed by Paymaster General Stewart for securing 100,000 pounds of fresh beef to be stored on the Illinois.

Spain has the same right to be a peaceful, respectable republic that France has; but her leading politicians all want to be dictators or kings.

Spanish olives are a drug in the patriotic market, and they are now being sold as cocktail olives. By any other name they are as pucky.

Spain feels that she is being bombarded somewhere; but is so uncertain of everything now that she can not place her hand on the spot.

If the young king of Spain wants to be baptized in blood, he can show himself at home where the rioters are.

BANKING REFORM.

Review of the Present and Proposed Systems.

The soundness of the principle of banking upon business assets has been demonstrated in every country where it has been given a fair trial and where the laws have made necessary the prompt redemption of credit notes in the coin standard. Redemption on demand is the great safety valve by which credit notes are constantly maintained at a parity with the standard of value, and this requirement as to redemption will at all times keep their volume within the limit fixed by the actual needs of business. An issuance beyond the demands of exchanges would carry with it the swift and sure penalty of a maximum of redemption, for an excess of issuance is always followed by an abnormal demand for redemption and the hoarding of coin; and the work of redemption being transferred to the banks, under the proposed law, it would be monumental folly on their part to precipitate a condition that would tend to curtail the demand for credit notes while thus increasing the demand for coin. The Canadian banking system is very similar to that proposed for our country and their experience, as well as that of every other country under a similar system, has shown that no danger of an excess of issuance of credits is attendant upon the system of issuing them upon business assets; in fact, it has been demonstrated that a liberal power of note issuance leads gradually to the development of a greater use of current accounts, through checks and other forms of transfers, and to a minimum of bank notes, when compared with the actual volume of exchanges. The volume of any one form of money or credits that will circulate is always determined in a measure by the available volume of the more convenient forms in use, if all are of equal value. It is through the operation of this principle that credit notes, properly safeguarded, will largely take the place of coin in effecting the ordinary transactions.

Another important factor in preventing an over-issuance of notes is found in the fact that a plethora of credit or token money in this country, as compared with other gold standard countries, always results in the export of gold. Were such a condition produced, it would not only bring large redemptions upon the banks, but also tend to reduce the available supply of gold at a time when their greatest need for it exists. There need be no apprehension of an excessive credit note issue if the proposed law is enacted. The volume of credits allowable are as thoroughly safeguarded as possible through statutory enactments; and the operation of the system itself, with the work of maintaining the parity with all forms of money through redemption by the banks, is a sufficient guaranty that they will not pursue such a suicidal course. The dangers and drawbacks inherent in the present system are tenfold more damaging to the business of our country and the stability of our finances than would be the case under the proposed law. So long as our Government interferes with our credit system we will be humiliated and our prosperity threatened from time to time with attempts to make the credit system responsive to the necessities of the Government, rather than the needs of commerce. At the present moment we are threatened with an attempt to meet the temporary necessities of the

Government with a permanent addition to our greenbacks. What excuse can be given for such a proposition? Is there not enough money in our country for all needs? There is an abundance of currency and gold in the banks to meet all demands, but the Government temporarily needs a larger share of it than it possesses at present. Then why not supply this one need of borrowing and using by offering security for the loan and thus attract it from the present abundant supply, just as an individual has to do under similar conditions? The business of the people does not call for more credit notes, and no rational-minded man will sanction their inflation beyond the needs of trade and up to the limit of the passing necessities of war. There are dangerous possibilities in such a false course. We might become involved in war to such an extent that several hundred million dollars annually would be required over and above our revenues. This requirement would not remove any considerable amount of money from the ordinary channels in which it circulates, but it would make the accumulation and diffusion of it more intense and rapid than in ordinary business transactions. Then all the Government needs is the power to quickly gather and distribute money. When war is over it is safe to say that our exchanges will call for but little money in addition to that utilized prior to its commencement. If so, and we inflate the credits by untold millions, how will they then be employed and what will prevent their depreciation unless redeemed at once—an impossible act? The volume of business is not greatly increased during war. It merely becomes centered and intense at certain points, with a corresponding diminution at other points, and under a proper banking system credits will act automatically with all such business changes, seeking their natural level again with the passing of abnormal conditions at certain points. Not so with credits based on the power of taxation, for they must await their cancellation until the industry of the land has been overtaxed enough to care for them in addition to current burdens.

The solvency of nations has been annihilated time and again through the suicidal policy of regulating credits by the varying necessities of government and in utter disregard of the needs of trade. Thoughtless politicians have, by drifting from the safe anchorage of basing credits on business necessities and attempting to adjust them to the necessities of governments, done more to impoverish nations than has any other one cause. ANDREW FYFE.

An automatic machine, ingeniously constructed and very effective, is now being employed in the manufacture of boxes. It is fed from four sides with boards first cut of the desired size, and a box is turned out at great rapidity at every revolution of the machine. A single operator can thus work off 1,000 boxes per hour, the work of the attendant being simply to feed the press with wood, the mechanism for adjustment requiring but a few minutes for producing a box of any size within reasonable limits, from cigar boxes upward. On the machine being once started, its action is automatic, a box being shot out at every revolution, with great velocity. Thus turned out, the box is complete, with the exception of the lid. Lock corner boxes are as readily handled as the straight-edged sort, the hammers used in nailing them being taken off and plates substituted which squeeze the parts together instead of nail them.

Fruits and Produce.

How Co-operative Creameries are Conducted in Iowa.

There are three kinds of creameries in successful operation in Iowa, the individual creamery, the stock company, and the co-operative. The individual creamery and the co-operative are now clearly in the lead. For some reason the stock company is losing ground. A probable explanation is that many of them were inaugurated by professional "creamery promoters," and were placed where the dairy advancement was inadequate. When town people take stock in a creamery there are many farmers who imagine the object is to bleed them and they give but a half-hearted support, and many of them keep making remarks calculated to arouse suspicion. As a rule such creameries were built at an expense out of proportion to the real worth and it has been found difficult, often impossible, to declare a paying dividend and at the same time pay good prices for milk.

The individual creameryman needs no suggestions, as he looks the situation over from a business point of view and satisfies himself whether a creamery will be a good investment, and if he concludes to invest he goes at it in a strictly business way; but there are many places where the co-operative creamery is desired and the milk producers are anxious to learn how they are built and operated.

Strange as it may seem, many of the most successful of these co-operative creameries are conducted on the loosest methods. A loose method gives elasticity and adapts itself to changing conditions, and possibly this overbalances the disadvantages, although I am inclined to question this and attribute the success to the fact that they are located in good dairy localities. Given a good dairy locality, and the creamery business naturally flourishes like a green bay tree. But if green bay trees are too thick they will not flourish, and this is also true of creameries.

The co-operative creameries in this part of Iowa were built without advancing a dollar of cash. No stock was sold. No money was asked of any who were solicited to go in. Many of them were built close to individual creameries and the only hope of success lay in causing the failure of the individual creamery. This seemed like a heartless plan, and the individual creameryman who had been the pioneer in the work and had educated the farmers in the business felt it an injustice that his property should be made worthless in this way. In some cases the individual creamery has been purchased, in other cases, and the majority, no attention was paid to it and it had to prove its right to live. Where the individual creamery is an up-to-date establishment, and is run with the patrons' needs constantly in mind, there has generally been little trouble in satisfactorily adjusting matters, for such a creamery can do justice by the patrons, and if they insist that it is better for them to own the creamery themselves they will buy it. But if the machinery is old and poor and the building inconvenient, the farmers will not buy it, for it would be as unsatisfactory in their hands as before.

The usual plan of starting is to call a meeting of those interested and see if enough wish to go into the business to warrant the erection or purchase of a creamery. If this is decided upon a "bond" is drawn up (this is a joint

note), and the farmers sign it. Those who sign the bond hold a meeting, elect their officers, appoint a committee, and the committee proceeds to build and equip the creamery. The usual form of the bond is this:

We, the undersigned, agree to pay a sum not exceeding \$.....for the purposes hereinafter named, viz., buying land, building a creamery and furnishing the same with the necessary fixtures and machinery, for which we bind ourselves, our heirs, executors and administrators in the sum pro rata according to the number of cows subscribed by us, said creamery to be located at..... Signed this.....day of..... Name of Patron..... No. of Cows.....

Besides electing the officers it is decided at the meeting of those interested as to the amount that shall be invested in the aggregate, and the style of creamery that is to be built, and the committee makes the best terms available with supply houses, and a constitution and set of by-laws are adopted. The constitution and by-laws describe the usual duties of the several officers and fix the detail of work or empower the officers to do so.

For instance, the debt must be paid. The directors are, therefore, empowered to levy upon all milk furnished a certain rate or per cent. The usual amount levied is five cents upon each hundred of milk furnished the creamery, and this is taken from the patrons' checks until all debts are paid, and in practice for much of the time afterwards, as improvements have to be made constantly to keep things strictly up to-date.

The directors are authorized to act as a board of arbitration to settle any difficulties arising among the patrons, and all other matters pertaining to the business are also referred to them.

A provision is made by which each patron is pledged for the payment of any indebtedness or loss by fire or other means, the liability being pro rata according to the number of cows furnished by each patron.

Fines are fixed for skimming or adulterating, for sending bloody milk, etc., the usual amount being five to twenty-five dollars for the first offense, ten to thirty for the second offense, and a third offense forfeits all rights and interest in the company.

It will be observed that all the provisions are plain and simple, that no man gets one dollar profit from the operation of the creamery except as he gets it in the form of milk checks and gets the profit by producing the milk at a profit. No man advances a dollar, no man has any advantage over another. All have to conform to the rules which they as a body have made and the majority must be satisfied, for when they change their minds they change the rules to agree with their present desires. Such individual creameries as continue to operate in the vicinity of the co-operatives become themselves virtually co-operative in their work and do not fix any price which will be paid for milk, but at the end of the month pay the usual price which patrons of the co-operative creameries receive. There is little essential difference except in case of sale the individual proprietor would have the money and in case of fire would have to stand the loss. As a matter of fact the success or the failure of a modern creamery is in the patrons' hands. If they will furnish plenty of good milk it is practicable to find a buttermaker competent to do the rest.

E. C. BENNETT.

A woman is not in it now unless she is begging some one not to go to war.

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.

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.

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.

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.

Rough Handling Unavoidable With Fruit Shipments.

Chicago, May 14.—The average shipper has no idea how often his fruit is handled and moved about before it reaches the consumer, and therefore the importance of the most careful packing can not be lost sight of. To illustrate, let us review the scene on the arrival of the fruit runs from the South—the two main runs arriving about the same time in the morning (6:30 to 7:30).

On arrival of trains at the Union Depot, the Southern and Pacific Express Companies back up their wagons to the express cars as soon as the doors are open. A few expressmen, assisted by some of the commission men, or their employees, enter the car and commence passing out the goods to the drivers. A dozen or more firms are represented and all are in a hurry and anxious to get off with the fruit, for their customers are at their stores up town waiting, and they do not want to miss the early sales—always the best. Therefore, handling each package carefully or laying it down easily is out of the question where so many have to be handled in the very short time in which it has to be done. In this car is fruit from perhaps twenty different shipping points, and from 100 different shippers, intended possibly for seventy-five different firms, for this car may have shipments for the various towns in Illinois, Indiana, Iowa, Missouri, Kansas, Nebraska, etc. The outgoing trains will soon be ready and all this fruit must be transferred, checked off and re-billed for its various destinations. The express employees, in their anxiety to keep these various lots from getting left, add to the confusion and prolong the delivery to local receivers. All must be separated for the various parties and numerous firms here and elsewhere. Consequently rapid and occasionally rough handling seems unavoidable. When the wagons are loaded they drive across the track to the express buildings and platforms, where the fruit is separated once more for the many firms whose wagons form a solid wreath around the platforms. It is lifted again and passed into all these wagons, receipted for and driven off rapidly, and on reaching the commission houses the fruit has to be separated once more and credited up to the respective owners and shippers. After being thus hurriedly handled half a dozen times it is ready for the purchaser's inspection. He throws it into his wagon once more with similar haste and it is hurried off over the streets again and set down again for the inspection of the consumer; and it is safe to say it could not be recognized now by the original owner—apart from his marks—unless the packing was of the best at the start.

These are some of the features of the business that should be calmly considered by the shipper, who too often jumps at the conclusion that he was robbed—that his fruit was first-class, and must have opened up fine.

Large shipments or carload lots do not, however, suffer to this extent, for such are usually loaded into the receiver's wagon and hauled direct to his store, or the express company's wagons will do the same when the amount reaches something near a load. Time and re-handling of fruit are thus saved to the large shipper.

Fruit Dealers Opposed to a Tax on Bananas.

From the New York Commercial.

The proposition to tax bananas has stirred up a hornet's nest in some quarters, and discussions upon the subject are waxing warm in fruit circles. It would seem to the casual observer that, in view of the fact that there are 6,500,000 bunches of bananas imported annually into this country, the imposition of a tax would have a far-reaching effect. However, the friends of the proposition claim that the producers would pay the tax, and they cite the fact that the increase in the duty on other fruits has not affected the price to consumers. There are many interesting phases to the subject, made plain by the following interviews:

I. Cadmus, of the American Fruit Company, said yesterday: "The imposition of a tax will kill the business. Fruits of all kinds reach the poorer classes. Especially is that true of bananas. The tax will thus have to be shouldered by the laboring people. The business is overdone at present and importers can hardly get their money back at present prices."

Cuneo & Co., of No. 85 Park Place, handle about 1,000,000 bunches of bananas yearly. Nicholas Cuneo, the head of the house, is known throughout the trade as the "Banana King." It was he who first introduced the system in New York of selling bananas at auction on the dock. Joseph Cuneo, of the firm, said yesterday: "It makes no particular difference to us whether the tax is imposed or not. If it is prices will be higher, as a natural result. I think there would be just as many brought in as if they were admitted free. This move is in the interests of California fruits. It would be just as sensible to compel the cutting down of apple trees to help their business. Bananas are not a fruit luxury—on the contrary, they are food. Many people live upon them to a large extent. Dealers depend entirely upon the poorer classes for their trade. There is more nourishment in the banana than in any other fruit. Bananas must be cut as they grow. If large and small bunches paid the same duty we should have to continue taking them as they come. Cuba formerly supplied much of this fruit, but none has come from there in two years."

Edward Ruhlman, the well-known Washington street dealer, said: "I have received notification that I have been made chairman of the National Committee which has the matter of taxing bananas in charge. California asks for a tax of 25 cents per bunch on bananas, but I am inclined to the belief that 15 cents would be about right. There is every reason why bananas should be taxed. They interfere greatly with the sale of domestic oranges, and, in fact, are the only fruit not taxed. The Government needs money for war expenses and bananas should be levied upon at once."

F. R. Franke, of Schott & Franke, No. 280 Washington street, said: "The matter of taxing bananas was thoroughly discussed a year ago when those engaged in the fruit trade interested themselves in securing a sensible and reasonable duty on oranges and lemons. At that time some of the people who are now antagonistic to a duty on bananas urged the imposition of a tax on bananas and a lessening of the duty on oranges and lemons. There is no valid reason why there should not be a tax on bananas. We are taxing all the other fruits."

Canned Goods Law Repealed.

The Maryland canned goods law which required the actual name and address of the packer to appear on every can, and under which two Baltimore canners were fined for putting up peaches under fictitious California labels, has been repealed by the Legislature, but a check to the illicit employment of territorial titles as trade-marks has been given by the United States Circuit Court of Appeals in Illinois, where the decision of Judge Showalter declining an injunction against the use of the words "Minneapolis Mills" on flour by millers in other locations has been reversed and the objectionable practice enjoined.

Florida's Sugar Cane Output.

There were 8,000 acres of cane grown in Florida last year, resulting in the manufacture of 61,000 barrels of syrup and 1,150,000 pounds of sugar, of the aggregate value of \$710,000, or \$88.62 per acre, which is a good thing, inasmuch as it is no more work and not as much expense to grow an acre of sugar cane as it is an acre of corn, as it takes much less fertilizer to grow the cane.

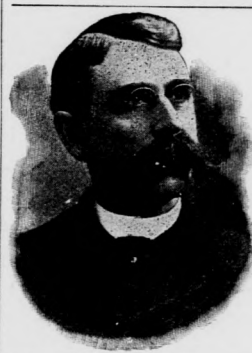
At Whatcom, Wash., a woman working for an evaporating company peeled 15,491 potatoes in twenty days and earned by her work \$20.

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.

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.

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.

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.

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

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.

GOTHAM GOSSIP.

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

Special Correspondence.

New York, May 14--There is a good volume of business being transacted here among jobbers, and dealers express themselves fully satisfied with the outlook. They argue that, with the advancing prices for farm products, the interior small dealers in every part of the country will have a regular boom this fall and, naturally, the effects must be felt here. Prices all along seem to be very firm and the tendency is toward a higher plane. An officer of the sugar trust is said to have remarked that within sixty days the clashing interests will have become harmonious with everything running smoothly. Of course, the war has some influence in disturbing certain lines, but the casual visitor would not know that anything unusual was going on save from the number of flags.

A light trade is generally looked for in coffee at this season and this year proves no exception to the rule. Orders have been rather light and the market for the moment lacks animation. Little was done in an invoice way and jobbers seemed to "fight shy" of the market. Rio No. 7 is held at 6½c. The amount in store and afloat aggregates 1,062,802 bags, against 734,588 bags at the same time last year. There has been some enquiry for the better grades of mild coffees, but no appreciable advance has been made in quotations. Padang coffees are worth from 24@30c, the latter, of course, for fancy stock.

The tone of the sugar market is firm, but orders have not been numerous. The strength seems to be owing to the very firm situation of raw sugars abroad, and which strength is likely soon to be reflected here, although as yet buyers seem determined not to give the asking price. Granulated is still held at 5½c.

Teas are quiet. The amount of teas placed at auction the other day seems to have met all requirements and the orders coming to hand have been smaller than for some time. Prices generally are well held and few concessions are made. There is room for improvement and dealers hope to see it manifest soon.

The rice market is closely cleaned up and, with stronger advices from the South, the situation is very encouraging for holders. Foreign sorts are freely taken and full rates paid. The supply of these is likewise moderate.

Spices are steady. Pepper is especially firm and it is hard to pick up any black Singapore below 8¼c.

Molasses is firm. The market is pretty closely sold up and quotations are made without concessions. Above relates to grocery grades. For lower grades the supply seems to be ample and is sold in some cases down to 9c. Good to prime centrifugal 16@25c. Syrups are firm and some pretty good orders have come from exporters. The supply of desirable stock is not excessive.

General trade in canned goods is excellent. There is an especially active demand for tomatoes and corn and peas are not far behind. Since the beginning of the year orders for futures have been freely placed and jobbers express great confidence in the future. Hitherto prices have been so low that to buy canned goods seemed like picking up money, and indeed some who made purchases have found them to be "as good as a bank."

There has been a substantial improvement in dried fruits, and evaporated apples have advanced to 10c and seem to be selling readily at this figure. Raspberries and other small fruits are firm and dealers are confident as to the future.

Lemons and oranges have been moving with about the usual dispatch. Prices are practically unchanged. Bananas are firm and the outlook seems to favor holders.

Beans are rather quiet, with the market well supplied. Choice marrows are held at \$1.75; choice pea, \$1.40@1.45; choice medium, \$1.45@1.50.

Old potatoes are worth from \$2.75@

3.25 per bbl. New prime Bermudas, \$3.50@5.

Butter supplies have become larger than can be readily taken care of and quotations have reacted, so that now the finest Western creamery will not fetch over 16½c. The demand has been pretty good, but, notwithstanding this, the quantity coming to hand is sufficient to cause some accumulation and it is likely we may see a still further decline. Some very good butter was purchased at 16c and more not so desirable at 14½@15c, the latter for Western imitation creamery. Best Western factory, 13c.

Dulness characterizes the cheese market. While receipts of new cheese have not been excessive, the demand has fallen short and the immediate outlook is not altogether encouraging. Not much old cheese is left and lots that are worth having seem to move very slowly, within a range of 7½@9c. For new cheese, 7¼@8c is asked.

Eggs which will grade up to the highest standard are selling at 12c. The market is not overstocked with such goods and the price seems very low. For other than the best the demand is extremely limited and choice to fancy Western will not bring over 10½@11c.

Growing Market for Evaporated Vegetables.

A recent dispatch from Tacoma says: Evaporated onions are precious. Every Klondiker wants five or ten pounds in his outfit, but the supply is running very low and the price has risen to 50 cents a pound. Green onions are scarcely obtainable at any price in Washington and Oregon. Tacoma firms have cabled to Germany for a sample shipment of 500 pounds of evaporated onions. If they are satisfactory several tons will be cabled for. Fifteen vegetable evaporators are at work on the Puget Sound. Together they are turning out daily ten tons of evaporated potatoes, carrots, soup mixtures, squash, pumpkin and parsnips. One vegetable drier in the Santa Clara Valley alone has worked up something like 200 tons of green onions since December 1. Prior to that date it had evaporated 300 tons of potatoes, besides other vegetables, such as squash, pumpkins and carrots. The price of onions in the Santa Clara Valley has steadily risen through the fall and winter, and was recently quoted at \$2.50 a hundred pounds, and at this writing is still higher.

Proctor & Gamble Defeated.

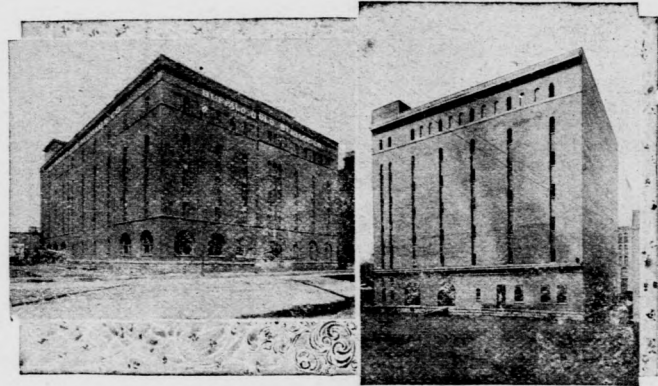
Judge Barr, of the Federal Court at Louisville, has handed down his opinion in the case of Proctor & Gamble, of Cincinnati, against the Globe Refining Co., of Louisville. The plaintiffs desired to enjoin the defendants from using the name "Everybody's" on the wrapper of a brand of soap they have on the market. This motion Judge Barr overruled on the ground that the use of the name was not an infringement on the Proctor & Gamble soap. When Proctor & Gamble first brought suit against the Globe Refining Co. they charged that the similarity of the wrapper to that on their soap which is called "Every Day," had been the means of causing great loss to them by a dwindling in their sales, as grocers often substitute defendants' soap for theirs. The Globe people granted that the wrapper was similar and agreed to change theirs, which was done. But the Proctor & Gamble folks then charged that the name was an infringement on theirs, and brought suit to enjoin its use, with the result as stated above.

When a deputy sheriff who wanted to arrest a negro near Tallahassee, Fla., had searched vainly all about the man's house and yard, he kicked a barrel, just for spite, as he was on his way to the gate, and out came the negro.

Feeling her little dog tugging at the back of her dress, a Waukegan, Ill., woman turned around to drive him away and found that her dress was afire. A tub of water was near at hand, and she jumped in and escaped harm.

Buffalo Cold Storage Co.,

Buffalo, N. Y.



Warehouse "A"

Capacity 600,000 cubic feet.

Exclusively
Butter and Eggs

Rates Reasonable.

Low Insurance.

Liberal Advances.

Warehouse "B"

Capacity 500,000 cubic feet.

Poultry, Cheese, Fruit
and Miscellaneous
Storage.

Don't try experiments. Store
where you know your goods will
be properly cared for.

Correspondence Solicited.

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.

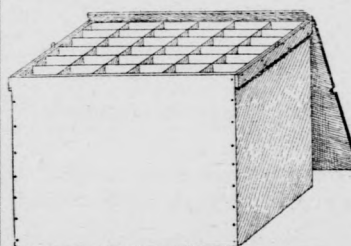
SEEDS

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



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.

Advantages of a Bankruptcy Law to Retailers.

The indifference of the average retail merchant to bankruptcy legislation has always been to me a matter of great surprise. It is only another illustration of the fact that men take very little interest in affairs in which they are vitally interested, except when such affairs are brought home to them by a direct demand upon their pockets. As a fact, no class of citizens is so vitally interested in the passage of an equitable and just bankruptcy law as are the merchants in the smaller towns. Although this class of citizens, by reason of its great number, has within it the power to bring enough influence to bear upon Congress to cause it to pass the law, yet no class, as a class, has displayed so little interest in the measure.

Every merchant, particularly those doing business in the smaller towns, every credit man, every jobber and every manufacturer knows that one of the greatest evils with which the retailer of to-day has to contend is the rascally dealer who leaves his conscience behind him when he goes into business. A man of this sort starts in with the idea that he is going to make money out of his venture by hook or crook, and proposes to feather his nest by illegitimate as well as by legitimate means. He commences by underselling his neighbor at prices against which no legitimate competition could exist. He does this knowingly, and under the existing laws of most states he has more than ample opportunity to reap a rich harvest, regardless of the price at which he sells.

Finally the inevitable crash comes, and with it the foreordained preferences to members of his family. With these preferences he can easily manipulate the destiny of the stock that remains, and he can also obtain settlement, if he so elects. Accordingly, in a very short time, he is again launched upon his career of dishonest competition with the man who is trying to earn a living and pay his debts in full. Under a Federal law, which would put such rascals to the rack, the possibility of competition of this character would be entirely wiped out.

Another reason why the retailer is interested in the passage of an equitable and just bankruptcy law is that no man, however strong financially to-day, is secure against the unforeseen which may occur to-morrow. Under an equitable Federal bankruptcy law the honest retailer overtaken by misfortune will have a speedy and honorable method of returning to business and continuing his efforts in the community.

It is a well-known fact that in assignment cases it usually happens that there are one or more rapacious creditors, who, under existing laws, succeed, when they so desire, in keeping a man out of business, no matter how honest the debtor may have been. In any event they are able to put upon him the stigma of forcing him to do business in the name of somebody else. This of itself handicaps his credit, and indirectly forces him to pay more for his goods than he should. These are only a few of the many reasons that could be cited why the retailer ought to favor the passage of a just bankruptcy bill.

The Torrey bill, which is now being urged for passage in Congress, is a bill that has received the approval of the broadest-minded men of the country who have given the matter of bankruptcy the attention which it deserves. It is just

and equitable to the last degree. Those who are entitled to the benefits of its provisions will secure them, while those who are unworthy and dishonest will be checked. Its provisions have been very aptly summed up in a trite phrase: It is a "square deal" all round. The retailer, therefore, can do himself no greater service than to promptly write to the Congressman for his district and to the Senators for his State, urging the early passage of the Torrey bill.

HENRY J. GLEICK.

Foreign Eggs in London.

Australian eggs now sell in London in large quantities. The problem for retaining their freshness has been solved so satisfactorily that they sell as "new-laid eggs" after their journey from the end of the earth. The eggs, while still perfectly fresh, are forwarded by the Australian poultry-keepers to the cold store, and are shipped to England at the time when eggs are scarce, and, consequently, at their dearest. Many thousands of dozens, packed in boxes with cardboard divisions, filled up with dry pea husks are now forwarded to this country from November to January. In a recent consignment the local price of eggs at the time of the shipping was fivepence halfpenny per dozen, the freight and packing cost threepence per dozen, and they realized one shilling and sixpence per dozen retail on arrival at this side of the world. Enormous quantities of eggs are imported into England, and it is only recently that Americans have had any interest in this trade, some 3,000 cases having been shipped there last month from the United States.

In addition to the mineral wealth discovered in Alaska, reports have been received stating that petroleum is also found there. Analyses and tests show that the oil is of as high grade as any from the Pennsylvania wells. The oil was found in a large lake close to the ocean, while the surrounding mountains are full of coal. It was fed by springs, and there was every evidence of a large supply.

WANTED

To furnish Western dealers for their Eastern trade for season of 1908: 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 2 1/2 hours to Pittsburgh, and quick transit by both Penn. Central and B. & O. to New York Philadelphia, Baltimore and Washington; we are authorized to purchase for our local customers 500 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.

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.

R. E. Sturgis, Allegan, Mich.

Contractor and Builder of Butter and Cheese Factories, and Dealer in Supplies.

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.

Butter and Eggs

Any quantity at any station gets
highest cash prices from me.

R. Hirt, Jr., 36 Market St., Detroit, Mich.

IRWIN S. SCRIMGER, DETROIT.

F. H. PEASE, YPSILANTI, MICH.

ESTABLISHED 1892.

IRWIN S. SCRIMGER & CO.,

WHOLESALE COMMISSION MERCHANTS

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

REFERENCES:

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

43-45 West Woodbridge Street, Detroit, Mich.

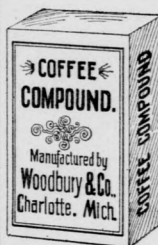
All Grocers

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.



RICH DRINK

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

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

FOLDING PAPER BOXES

Printed and plain for Patent
Medicines, Extracts, Cereals,
Crackers and Sweet Goods,

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

GRAND RAPIDS PAPER BOX CO.

PHONE 850.

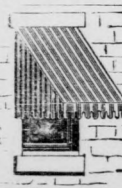
81, 83 AND 85 CAMPAU ST., GRAND RAPIDS, MICH.

Awnings and Tents

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

CHAS. A. COYE,

11 PEARL STREET.



Shoes and Leather

Helps and Hindrances of Trade.

The various aids and obstacles met with in the course of business are so numerous and many of them so complex as to furnish a text for some prolix parson which would enable him to reach, at least, "nineteenthly" in dealing with it. There are those general rules which have passed into platitudes and which are indiscriminately applicable to the trade at large; and then there are many special rules that must be applied with individual dealers to their particular trade. Passing the well-known requirements of modern times in the shoe trade, such as a handsomely-appointed store, cleanly and well-stocked with up-to-date footwear, there are many minor requisites to success, among which must take first rank that cornerstone of a stable and profitable business—truthfulness. Of course, infinite patience, charity and unremitting courtesy with a diversified and sometimes provoking run of customers go before truthful representations in the natural order of business; but the latter must find its place before the sale is consummated, if cordial relations are to be cemented for the future.

A truth withheld from a customer defrauds him of his whole rights from you. A half-truth is a greater sin, because it furnishes an insecure foundation on which a confiding patron rests temporarily and which must give way later on, with the result that his confidence in you is destroyed. Misrepresentation of the goods sold is a criminal method of doing business. The self-respect of an honest dealer leads naturally to respect for his customers and he practices it always in his dealings with them. He is laying in a solid, lasting foundation for trade that is worth having. The value that this sort of dealer puts upon a satisfactory trade is the highest that exists between man and his fellows. By fair dealing, truthful representations and uniform courtesy he reaches a standard of business prosperity which is unattainable by less worthy methods.

The honorable retailer is never knowingly a party to an unscrupulous manufacturer of questionable products, labeled falsely. This sort of thing, happily for the honor of the craft, is not very largely practiced; still the cases that exist hurt the trade and are a menace to honest producers in the general harmfulness of the results. There is too much of this fraudulent "hand-made" stamping of machine-made shoes. To make a liar of an innocent shoe, an honest, machine-sewed article that has no need of false pretenses to make it better, is a pitiable method of deception and deserves the open reprobation of every honest dealer.

Among the most fascinating deceptions used upon the public in the matter of clothing and many other manufactured articles is that of stamping it with the mark of some foreign country supposed to have an exceptionally high reputation for artisanship in some special products. This is, of course, unnecessary in the matter of shoes. No factitious "bush" is needed on products in which we excel, and which are acknowledged the world over to be superior in excellence to those of other countries. As a nation, our footwear is our glory, and we make and design our own, and even spare some of it for less fa-

vored people who admire and demand it.

True, we still have that clothes sycophant among us in inconsiderable numbers—the worshiper of foreign clothes; but his race is gradually dying out. Speaking of those miserable human imitators of foreign dress, who think the summit of excellence is attained when they have their duds made and labeled in foreign lands, a writer observes: "Heaven help us as a nation if proselytes to this silly creed shall become numerous! Not necessarily in the nation's pecuniary loss, but in the shame of fostering ungrateful and ungracious natives, who will thus lose the respect of every right-minded American by such a curse, and who also become the laughing stock of the very foreigners whose dress or manners they try to ape."

We have often heard how much a man is like his shoes. Perhaps this is the reason, if there were no other, why Americans should wear home products if they wish to have loyal self-respect. Perhaps the dude in his foreign-made footgear is not just like the nation he is imitating, but then a man is no better than he thinks, so he feels himself something like those shoes. But, as inconsiderable as are the number of these shoe wearers, they constitute one of the hindrances to the trade.

The ordinary possibilities of a trade, so called, may be foreseen and, therefore, met by the thoughtful and experienced dealer. But these are, after all, more in the nature of probabilities, because they are not unlooked for. The contingencies of trade, however, the unexpected things that may happen, are not so easily met by the inexperienced man, or the one whose nature is mercurial and who loses his head when something out of the ordinary occurs in the course of business. To the level-headed, resourceful dealer these happenings are usually confronted calmly and are checkmated or rendered, at most, but slightly disastrous to his trade or to his peace of mind.

There is no such thing as a set formula by which a business can be kept in perfect running order; therefore, the dealer must be alert for new developments, for eccentric movements in the mechanism of trade; quick to note every apparent deviation from courses marked out on his mental chart, and prompt to act when such things happen.

Perhaps one of the greatest helps of the trade is the present high stage of the shoemaking art, and its inevitable result in inciting greater consumption of its products per capita than ever before. This greater prodigality of consumption is due, not only to advanced hygienic education on this point, by which frequent changes of footwear are advocated, but it is largely due to the fact that people have come to regard the feet as of considerable importance in the tout ensemble of the dressed body. To say that the output of shoes has been trebled within a very few years by this course alone would be within the bounds of truth. Many persons who formerly regarded the permission of two pairs of shoes a luxurious indulgence now have a collection of from four to six pairs to draw from, and from this number the indulgence leads up to a dozen or more pairs of foot coverings to an individual at one time.

A hindrance to the modern dealer may be found in the overgrown and constantly-growing assortment of styles in the store. But to offset this temptation and

"Remember the Name"

WALES GOODYEAR

The best RUBBERS on earth for general wear and shape. Place your orders for them with us, avoiding the rush and advance in price later in the season.

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

State Agents for Wales-Goodyear and Connecticut Rubbers.



BABIES' SOFT SOLES

— IN —

VESTING TOPS
Make every mother's heart glad.

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

\$4.50

TAKEN IN PREFERENCE TO HOT CAKES

HIRTH, KRAUSE & Co.

HEADQUARTERS FOR CHILDREN'S
FOOTWEAR

Grand Rapids, Mich.

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.

cause of indecision to the patron the dealer frequently sells two pairs of the differing coveted articles to the perplexed person, who declares to herself that she could be happy with either if the other dear charmer were not in evidence. So, as a compromise, she stretches her purse a little, denies herself some other precious trifle, and takes two shares of the dealer's stock when she had intended to take but one. Usually she does not regret it, either, for these modern accessories to the feminine toilet are simply great, and the woman knows it well.

And the generous press, perhaps unwittingly, has contributed considerable towards the shoe dealer's welfare; and whatever promotes his welfare of course helps the manufacturer. By these gratuitous contributions from the press is meant type matter apart from the advertising columns; hints, advice and shoe literature from the minds of various persons. When the following advice is acted upon by a large number of the readers of a leading newspaper, the trade is helped materially: "Get a good pair of shoes made of pliable leather, with flexible soles of medium weight. Wear these shoes on Monday, rain or shine. Have another similar pair for Tuesday. Have another pair for Wednesday. Then on Thursday wear the first pair again; on Friday the second pair and on Saturday the third pair, and then begin all over again." A longer rest for the shoes than this plan allows is advocated by another foot and shoe expert, who advises a pair for each day of the week, the whole line of seven pairs to be reversed each week in the order of their wearing. This is all right. The more the merrier for the trade.

But to sum up, shoes themselves in these times are the greatest help to the trade. It is said that "money will talk," so will these modern shoes; at least they speak for themselves. Shoes that are comfortable, as well as handsome, are the rule now; they used to be the exception. The shapes of lasts have changed, and are modeled more closely after the natural foot. It is really only feet that are malformed which need be subjected to the pain of "breaking in" their shoes. So the modern shoe, by its beauty, its comfortable fit and its remarkably low price, almost sells itself, and thus helps the trade it represents.

E. A. BOYDEN.

Window Dressing for Shoe Dealers.

A window should be so dressed that every shoe stands by itself, and stands alone, so that a person walking by the store window can not fail to have his eye arrested by some particular shoe. And it is this end that window dressers should strive for. A window that simply strikes passersby as a window full of shoes, and impresses on their mind no particular shoe, does not accomplish what it should in attracting trade. For few people except those who are impelled by idle curiosity will stop and look at a window unless their attention can be attracted at a single glance.

To attain this end several things are necessary. First and foremost is the fact that a good window dresser must never think of mixing up all classes of boots and shoes in a window. If you put cheap shoes in your window let them all be cheap shoes, and all of one price if possible, or if they are fine shoes fill your window with fine shoes only. Then, to catch the attention of people more than once, your windows must be varied;

and I make no mistake when I say that varied windows are within the reach of every window trimmer. If you use window fixtures, change the shape of the fixtures as often as you can. Then sometimes take the fixtures out entirely, and build one of your own. A little ingenuity and study will build fixtures that will surprise and delight the public. The majority of windows are dressed too much alike. I am absolutely certain that I have seen the same shoes in some windows for weeks in succession, and I want to tell you that this kind of business gives people the impression that your stock is small and the number of your styles limited. Avoid all sameness and do not copy your neighbors too often, but invent distinct styles for yourself. Have at least two distinct sets of price cards and once in a while get an entire new set as different from the old ones as possible. Adopt a style that is all your own and one that has never been seen before in your community. All this will help you catch the eye of that kind of trade that goes hurrying by your store without having the slightest idea as to what your windows contain.

* * *

The most striking window I ever saw was a spring trim put in by a clerk in a small city in the interior of Illinois. This clerk was a genius at window dressing and some of his windows have been widely copied. The colors he used were white and green. His entire window was draped in white cheese cloth in such a manner that he had every other bit of color in the window covered up. In the front corners he had two small palms placed and he had them set in green jardinières he borrowed from a near by china store.

Back of these he placed two others slightly larger. These two he placed a trifle nearer to each other.

Then at the rear of the window he had two very large ones placed. These were only about three feet apart. Down in front of these two palms, in about the center of the window, he placed three pedestals, setting them so they formed a perfect triangle. The two in front were about fourteen inches high and nine inches one way by twelve the other. The one in the rear was eighteen inches high. They were all entirely covered with white cheese cloth. At the base of each pedestal the cheese cloth was puffed out so as to make it look like the base of a monument, and about two-thirds of the way to the top he had narrow green ribbon tied around them, and fastened to the bow in front was a miniature wreath. Down in front of the triangle he built a small flight of steps, so that it appeared as if they led up to a group of monuments. On each pedestal he placed a single pair of spring shoes.

This window with its three pairs of shoes attracted wide attention and was given notice in several of the papers. That it sold shoes for the firm is an undoubted fact, for one member told me after that they sold more of those three particular styles than of any other three they carried.

* * *

Patriotism is the order, even in shoe stores, and some of the windows make me think of the Fourth of July and hot weather. All the same they attract the attention of the people, who are so intensely interested in our war. It is not often that the retailers throughout the country get a chance to use an international dispute as a subject for window trims and they are making the most of

this one. Flags, bunting and red, white and blue colors of all description are used. Some very clever cartoons are in use in some of the store windows that are made by means of lay figures. One store has taken an idea from Christmas and has a very lively copy of Uncle Sam in the window, pasting bulletins which they receive by telephone from one of their local papers. It is useless to say that they always have a crowd, and they manage to advertise themselves by posting a bulletin about some of their goods once in a while.

A German mathematician has calculated that three tons of sea water hold about a cent's worth of gold, and that if all the gold in the oceans of the globe could be collected it would make a solid cube measuring 718 meters on each side and worth about \$1,450,000,000,000,000.

We have . .

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

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



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

FINE SHOES

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

Michigan Shoe Company,

81-83 Jefferson Ave.,
Detroit, Michigan



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

Michigan Bark & Lumber Co.,

527 and 528
Widdicomb Building,
Grand Rapids, Mich.

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

Sell us your Bark for Cash.
We aim to please. Cor-
respondence solicited.



Woman's World

The New Attitude Towards Children.

To people who still cherish the effete theory that children should be made to behave, there is balm and comfort in the announcement that a man out in Denver has invented a spanking machine that is to carry repentance and reformation in its wake. Heretofore there has been nothing the matter with the old-fashioned hand-made spank, except that there hasn't been enough of the brand to go around, and if it can be eked out with the manufactured article, it will be cause for general thanksgiving and gratitude.

I am quite aware that this is heresy of the rankest sort and that the Denver man will look in vain for recognition and encouragement of his labor-saving device from the Mothers' Congress. To be sure, Solomon would have certified that it met a long-felt want in every community, but Solomon is a back number when it comes to the advanced theorists about child study. There isn't a one of them who wouldn't feel qualified to give him points on how to bring up a baby and train it in the way it should go.

It is altogether out of the fashion nowadays to make a child behave. He is no longer forced into the straight and narrow path and made to stay there. He is beguiled into the ways of righteousness and politeness and civility, and if he condescends to walk in that direction, everybody breathes a sigh of relief and is thankful for small favors. But if he behaves it is simply a matter of grace. Nobody is rash enough to try to make him.

To every thinking person it is painfully apparent that we take an entirely different attitude towards children now from that occupied by people in the past. There didn't seem to be any particular difficulty or flurry in raising children in the days when most of us were brought up. It was a perfectly plain and simple proposition, without any sterilized milk or sterilized philosophizing about it. We were dressed simply, reared plainly, spanked when we were bad, kissed when we reformed, taught obedience to our parents, respect for our elders and had the fact forcibly impressed on your youthful understanding that children were to be seen and not heard.

How is it to-day? Children's parties are only a degree less elaborate than their elders' and the little guests are keen critics of the price of decorations. By the time a little girl has learned to talk she is competent to discourse on fashions and has already learned to value her acquaintances by their clothes. At hotels where I have trembled under the august patronage of the head waiter, I have seen children order a meal from the carte with a perfect sang froid that I envied, but could not emulate, choosing an assorted diet of sweets and ices that must have played havoc with their little insides, but with which their admiring parents did not attempt to interfere.

As for the seen but not heard theory that has fallen into utter desuetude so far as the modern child is concerned. After the first baby is born into a family, even the most optimistic abandon hope of getting any rational conversation out of either parent for the next twenty years. It is always what Tommy thinks, what Jacks says, or the clever thing Sallie did that is the staple of talk, re-

enforced by corrections and emendations from the author. "No, mamma, I didn't say it that way; I said so and so," "Papa, tell the lady what I did," and so on. No effort is made to suppress these infant terrors. On the contrary they are dragged to the front and kept there. Once upon a time, in another city, I was invited to spend an evening with a number of charming people, among whom was a noted traveler, scarcely less famous as a raconteur than he was for his adventures. I am sure that all the other guests, as well as myself, went expecting to sit in absorbed silence, listening to the great man, but, alas for our hopes, early in the evening the young son of the house brought forth a copy of the American Boy's Hand Book of Sports, and insisted on reading aloud how to build an ice boat. For one solid hour we writhed in silence while he droned along with all the fascinating elocutionary effects peculiar to inexperienced youth. Nobody dared put their impulse into execution and gag him, and at the end his misguided mother turned on her outraged guests and beamingly asked us if we didn't think Charley read remarkably well for a child of that age? I trust that was an extreme case, but do you know a house in which there are children, that they are not the eternal subject of all conversation? There, there, beloved, don't ransack your memory any more. You don't. Neither do I. I don't believe in suppressing children altogether, or even too much, but I do think it is a rank injustice to any child to raise him up to think that he is of supreme and paramount importance and that the world is waiting breathlessly to hear his opinion. It is going to be a bitter day for him when he finds out he is not the only pebble on the beach, and he will get many a hard lick before life knocks the inflated self-esteem out of him and reduces him to the proper size for the little bit of a place he is going to fill in the world.

Another cherished theory is that you mustn't force a child to do anything. Lead him, entice him. Always present duty with a halo around it, and the right thing in an alluring and attractive light. It is a lovely idea. The only trouble is that life contradicts it at every turn. It is very, very seldom that duty is wreathed with roses. It is part of the temptation and deceitfulness of sin that the wrong thing is always the attractive thing. Any parent who teaches a child that it is pleasant and easy to do right has given him a broken reed to lean on in his hour of need. It is not easy to always do right; duty is not always pleasant. It is bitter, hard and cruel as death at times, and it is always dead easy to do wrong. "I never give my children any duties to do at home," says one woman, triumphantly exploiting her theory, "as duties, because that would be distasteful to them, but I make a game of it, and they never discover that it is anything but play." Yes, but how about the day when that child—grown into a man or woman—faces the work that is stripped of its tinsel and disguise, and that is nothing but a hard, unromantic, twelve-hour a day job? The chances are that if it is a boy he will throw it up and go and loaf on his kinsfolk, or if it is a girl that she will marry for a home, and swell the ranks of the dissatisfied, complaining, spiteful women.

There isn't any use in trying to sugar-coat the duties of life in the hopes that a child will swallow them and never dis-

cover there's a bitter pill inside. The sweet always rubs off at the critical moment. Better cultivate enough backbone to make him strong enough to choose the right, even if it is hard. When anyone has learned to do what they have to do without fuss or complaint, when they have learned to take their pill without making faces—they have conquered fate. Don't buoy any child up with the hope that things are going to be made smooth and pleasant for him in life. They are not; and remember that it is the things we learn in childhood, the prayer we learn at our mother's knee, the old song we heard on our nurse's bosom, the habits we formed then that stick to us through life. They are the thousand gossamer threads that are woven into character, and if they are weak, some day the cable that should bind us fast to goodness and truth breaks and we are blown out to sea.

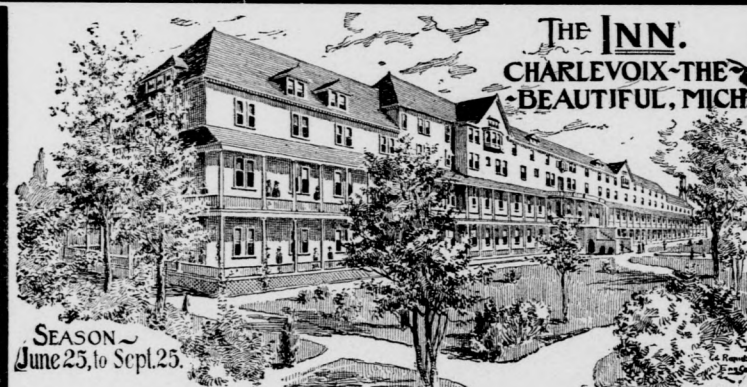
In the new attitude towards children it is held that obedience is desirable, but that it is tyrannical and brutal to enforce it. You must never say "must" to a child, but instead insinuate your desires in a diplomatic way that will leave you a chance to crawl with dignity if he doesn't see fit to accept your ultimatum. Could anything be more ridiculous? A parent who never commands, and who never enforces obedience with brute strength, if necessary, has no authority. Suppose a general on the eve of battle should say to his troops that he would be gratified if they would advance, and hoped that those who felt like it would charge the enemy. Would anybody be wild enough to predict anything but disaster? It is the sharp, stern command, the habit of obedience that does the work. It may seem a matter of very small moment whether Sally comes in off the sidewalk when you call her, or Johnny stays away from the ball game when you forbid him to go, but what about the day when Sally imagines herself in love with some drunken beast whose acquaintance she has picked up

somewhere, or Johnny takes to running with hoodlums and staying out of nights? You can't control them then. You never enforced obedience and you are responsible here and hereafter for a wrecked life.

The greatest misfortune that has befallen the human race since the Eden episode was the discovery that a child was a problem. Up to that time we hadn't been pestered and confused with theories. If a child was disobedient he was punished for it and refrained from repeating the offense. In the mercy of heaven it had not occurred to anybody that there was danger of cowering him by making him behave. If he disturbed an entire neighborhood with yells and howls that were nothing but temper, some humane person turned him across their knee, and administered a spanking that created a beaming paciñco in a few minutes. Inspired wisdom hadn't discovered then that it was likely to break a proud spirit. It is probable that Mrs. Washington and Mrs. Jefferson, and Mrs. Grant, and a thousand other energetic and determined women who brought up sons who were a credit to themselves and an honor to the nation never once suspected that in little George, or Thomas, or Ulysses they were confronting a problem. They were just human boys, and they dealt with them on that platform.

Children are just as adorable now as ever. They are still the sunshine and the perfume of life, but for their own sakes we need to get back into a saner attitude towards them. They need to be relegated to the rear a while, and not brought perpetually to the front. They need to be taught obedience that they may be fitted some day to command. They need to be strengthened to meet the stern requirements of destiny, not taught that they may shirk its responsibilities, for childhood is the school of life, and as we learn its lessons so shall we stand or fall. DOROTHY DIX.

Never set another doing what you would not do yourself.



THE INN.
**CHARLEVOIX-THE-
BEAUTIFUL, MICH.**

SEASON—
June 25, to Sept. 25.

Everything new and strictly first-class. For terms, address Egbert T. Osborn, Charlevoix-the-Beautiful, Mich.; and bear in mind that the **Chicago & West Michigan and Detroit, Grand Rapids & Western Railways** are the only direct lines to Charlevoix, the prettiest place in Northern Michigan.

GEO. DEHAVEN, Gen'l Passenger Agent.

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

Michigan Commercial Travelers' Mutual Accident Association.

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

Lake Superior Commercial Travelers' Club.

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

Gripsack Brigade.

W. L. Clippinger has resigned his position with R. B. Shank & Co. (Lansing), to take the position of city salesman for Hodge & Hoagland.

A. R. Gray, who has been connected with the Swinton, Reynolds & Cooper Co. (Saginaw) as book-keeper for a number of years, has resigned to accept a position as traveling salesman for Paige, Chope & Co., wholesale paper dealers of Detroit.

Rhine Osting, who has represented the Lemon & Wheeler Company among the city trade for several years, has taken the position of Western Michigan salesman for the Detroit Soap Co. He is succeeded by Mina A. Tuinstra, who formerly conducted a retail grocery store in the city, but for the past two years has traveled on the road for Scofield, Shurmer & Teagle.

The next Board meeting of the Michigan Knights of the Grip will be held at Kalamazoo on Saturday, June 4, at which time the train gates of the Heald system will come up for discussion and action. In order that the Board may act understandingly in the matter, it is requested that all traveling men who have "views" on the subject communicate them to President Hoffman between now and the date of the meeting, to the end that a fair conclusion may be reached and definite action taken in the premises.

President Hoffman, of the Michigan Knights of the Grip, makes a very sensible suggestion in relation to the future of the organization—the creation of a surplus fund of \$5,000, to be invested in Government bonds or other securities of an unquestioned character, to be raised by a special assessment of 50 cents a year on each member of the organization. The suggestion is certainly a very pertinent one, because there may come a time when the organization will feel the need of a special fund on which to draw in the event of there being an unusual death loss as the result of an epidemic or railway holocaust. On the basis of the present membership, a special assessment of 50 cents a year would create a fund of about \$800, so that it would take only about six years to accumulate a reserve fund ample in amount to place the organization beyond the possibility of disaster in the event of any unusual or unexpected number of deaths.

Movements of Lake Superior Travelers
Eugene Murphy (Zenith Paper Co.) may become a soldier boy. He has signed the roll of volunteers at Hancock.

L. B. Young, who has covered this territory for a long time for the Michigan Stove Co., goes into the works, and R. B. Waddell takes his place. Mr. Waddell has been located for years at the Soo.

E. S. Mather (Fletcher Hardware Co.) has resigned his position to enter the coal business at Bay City. This is Mr. Mather's first break in the hardware line for about fifteen years. He is the long-distance hardware traveler of this State; that is, he was engaged by the Fletcher Hardware Co. while in Naples, Italy, and came on to take the grip. Success to Ed.

Hotel Superior, Marquette, will no doubt be the place where the annual ball and reception of the Lake Superior Commercial Travelers' Club will be held Aug. 12. It is an ideal place for such an affair and, with the present large membership of the Club, a pleasant time is assured.

It is really too bad that Congress has neglected to create the much-talked-of cabinet office, Secretary of Commerce. Had it been done President McKinley would now be able to have the valued (?) advice of a Chicago traveler who covers the Upper Peninsula, whose ability (?) is not confined to such a small sphere as the knowledge of his own business. He knows all about war, finance and more about other people's business than any other hog in the rut. He claims to have spent "three years six months and four days in Uncle Sam's service in '61"—really a long time to put into twelve months. The patriotism he exhibits at every occasion is seasoned with bluster. He delights in calling other travelers cowards and yet not a syllable of his name indicates anything American. The only thing that prevents him from being obliged to wear a number 8½ hat and a tin ear is his age.

The Grain Market.

There were never before such wide fluctuations in the wheat market as have prevailed since our last. On Tuesday last, Chicago closed \$1.85, that being the pinnacle. New York touched \$1.91, Detroit went to \$1.60 and closed at \$1.56. The closing prices (Monday) were: Chicago, \$1.50; New York, \$1.56; Detroit, \$1.38 for red and \$1.28 for white. All of the above prices are for May wheat. During the week prices have been 15c per bushel lower. The receipts have been the largest this year, both in the Northwest and in the winter wheat states, they have been for years at this season and the exports have kept pace with them. Our visible showed a decrease of only 534,000 bushels, against 2,124,000 bushels during the corresponding week last year, so it will be readily seen that our stocks of wheat are melting away by degrees, and it is no wonder when our exports in wheat and flour are 51,000,000 bushels larger than for the corresponding time last year. However, as the month of May is drawing to a close, we may expect to see prices governed by the supply and demand, but any one who expects to see them recede to where they started from will probably be mistaken. It is our opinion that prices will remain about where July wheat is now.

The demand for flour has been only fair, but good enough to keep the mills running right along. Mill feed keeps up remarkably well for this time of the year and prices remain firm.

Corn and oats have been very steady. The receipts during the week were as follows: wheat, 65 cars; corn, 18 cars; oats, 11 cars.

Local millers are paying \$1.20 for wheat.
C. G. A. VOIGT.

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.

Detroit Grocers Seek Protection from Peddlers.

Detroit, May 14.—At the last regular meeting of the Detroit Retail Grocers and Butchers' Protective Association nearly the entire session was taken up with a discussion of the report made by the Ordinance Committee, giving the results of recent investigation concerning the present status of the peddlers' license ordinance. The Committee reported that very little information could be obtained from official sources as to the cause of the recent postponement of the hearing of the test case in the Supreme Court. They also expressed the opinion that the present condition of things had been brought about by the rankest official negligence and recommended that the Association employ an attorney, at its own expense, to investigate and ascertain, if possible, the real facts in the case and determine upon some definite plan of action by which existing evils could be remedied. The Association passed a resolution instructing the Ordinance Committee to take any steps which it deemed necessary to bring the matter to a definite issue and authorizing them to employ an attorney.

After looking up matters a little further, it was deemed best by the Committee to open the matter again in the Common Council and, if possible, get through another ordinance which would be acceptable to all concerned. On Tuesday evening, May 10, a new ordinance was brought before the Council, advanced to the second reading and referred to the Committee on Ordinances of the Common Council. The changes made in the provisions of the new ordinance include the reduction of the license on handcars from \$25 to \$15 and making the amount to be charged for double and single teams the same—\$25. It will require prompt action on the part of the Council and the Mayor to get this ordinance into successful operation before the beginning of the fiscal year. The battle royal will probably occur at the next meeting of the Common Council when it is expected that the cheap peddler gang will be out in force prepared to make every possible effort to defeat a measure which they regard as opposed to their interests.

Another question, upon which the retail grocers of Detroit propose to make a determined fight this year is the principle of making grocersmen pay the same license for selling milk as is required of wagon peddlers of this commodity. In the spring of 1897 an ordinance was passed by the Common Council which embodied the principle referred to above. The attempts to enforce this ordinance met with a more or less determined resistance on the part of the retail trade of the city, but even-

tually nearly all fell into line. This year an effort will be made to have the ordinance amended so as to limit the collecting of licenses to milk dealers who sell from wagons, the assumption being that men who pay taxes regularly should be exempt from such special license provisions.

Prospect for Mint.

From the Kalamazoo News.

Those mint growers who will have a crop this year are congratulating themselves, for the price will undoubtedly be good. The acreage is estimated by some to be but half that of an average year. There are two reasons for this. The dry spell last fall killed out many old beds. The winter following was an unusually easy one for mint, but much of it was so poor it could not stand any unfavorable weather. Less acreage of new mint was set out than usual, many not wanting to bother with it at the low prices that have prevailed for the past few years. Much of last year's crop is still being held, but will probably all be cleaned up when the new crop is marketed, if not before.

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.

Proper for the Pig.

Boarder (savagely)—This food isn't fit for a pig to eat, madam.

Boarding house keeper (sarcastically)—Then no wonder you are dissatisfied with it.

Giving a man advice and throwing stones at a dog have about the same effect.

Union Bunting, twenty-eight inches wide, solid colors, red white and blue, at 7½c per yard. P. Steketee & Sons, Jobbers, Grand Rapids.

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., Plainfield, Mich.

HOTEL WHITCOMB

ST. JOSEPH, MICH.

A. VINCENT, Prop.

We Can Give You A Lift In Business

with our **FREIGHT ELEVATORS**. Another great thing in Store or Warehouse is our **SCALE TRUCK**: an 800-lb. Scale in connection with the regular warehouse truck. We also make Engines, Boilers, Smokestacks, Iron and Brass Castings, Steel Culvert Pipe and General Machine Work.

Repair work done in any part of the State. You can reach us any hour, day or night, by long distance phone.

Lansing Boiler & Engine Works, Lansing, Mich.

BICYCLE SUNDRIES

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

ADAMS & HART,

GRAND RAPIDS, MICH

Drugs==Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

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

Examination Sessions.

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

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

MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

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

Medical Supplies for the United States Army.

Medical supplies for the U. S. Army are all purchased on bids submitted in response to circular letters sent out by the medical supply depots, the principal ones of which are located in New York City and St. Louis, although smaller supply depots are also situated in Washington and San Francisco, and the samples of the supplies submitted are all examined in the army laboratory in Washington. In times of peace, bids are solicited semi-annually, and the last regular series of bids have just been awarded and the goods delivered. All supplies other than simply medical, pharmaceutical and surgical are furnished through either the quartermaster's or commissary department of the army, and are also purchased on bids except in cases of emergency such as exists at the present time when a hundred and seventy-five thousand men are to be added to the army at one time.

Pharmacists are not recognized as such in the army until they get down to the grade of non-commissioned officers, when they are termed "hospital stewards." The purchase of medical and surgical supplies, the examination of the samples submitted and of the goods purchased, all of which are purely pharmaceutical functions, are in the United States Army (and navy also) performed by members of the medical staff. As has frequently been pointed out in these columns, these duties are performed by expert pharmacists in the military service of all the European nations, except England alone, and, being charged with the performance of such important duties, the pharmacists in other countries are given commissioned rank. In view of the fact that the whole of Europe is an armed camp, it would seem that the experience of European powers should be utilized by the United States and their example followed in placing the entire pharmaceutical department of the army under the charge of pharmacists and giving them adequate rank and remuneration.

Trials of a Druggist.

The druggist gazed wearily out into the street. He had labored hard all day, and evening was now coming apace. The lights began twinkling from other windows, but he saw them not. He was thinking of his trials and troubles and night offered little solace. From early morn his feet kept moving, waiting on customers, yet as he thought of the lack of profits he heaved a bitter sigh. True, the coin had passed over the counter, but it had all been for one article, one only—postage stamps. Now there is as much profit in selling stamps

as there is in dollar bills, and selling stamps doesn't pay rent, gas and other expenses. So the whereofness of the druggist's sigh. Thus he soliloquized as the time came for him to go to his supper. The boy who was to relieve him hadn't arrived, and the druggist awaited the brief respite he enjoyed at his own bedside. But his rhapsody was rudely broken in two, as a woman customer with a firm tread walked over the linoleum floor. The pill-roller woke up.

"Have you any stamps?" she coolly enquired.

"Yes, ma'am," came the faint response.

"Well, gimme a dime's worth."

Then the man who keeps stamps for accommodation filed her order. He produced ten cents' worth of Uncle Sam's passwords, and received the dime. The woman looked surprised. In fact she glared at the poor man. "And don't you give a trading stamp with every dime's purchase?" she questioned.

It is effeminate in a man to break down as the druggist did, but then we all have times when we are fain to cross that Rubicon. The druggist, too, had worked hard that day, and probably was worn out. Luckily, his boy arrived at the right time, and by the aid of restoratives brought his employer to.

Speaking of druggists and stamps, there is another druggist in this city who has tried to combat the stamp evil. In his store he has posted a sign, which reads:

"We sell stamps. Don't ask us to charge them."

The other day, a smart boy added these words:

"Nor lick them, nor stick them."

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:

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.

Profitless and Wearing.

Mrs. Russet: No, I never quarrel with my husband. I can't get any satisfaction out of it.

Mrs. Tanner: Why so? Won't he let you have the last word?

Mrs. Russet: Oh, it isn't that. He just sits there like a dummy and never says a word. One might as well try to argue with a fence post. It's awfully wearing, I assure you.

Do not buy because it is cheap; although cheap for some houses, for you it might prove high priced.

Want Individual Revenue Stamps.

Many manufacturers of proprietary medicines are eager to have included in the schedule of the proposed revenue bill which provides for the taxing of such articles a clause according to manufacturers the privilege of having their own individual revenue stamps of special design. This privilege was granted them under the old Stamp Tax Act, and every reader will remember many designs of such special stamps, each bearing the trademark or other significant device adopted by the individual proprietor as a distinctive label. The manufacturers, many of them, are not only willing, but eager, that a stamp tax on proprietary medicine should be imposed, and maintained indefinitely, but they hold that it is only right that the Government should grant them the privilege of the special stamps. It would cost no more to the Government, as each proprietor would pay for his own die and for printing. The advantage to the manufacturer in having such a stamp is that it is the best safeguard and surest protection as yet devised in this country against counterfeits and bogus imitations of his goods. Several of the manufacturers believe that unless such a provision is included in the stamp tax bill, it will be a difficult matter, if not an impossibility, to secure the privilege after the tax becomes operative.

The Drug Market.

Opium and Morphine—Are firm at recent advances.

Quinine—Is steady at unchanged prices.

Citric Acid—Manufacturers have advanced their price 2c per lb. and there is an active demand.

Alcohol—Has advanced 2c per gal. since our last issue.

Antipyrine—Price has been reduced by the agents, on account of the patent having expired. The decline amounts to 60c per oz.

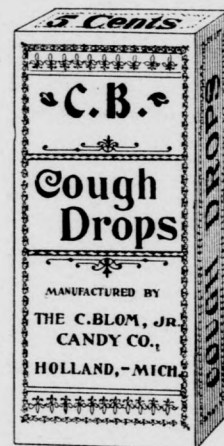
Mercury—Has advanced again and all mercurials are higher.

Crude Brimstone—Is again advanced and the market for rolled and flour is again advancing.

Essential Oils—Anise is easier. Cajuput is lower. Cloves are advancing.

Golden Seal Root—Is scarce and higher.

Linseed Oil—Has advanced 2c per gal., on account of high price for seed.



For Sale by Leading Jobbers.

JERSEY CREAM



6 oz.

6 doz. in case

85c

9 oz.

4 doz. in case

\$1.25

1 lb.

2 doz. in case

\$2.00

O. A. TURNEY, Mfrg., DETROIT, MICH.

Buckeye Paint & Varnish Co.

PAINT, COLOR AND VARNISH MAKERS

Mixed

Paint

White

Lead

Shingle

Stains

Wood

Fillers



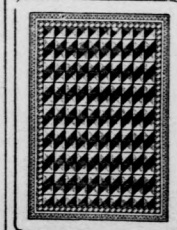
Sole Mfrs CRYSTAL ROCK FINISH, for Interior and Exterior Use

Corner 15th and Lucas Streets, Toledo, Ohio.

The Cheapest Enameled Playing Card

ON THE MARKET IS THE

NO. 20 ROVERS



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

THE AMERICAN PLAYING CARD CO.,
KALAMAZOO, MICH.

WHOLESALE PRICE CURRENT.

Advanced—Citric Acid, Alcohol, Mercury, Brimstone, Linseed Oil.
Declined—Antipyrine, Oil Cajiput.

Acidum		Conium Mac.		Scilla Co.		Sinapis		Linseed, pure raw	
Aceticum, German	70 75	Cubeba	1 15 1 25	Tolutan	50	Sinapis, opt.	2 18	Linseed, boiled	44 47
Benzoleum, German	70 75	Exochthos	1 00 1 10	Prunus virg.	50	Snuff, Maccaboy, De	30 30	Neatsfoot, winter str	46 49
Carbolicum	29 41	Erigeron	1 00 1 10			Voos	34 34	Spirits Turpentine	34 40
Citricum	42 44	Gaultheria	1 00 1 10	Tinctures		Soda Boras, po.	9 11		
Hydrochlor	30 5	Geranium, ounce	1 50 1 60	Aconitum Napellis R	60	Soda et Potass Tart.	20 28	Red Venetian	1 1/2 2 2 1/2
Nitrosum	12 14	Hedeoma	1 00 1 10	Aconitum Napellis F	50	Soda, Carb.	1 1/2 2	Ochre, yellow Mars	1 1/2 2 2 1/2
Oxalicum	12 14	Juniper	1 50 2 00	Aloes	60	Soda, Bi-Carb.	3 1/2 5	Ochre, yellow Ber	1 1/2 2 2 1/2
Phosphoricum, dil.	12 14	Lavendula	1 00 1 10	Africa	60	Soda, Sulphas	3 1/2 5	Putty, commercial	2 1/2 2 1/2 3
Salicylicum	60 65	Limonia	1 30 1 50	Atropine Belladonna	50	Spts. Colagne	2 2 80	Putty, strictly pure	2 1/2 2 1/2 3
Sulphuricum	1 1/2 5	Mentha Piper	1 60 2 20	Auranti Cortex	60	Spts. Ether Co.	50 55	Vermillion, Prime	
Tannicum	1 25 1 40	Mentha Verid	1 50 1 60	Benzoin	60	Spts. Myrcia Dom	2 43	American	13 15
Tartaricum	38 40	Myrica, gal	1 10 1 25	Benzoin Co.	50	Spts. Vini Rect. bbl	2 51	Vermillion, English	70 75
Ammonia		Olive	4 00 4 50	Barosma	50	Spts. Vini Rect. 1/2 bbl	2 51	Green, Paris	16 1/2 20 1/2
Aqua, 16 deg.	4 6	Picea Liquida	75 3 00	Cantharides	75	Spts. Vini Rect. 10 gal	2 54	Green, Peninsular	13 16
Aqua, 20 deg.	6 8	Picea Liquida, gal	1 10 1 25	Cardamom	75	Spts. Vini Rect. 5 gal	2 56	Lead, Red	5 1/2 6
Carbonas	12 14	Ricina	9 10 1 35	Castor	1 00	Less 5c gal. cash 10 days		Whiting, white Span	5 1/2 6
Chloridum	12 14	Rosmarini	1 00 1 10	Cinchona	50	Strychnia, Crystal	1 40 1 45	Whiting, gliders	70 75
Aniline		Rose, ounce	6 50 8 50	Cinchona Co.	50	Sulphur, Subl.	4 1/2 5 1/2	White, Paris Amer.	1 00 1 10
Black	2 00 2 25	Succini	40 45	Columba	50	Sulphur, Roll	4 1/2 5	Whiting, Paris Eng.	1 00 1 10
Brown	80 1 00	Sabina	90 1 00	Cubeba	50	Tamarinds	8 10	cliff	2 1 40
Red	45 50	Santal	2 50 7 00	Cassia Acutifol	50	Theobromæ	2 30 30	Universal Prepared	1 00 1 15
Yellow	2 50 3 00	Sassafras	55 60	Cassia Acutifol Co	50	Vanilla	9 00 16 00		
Bacca		Sinapis, ess., ounce	1 70 1 80	Castor	50	Zinci Sulph	7 8	Varnishes	
Cubese, po. 18	13 15	Tigil	1 70 1 80	Castor	50			No. 1 Turp Coach	1 10 1 20
Juniperus	6 8	Thyme	40 50	Castor	50			Extra Turp	1 00 1 10
Xanthoxylum	25 30	Thyme, opt.	1 60 2 00	Castor	50			Coach Body	2 75 3 00
Balsamum		Theobromæ	15 20	Castor	50			No. 1 Turp Furn	1 00 1 10
Copaiba	60 65	Potassium		Castor	50			Extra Turk Dama	1 55 1 60
Peru	2 75	Bi-Carb.	15 18	Castor	50			Jap. Dryer, No. 1 Turp	70 75
Terabin, Canada	45 50	Bichromate	13 15	Castor	50				
Tolutan	60 65	Bromide	13 15	Castor	50				
Cortex		Carb.	13 15	Castor	50				
Abies, Canadian	18	Chlorate, po. 17 1/2 19c	16 18	Castor	50				
Cassia	12	Cyanide	35 40	Castor	50				
Cinchona Flava	18	Iodide	2 60 2 65	Castor	50				
Euonymus atropurp	30	Potassa, Bitart, pure	25 30	Castor	50				
Myrica Cerifera, po.	20	Potassa, Bitart, com	10 12	Castor	50				
Prunus Virgin.	12	Potass Nitras, opt.	10 12	Castor	50				
Quillaja, gr'd	14	Potass Nitras	10 12	Castor	50				
Sassafras, po. 18	12	Prussiate	20 25	Castor	50				
Ulmus, po. 15, gr'd	15	Sulphate po	15 18	Castor	50				
Extractum		Radix		Castor	50				
Glycerhiza Glabra	24 25	Aconitum	20 25	Castor	50				
Glycerhiza, po.	28 30	Althæa	22 25	Castor	50				
Hæmatox, 15 lb box	11 12	Anchusa	10 12	Castor	50				
Hæmatox, 1s	13 14	Arum po.	20 25	Castor	50				
Hæmatox, 1/4s	14 15	Calamus	20 25	Castor	50				
Hæmatox, 1/8s	16 17	Gentiana	12 15	Castor	50				
Ferru		Glycerhiza, po. 15	16 18	Castor	50				
Carbonate Precip.	15	Glycerhiza, po. 15	16 18	Castor	50				
Citrate and Quinia	2 25	Hydrastis Canad.	15 18	Castor	50				
Citrate Soluble	7 75	Hydrastis Can. po.	15 18	Castor	50				
Ferrocyanidum Sol.	15	Hellebore, Alba, po.	15 18	Castor	50				
Solut. Chloride	2	Inula, po.	15 18	Castor	50				
Sulphate, com'l	2	Ipecac, po.	2 80 3 00	Castor	50				
Sulphate, com'l, by	50	Iris plox, po. 35 38	35 40	Castor	50				
Sulphate, pure	7	Jalapa, pr	25 30	Castor	50				
Flora		Maranta, 1/4s	25 30	Castor	50				
Arnica	12 14	Podophyllum, po.	22 25	Castor	50				
Anthemiss	18 25	Rhei	75 1 00	Castor	50				
Matricaria	30 35	Rhei, cut.	1 25	Castor	50				
Folia		Rhei, pv	75 1 35	Castor	50				
Barosma	23 28	Spigelia	35 40	Castor	50				
Cassia Acutifol, Tin-	18 25	Sanguinaria, po. 15	10 12	Castor	50				
nevelly	18 25	Serpentaria	30 35	Castor	50				
Cassia Acutifol, Alix	25 30	Senega	40 45	Castor	50				
Salvia officinalis, 1/4s	12 20	Similax, officinalis H	10 12	Castor	50				
and 1/8s	12 20	Smilax, M.	10 12	Castor	50				
Ura Ursi	8 10	Scilla, po. 35	10 12	Castor	50				
Gummi		Symplocarpus, Foeti-	10 12	Castor	50				
Acacia, 1st picked	65	cus, po.	10 12	Castor	50				
Acacia, 2d picked	45	Valeriana, Eng. po. 30	10 12	Castor	50				
Acacia, 3d picked	35	Valeriana, German	15 20	Castor	50				
Acacia, sifted sorts	28	Zingiber a.	12 16	Castor	50				
Acacia, po.	60 80	Zingiber j.	25 27	Castor	50				
Aloe, Barb. po. 18 20	12 14	Semen		Castor	50				
Aloe, Cape, po. 15	12 14	Anisum, po. 15	10 12	Castor	50				
Aloe, Socotri, po. 40	30	Apium (graveleons)	13 15	Castor	50				
Ammoniac	55 60	Bird, is.	4 6	Castor	50				
Assafœtida, po. 30	25 28	Carul, po. 18	10 12	Castor	50				
Benzoinum	50 55	Cardamon	1 25 1 75	Castor	50				
Catechu, is.	13	Coriandrum	8 10	Castor	50				
Catechu, 1/4s	14	Cannabis Sativa	4 4 1/2	Castor	50				
Catechu, 1/8s	16	Cydonium	75 1 00	Castor	50				
Camphore	40 43	Chenopodium	10 12	Castor	50				
Euphorbium, po. 35	10	Dipterix Odorata	2 00 2 20	Castor	50				
Galbanum	1 00	Foeniculum	10 12	Castor	50				
Gamboge po.	65 70	Lini	3 1/2 4 1/2	Castor	50				
Gualacum, po. 25	30	Lini, gr'd, bbl. 3 1/2	35 40	Castor	50				
Kino, po. 33.00	3 00	Lobelia	35 40	Castor	50				
Mastic	60	Pharlaris Canarian	4 4 1/2	Castor	50				
Myrrh, po. 45	40	Rapa	4 1/2 5	Castor	50				
Opil, po. 35.00 25.20	3 75 3 0	Sinapis Albu	7 8	Castor	50				
Shellac	40 45	Sinapis Nigra	11 12	Castor	50				
Tragacanth	50 60	Spiritus		Castor	50				
Herba		Frument, W. D. Co.	2 00 2 50	Castor	50				
Absinthium, oz. pkg	25	Frument, D. F. R.	2 00 2 50	Castor	50				
Eupatorium, oz. pkg	20	Frument	1 25 1 50	Castor	50				
Lobelia, oz. pkg	20	Juniperis Co. O. T.	1 65 2 00	Castor	50				
Majorum, oz. pkg	25	Juniperis Co.	1 75 3 50	Castor	50				
Mentha Pip. oz. pkg	23	Saacharum N. E.	1 90 2 10	Castor	50				
Mentha Vir. oz. pkg	25	Spt. Vini Gall.	1 75 6 50	Castor	50				
Rue, oz. pkg	39	Vini Oporto	1 25 2 00	Castor	50				
Tanacetum Voz. pkg	22	Vini Alba	1 25 2 00	Castor	50				
Thymus, V. oz. pkg	25	Sponges		Castor	50				
Magnesia		Florida sheeps' wool	2 50 2 75	Castor	50				
Calcined, Pat.	55 60	Nassau sheeps' wool	2 50 2 75	Castor	50				
Carbonate, Pat.	20 22	velvet extra sheeps' wool, carriage	2 50 2 75	Castor	50				
Carbonate, K. & M.	20 22	Extra yellow sheeps' wool, carriage	2 50 2 75	Castor	50				
Carbonate, Jennings	35 36	Grass sheeps' wool, carriage	2 50 2 75	Castor	50				
Oleum		Hard, for slate use	2 50 2 75	Castor	50				
Absinthium	3 25 3 50	Yellow Reef, for slate use	2 50 2 75	Castor	50				
Amygdale, Dulc.	30 35	Syrups		Castor	50				
Amygdale, Amare.	8 00 8 25	Acacia	50	Castor	50				
Anisi	2 1 2 20	Auranti Cortes	50	Castor	50				
Auranti Cortex	2 25 2 40	Zingiber	50	Castor	50				
Bergamit	2 40 2 50	Ipecac	50	Castor	50				
Cajiputi	85 90	Ferri Iod.	50	Castor	50				
Caryophylli	75 80	Rhei Arom.	50	Castor	50				
Cedar	35 65	Smilax Officinalis	50 60	Castor	50				
Chenopadii	2 75	Senega	50	Castor	50				
Cinnamomi	1 60 1 70	Scilla	50	Castor	50				
Uronella	45 50			Castor	50				

POCKET BOOKS AND PURSES

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

Ladies' Pocket Books

Ladies' Purses

Gentlemen's Pocket Books

Gentlemen's Purses

And invite your inspection and order.

Hazeltine & Perkins Drug Co.

GRAND RAPIDS, MICH.

GROCERY PRICE CURRENT.

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

AXLE GREASE. doz. gross Aurora.....55 Castor Oil.....60 Diamond.....50 Frazer's.....75 IXL Golden, tin boxes 75 Mica, tin boxes.....75 Paragon.....55 BAKING POWDER. Absolute. 1/2 lb cans doz.....45 1/2 lb cans doz.....55 1 lb can doz.....1 50 Acme. 1/2 lb cans 3 doz.....45 1/2 lb cans 3 doz.....75 1 lb cans 1 doz.....1 00 Bulk. Arctic. 6 oz. Eng. Tumblers.....85 El Parity. 1/2 lb cans per doz.....75 1/2 lb cans per doz.....1 20 Home. 1/2 lb cans 4 doz case.....35 1/2 lb cans 4 doz case.....55 1 lb cans 2 doz case.....90 JAXON 1/2 lb cans, 4 doz case.....45 1/2 lb cans, 2 doz case.....85 1 lb cans, 2 doz case.....1 60 Jersey Cream. 1 lb. cans, per doz.....2 00 6 oz. cans, per doz.....1 25 9 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. 8s.....7 16s.....8 Paraffine.....8 CANNED GOODS. Flanitoec Peas. Lakeside Marrowfat.....95 Lakeside E. J.....1 15 Lakeside, Cham. of Eng.....1 30 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.....84 Amboy.....84 Byron.....9 Elsie.....10 Emblem.....9 1/2 Gem.....9 Gold Medal.....9 Ideal.....9 1/2 Jersey.....9 Lenawee.....9 Riverside.....8 1/2 Springdale.....11 Brick.....11 Edam.....10 Leiden.....17 Limburger.....12 Pineapple.....50 Sap Sago.....17 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, 90 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.....13 Good.....16 Fancy.....17 Maracalibo. 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 Sencalbo.....22 Breakfast Blend.....18 Valley City Maracalibo.....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 sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago. Extract. Valley City 1/4 gross.....75 Felix 1/4 gross.....1 15 Hummel's foil 1/4 gross.....85 Hummel's tin 1/4 gross.....1 45 CLOTHES PINS. 5 gross boxes.....40 COUGH DROPS. C. B. Brand. 40 5 cent packages.....1 00 CONDENSED MILK. 4 doz in case. Gail Borden Eagle.....6 75 Crown.....6 25 Daisy.....5 75 Champion.....4 50 Magnolia.....4 25 Challenge.....3 35 Dime.....3 75 COUPON BOOKS. 1 TRADESMAN CREDIT COUPON 5 TRADESMAN CREDIT COUPON Tradesman Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Economic Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00	ONE CENT COUPON Universal Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Superior Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Coupon Pass Books. Can be made to represent any denomination from \$10 down. 20 books.....1 00 50 books.....2 00 100 books.....3 00 250 books.....6 25 500 books.....10 00 1000 books.....17 50 Credit Checks. 500, any one denom'n.....3 00 1000, any one denom'n.....5 00 2000, any one denom'n.....8 00 Steel punch.....75 DRIED FRUITS—DOMESTIC Apples. Sundried.....2 5 Evaporated 50 lb boxes.....2 8 California Fruits. Apricots.....7 1/2 Blackberries.....2 7 1/2 Nectarines.....2 7 1/2 Peaches.....6 1/2 Pears.....8 2 1/2 Pitted Cherries.....8 2 1/2 Prunelles.....8 2 1/2 Raspberries.....8 2 1/2 California Prunes. 100-120 25 lb boxes.....4 1/2 90-100 25 lb boxes.....5 1/2 70-80 25 lb boxes.....6 1/2 60-70 25 lb boxes.....7 1/2 50-60 25 lb boxes.....8 1/2 40-50 25 lb boxes.....9 1/2 30-40 25 lb boxes.....10 1/2 1/2 cent less in 50 lb cases Raisins. London Layers 3 Crown.....1 45 London Layers 4 Crown.....2 00 Dehesas Loose Muscatels 2 Crown.....3 1/2 Loose Muscatels 3 Crown.....4 1/2 Loose Muscatels 4 Crown.....5 1/2 Currants. Patras bbls.....7 1/2 Vostizzas 50 lb cases.....8 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 25 lb boxes.....8 1/2 Sultana 1 Crown.....9 1/2 Sultana 2 Crown.....10 1/2 Sultana 3 Crown.....11 1/2 Sultana 4 Crown.....12 1/2 Sultana 5 Crown.....13 1/2 Sultana 6 Crown.....14 1/2 Sultana package.....14 FARINACEOUS GOODS. Farina. 24 1 lb. packages.....1 65 Bulk, per 100 lbs.....4 00 Grits. Walsh-DeRoo Co.'s. 24 1 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 30 Maccaroni 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.....95 Split, per lb.....2 1/2 Red Oats. Rolled Arena, bbl.....4 60 Monarch, bbl.....4 40 Monarch, 1/2 bbl.....2 35 Monarch, 90 lb sacks.....2 10 Quaker, cases.....3 20 Huron, cases.....1 75 Sago. German, bu.....4 East India.....3 1/2 Tapioca. Flake.....3 1/2 Pearl.....3 1/2 Anchor, 40 lb. pkgs.....5 Wheat. Cracked, bulk.....3 1/2 24 1 lb packages.....2 50	Fish. Cod. Georges cured.....5 Georges genuine.....5 1/2 Georges selected.....6 Strips or bricks.....6 1/2 sterring. Holland white hoops, bbl.....10 25 Holland white hoop 1/2 bbl.....5 50 Holland white hoop, keg.....75 Holland white hoop mchs.....35 Norwegian.....11 00 Round 100 lbs.....2 75 Round 40 lbs.....1 30 Scaled.....13 Flackerel. Mess 100 lbs.....16 3 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.....10 00 No. 2 40 lbs.....4 30 No. 2 10 lbs.....1 15 No. 2 8 lbs.....95 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 25 40 lbs.....3 00 2 60 1 20 10 lbs.....83 73 28 8 lbs.....69 61 33 FLAVORING EXTRACTS. Jennings'. D. C. Vanilla.....2 00 2 oz.....1 20 3 oz.....1 50 4 oz.....2 00 6 oz.....3 00 No. 8 4 00 No. 10 6 00 No. 2 T. 1 25 No. 3 T. 2 00 No. 4 T. 2 40 D. C. Lemon.....2 00 2 oz.....1 20 3 oz.....1 50 4 oz.....2 00 6 oz.....3 00 No. 8 4 00 No. 10 6 00 No. 2 T. 1 25 No. 3 T. 2 00 No. 4 T. 2 40 Northrop Brand. 2 oz. Taper Panel.....1 20 2 oz. Oval.....1 20 3 oz. Taper Panel.....1 35 4 oz. Taper Panel.....1 60 Souders'. Oval bottle, with corkscrew. Best in the world for the money. Regular Grade Lemon. 2 oz.....75 4 oz.....1 50 Regular Vanilla. 2 oz.....1 20 4 oz.....2 40 XX Grade Lemon. 2 oz.....1 50 4 oz.....3 00 XX Grade Vanilla. 2 oz.....1 75 4 oz.....3 50 FLY PAPER. Tanglefoot, per box.....30 Tanglefoot, c'se of 10 b'x's.....2 55 Tanglefoot, 5 case lots.....2 50 Tanglefoot, 10 case lots.....2 40	GUNPOWDER. Rifle—Dupont's. Kegs.....4 00 Half Kegs.....2 25 Quarter Kegs.....1 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 MATCHES. Diamond Match Co.'s brands. No. 9 sulphur.....1 65 Anchor Parlor.....1 70 No. 2 Home.....1 10 Export Parlor.....4 00 MOLASSES. New Orleans. Black.....11 Fair.....14 Good.....20 Fancy.....24 Open Kettle.....25 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.....45 Cob, No. 3.....85 POTASH. 48 cans in case. Babbitt's.....4 00 Penna Salt Co.'s.....3 00 PICKLES. Medium. Barrels, 1,200 count.....5 25 Half bbls, 600 count.....3 13 Small. Barrels, 2,400 count.....6 35 Half bbls, 1,200 count.....3 75 RICE. Domestic. Carolina head.....6 1/2 Carolina No. 1.....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. Church's.....3 30 Deland's.....3 15 Dwight's.....3 30 Taylor's.....3 00 SAL SODA. Granulated, bbls.....75 Granulated, 100 lb cases.....90 Lump, bbls.....75 Lump, 145 lb kegs.....85 SEEDS. Anise.....9 Canary, Smyrna.....3 1/2 Caraway.....8 Cardamon, Malabar.....6 Celery.....11 Hemp, Russian.....3 1/2 Mixed Bird.....7 Mustard, white.....5 Poppy.....10 Rape.....4 1/2 Cattle Bone.....20 SNUFF. Scotch, in bladders.....37 Maccaboy, in jars.....37 French Rappee, in jars.....43	SALT. Diamond Crystal. Table, cases, 24 3-lb boxes.....1 50 Table, barrels, 100 3 lb bags.....2 75 Table, barrels, 40 7 lb bags.....2 40 Butter, barrels, 280 lb. bnlk.....2 25 Butter, barrels, 20 14 lb bags.....2 50 Butter, sacks, 28 lbs.....25 Butter, sacks, 56 lbs.....55 Common Grades. 100 3 lb sacks.....1 90 60 5-lb sacks.....1 75 25 10-lb sacks.....1 60 Worcester. 50 4 lb. cartons.....3 25 115 2 1/2 lb. sacks.....4 00 60 5 lb. sacks.....3 75 22 14 lb. sacks.....3 50 30 10 lb. sacks.....3 50 28 lb. linen sacks.....32 56 lb. linen sacks.....60 Bulk in barrels.....2 50 Warsaw. 55-lb dairy in drill bags.....30 28-lb dairy in drill bags.....15 Ashton. 55-lb dairy in linen sacks.....60 Higgins. 55-lb dairy in linen sacks.....60 Solar Rock. 55-lb sacks.....21 Common. Granulated Fine.....75 Medium Fine.....75 SOAP. JAXON Single box.....2 75 5 box lots, delivered.....2 70 10 box lots, delivered.....2 65 JAS. S. KIRK & CO.'S BRANDS. American Family, wrp'd.....2 66 Dome.....2 75 Cabinet.....2 20 Savon.....2 50 White Russian.....2 35 White Cloud, laundry.....6 25 White Cloud, toilet.....3 50 Dusky Diamond, 50 8 oz.....2 10 Dusky Diamond, 50 8 oz.....3 00 Blue India, 100 1/2 lb.....3 00 Kirkoline.....3 50 Eos.....2 50 Schulte Soap Co.'s Brand. CLYDESDALE 100 cakes, 75 lbs.....2 80 Single box.....2 80 5 box lots.....2 75 10 box lots.....2 75 25 box lots.....2 60 Allen B. Wrisley's Brands. Old Country, 80 1-lb. bars.....2 75 Good Cheer, 60 1-lb. bars.....3 75 Uno, 100 1/2 lb. bars.....2 50 Doll, 100 10-oz. bars.....2 05 Scouring. Sapollo, kitchen, 3 doz.....2 40 Sapollo, hand, 3 doz.....2 40 SODA. Boxes.....5 1/2 Kegs English.....4 1/2 SPICES. Whole Sifted. Allspice.....13 Cassia, China in mats.....12 Cassia, Batavia in bund.....25 Cassia, Saigon in rolls.....30 Cloves, Amboyna.....14 Cloves, Zanzibar.....12 Mace, Batavia.....55 Nutmegs, fancy.....60 Nutmegs, No. 1.....50 Nutmegs, No. 2.....45 Pepper, Singapore, black.....11 Pepper, Singapore, white.....12 Pepper, shot.....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.....65 Mustard.....12 1/2 Nutmegs.....40 1/2 Pepper, sing, black.....12 Pepper, sing, white.....20 Pepper, Cayenne.....20 Sage.....15 SYRUPS. Corn. Barrels.....18 Half bbls.....20 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 1/4

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

Diamond.
64 10c packages..... 5 00
125 5c packages..... 5 00
32 10c and 64 5c packages..... 5 00

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

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

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 Leaf.....	5 88
Crushed.....	5 88
Cubes.....	5 83
Powdered.....	5 63
XXXX Powdered.....	5 69
Granulated in bbls.....	5 44
Granulated in bags.....	5 44
Fine Granulated.....	5 38
Extra Fine Granulated.....	5 50
Extra Coarse Granulated.....	5 50
Mould A.....	5 63
Diamond Confec. A.....	5 38
Confec. Standard A.....	5 25
No. 1.....	5 06
No. 2.....	5 06
No. 3.....	5 00
No. 4.....	4 94
No. 5.....	4 94
No. 6.....	4 88
No. 7.....	4 81
No. 8.....	4 75
No. 9.....	4 62
No. 10.....	4 63
No. 11.....	4 63
No. 12.....	4 50
No. 13.....	4 44
No. 14.....	4 38
No. 15.....	4 31
No. 16.....	4 25

TOBACCOS.

Cigars.

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



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

Ure Unkle
Ure Unkle..... 35 00

Ruhe Bros Co's Brands.

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

TABLE SAUCES.

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

VINEGAR.

Malt White Wine, 40 grain..... 6
Malt White Wine, 80 grain..... 9
Pure Cider..... 10
Pure Cider, Leroux..... 11

Washing Powder.



00 12 oz pkgs..... 3 50

WICKING.

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

Fish and Oysters

Fresh Fish.

	Per lb.
Whitefish.....	@ 8
Trout.....	@ 8
Black Bass.....	@ 11
Halibut.....	@ 12
Ciscoes or Herring.....	@ 10
Bluefish.....	@ 10
Live Lobster.....	@ 18
Boiled Lobster.....	@ 20
Cod.....	@ 10
Haddock.....	@ 8
No. 1 Pickerel.....	@ 7
Pike.....	@ 6
Perch.....	@ 2 1/2
Smoked White.....	@ 10
Red Snapper.....	@ 10
Cod 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.....	@ 20
Extra Selects.....	@ 10
Anchor Standards.....	@ 10
Clams.....	@

Shell Goods.

Oysters, per 100.....	1 25 @ 1 50
Clams, per 100.....	2 00 @ 2 10

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.....	@ 7
Calfskins, green No. 2.....	@ 7
Calfskins, cured No. 1.....	@ 10
Calfskins, cured No. 2.....	@ 8 1/2

Pelts.

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

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

Wool.

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

Oils.

Barrels.

Eocene.....	@ 11 1/4
XXX W. W. Mich. Hdt.....	@ 8 1/4
W W Michigan.....	@ 8 1/4
Diamond White.....	@ 7 1/4
D. S. Gas.....	@ 8 1/4
Deo. Naptha.....	@ 7
Cylinder.....	@ 25
Engine.....	@ 21
Black winter.....	@ 2

Candies.

Stick Candy.

Standard.....	bbls. pails
Standard H. H.....	6 1/4 @ 7
Standard Twist.....	6 1/2 @ 8
Cut Leaf.....	@ 8 1/2
Jumbo, 32 lb.....	@ 6 1/2
Extra H. H.....	@ 8 1/2
Boston Cream.....	@

Mixed Candy.

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

Fancy-In Bulk.

Lozenges, plain.....	@ 9
Lozenges, printed.....	@ 9
Choc. Drops.....	@ 14
Choc. Monumentals.....	@ 11
Gum Drops.....	@ 6
Moss Drops.....	@ 8
Sour Drops.....	@ 9
Imperial.....	@ 9

Fancy-In 5 lb. Boxes.

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

Caramels.

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

Fruits.

Oranges.

Cal. Seedlings.....	@ 2 50
Fancy Navel 112.....	@ 3 00
125 to 216.....	@ 3 50
Choice.....	@
Medit Sweets.....	@ 2 75

Lemons.

Strictly choice 300s.....	@ 3 50
Strictly choice 300s.....	@ 3 50
Fancy 300s or 300s.....	@ 4 00
Ex. Fancy 300s.....	@
Ex. Fancy 300s.....	@
California 300s.....	@ 3 25

Bananas.

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

Foreign Dried Fruits.

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

Dates.

Fards in 10 lb boxes.....	@ 8
Fards in 60 lb cases.....	@ 6
Persians, G. M's.....	@ 5
1 lb cases, new.....	@ 6
Sairs, 60 lb cases.....	@ 4 1/4

Nuts.

Almonds, Tarragona.....	@ 13
Almonds, Ivaca.....	@ 11
Almonds, California, soft shelled.....	@ 13
Brazils new.....	@ 8
Filberts.....	@ 10
Walnuts, Grenoble.....	@ 13
Walnuts, Calif No. 1.....	@ 10
Walnuts, soft shelled.....	@
Calif.....	@ 9
Table Nuts, fancy.....	@ 10
Table Nuts, choice.....	@ 9
Pecans, Med.....	@ 8
Pecans, Ex. Large.....	@ 10
Pecans, Jumbos.....	@ 12
Hickory Nuts per bu.....	@
Ohio, new.....	@ 1 60
Cocoanuts, full sacks.....	@ 4 00

Peanuts.

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

Grains and Feedstuffs

Wheat.

No. 1 White.....	1 20
No. 2 Red.....	1 20

Winter Wheat Flour.

Local Brands.

Patents.....	7 75
Second Patent.....	7 25
Straight.....	7 05
Clear.....	6 50
Graham.....	6 50
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 25
Diamond, 1/4s.....	7 25
Diamond, 1/2s.....	7 25
Worden Grocer Co.'s Brand.....	
Quaker, 1/8s.....	7 50
Quaker, 1/4s.....	7 50
Quaker, 1/2s.....	7 50

Spring Wheat Flour.

Clark-Jewell-Wells Co.'s Brand.....	
Pillsbury's Best 1/8s.....	7 50
Pillsbury's Best 1/4s.....	7 40
Pillsbury's Best 1/2s.....	7 30
Pillsbury's Best 1/4s paper.....	7 30
Pillsbury's Best 1/2s paper.....	7 30

Ball-Barnhart-Putman's Brand.



Duluth Imperial, 1/8s.....	7 50
Duluth Imperial, 1/4s.....	7 40
Duluth Imperial, 1/2s.....	7 30

Lemon & Wheeler Co.'s Brand.

Gold Medal 1/8s.....	7 60
Gold Medal 1/4s.....	7 50
Gold Medal 1/2s.....	7 40
Parisian, 1/8s.....	7 60
Parisian, 1/4s.....	7 50
Parisian, 1/2s.....	7 40

Olney & Judson's Brand.

Ceresota, 1/8s.....	7 50
Ceresota, 1/4s.....	7 40
Ceresota, 1/2s.....	7 30

Worden Grocer Co.'s Brand.

Laurel, 1/8s.....	7 50
Laurel, 1/4s.....	7 40
Laurel, 1/2s.....	7 30

Meal.

Bolted.....	2 35
Granulated.....	2 50

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

Fresh Meats.

Beef.

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

Pork.

Dressed.....	5 00 @ 5 25
Loins.....	@ 8 1/2
Shoulders.....	@ 6
Leaf Lard.....	6 1/2 @

Mutton.

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

Veal.

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

Swift & Company quote as follows:

Barreled Pork.

Mess.....	12 50
Back.....	13 00
Clear back.....	12 75
Short cut.....	12 50
Pig.....	10 00
Bean.....	11 00
Family.....	12 00

Dry Salt Meats.

Bellies.....	7
Briskets.....	6 1/2
Extra shorts.....	6 1/2

Smoked Meats.

Hams, 12 lb average.....	9
Hams, 14 lb average.....	8 1/4
Hams, 16 lb average.....	8 1/2
Hams, 20 lb average.....	8
Ham dried beef.....	14
Shoulders (N. Y. cut).....	6 1/2
Bacon, clear.....	8 @ 9
California hams.....	6 1/2
Boiled hams.....	9
Cooked ham.....	10 @ 12 1/2

Lards. In Tierces.

Compound.....	4 1/4
Kettle.....	7 1/4
55 lb Tubs..... advance	7 1/4
80 lb Tubs..... advance	7 1/4
50 lb Tins..... advance	3/8
20 lb Pails..... advance	3/8
10 lb Pails..... advance	3/8
5 lb Pails..... advance	3/8
3 lb Pails..... advance	1
	1 1/4

Hardware

Best Way to Cripple the Department Stores.

Ante Lucem in American Artisan.

The liquor business is by a large percentage of our people and the world looked upon as an immoral and illegitimate business and the retail part of it is run under police regulations in the larger cities and towns, while some sort of restriction is placed over it almost everywhere in this country, and the wholesale part of the work is conducted under strict governmental laws, but the business, as a business, has never yet been the subject of state investigation.

In all business, and among all lines of business in this country, it remains a fact that the department store business is the only business that has been subjected to state legislative investigation. Not another single line of commercial trading has been brought before the bar of a state legislature in this country but the department store.

Several states have been called upon to look into this particular class of trading; several more states will again consider it. Why and what for? Because it is considered an evil and remedies are sought to correct it. They would have been measurably corrected ere this but for the highly paid lobbies working against the reforms. Who paid the lobbyists and was the price obtained from the margins of legitimate gain? If these institutions are selling goods at legitimate profits and for less than the regular and smaller dealer, where come the thousands raised to bribe legislators? Is there any other legitimate business in our country that would try to evade an honest investigation? Not in over one hundred years has any other class of commercial trading in this country been investigated by a state legislature.

The State of Louisiana for a number of years ran a State lottery. There grew up much public clamor, with prosecutors on the one side and defenders on the other. The State would not suppress it as an evil, because of large pecuniary gain therefrom. Public opinion at last called the strong arm of the Government, and despite the offer on the part of the lottery company to pay the entire National debt, it had to go as an intolerable evil.

Thus it was that a man did not have the right to do what he would with his own money and pay it into a swindling combine, even sanctioned by a state grant. The poorer people, those easily led by lying advertising, were daily swindled out of their earnings, and the general Government put a stop to it. It is not the stores as stores, but their methods and the manner in which the business is conducted. It is too much on the lottery plan and not enough of open honest conduct.

I am in favor of a law regulating all advertising that will prevent the department store, catalogue house, every merchant and manufacturer from gain through lying advertising, vide an investigation which advertised certain goods were from a bankrupt stock, former dealer's price \$1.50, our price 70 cents, and the goods were never owned and never formed a part of the said bankrupt stock. Moreover, the same class of goods were on sale at a regular dealer's store six blocks away at 35 cents.

It is less than two years since an injunction was served upon a Minneapolis newspaper and one of its advertising patrons preventing the utterance of a lying advertisement. We want some law, some sort of a police regulation, that will correct these evils, that will prevent this lying and scheming. With all their schemes and frauds eliminated, they can not run full page advertisements with three and four page Sunday advertisements, because they will not be able to hoodwink the gullible.

The Ending of the Window Glass War.
From the Paint, Oil and Drug Review.

The two years' contest between the so-called plate glass combine and the

outside factories was suddenly and—to buyers of glass—sorrowfully brought to a close last week. It appears that a "gentlemen's agreement," or an understanding of like import, has been fixed up by the rival-producing interests, and, for the present at least, former enemies are sworn friends—and incidentally plate glass sells at about 100 per cent. more than it did a week ago. The last week has been a record breaker, for no such single advance has ever been previously recorded in the history of the business. Indeed, the most startling feature of the price movement was an advance of 100 per cent. on one day, its withdrawal on the next, and the former advance restored on the third. A Chicago jobber of a quarter of a century's standing stated that such marked fluctuations are simply bewildering, and challenge the admiration of Leiter, Armour and other lightning-change market manipulators. By way of explanation, it may be said that the deal seemed well under way when the advance was first made, a hitch was encountered and the advance withdrawn, and latterly the deal was perfected and the advance restored. So it appears that the plate glass magnates were not "playing horse" with the trade—but simply getting together as best they could in order to make a little money!

The cessation of hostilities between the plate glass belligerents inaugurates an era of high prices—high when compared with recent sales at 90 and 5, and 90 and 10 off the list, but very moderate when contrasted with values two and three years ago. It means that all the factories will reap large profits on their output instead of keeping even or losing money. The restoration of peace acts as a windfall to jobbers with large stocks and good contracts with producers, for the value of their holdings was about doubled in a night. They are happy. Contractors who had closed in on work in which plate glass was figured at the old price and will now have to pay the new are the ones hard hit. They are unhappy; also the miscellaneous buyers who could just as well have made their purchases a week or ten days ago as now, but didn't. They could have bought \$1,000 worth of plate, list price, at \$95 then; they must now pay \$190, the difference between 90 and 5 off, and 80 and 5 off list price.

The comments in the trade on the events of the week are interesting. One prophesies that the agreement is but the entering wedge which will lead to a consolidation of all the producing interests. Another thinks it will have an opposite influence, aiding the independents' cause.

When a woman has nothing else to do, she fixes her hair.

RUBEROID READY ROOFING

All ready to lay. Needs no painting for two years.

Is odorless, absolutely waterproof, will resist fire and the action of acids.

Can be used over shingles of steep roofs, or is suitable for flat roofs.

Will outlast tin or iron and is very much cheaper.

Try our pure

ASPHALT PAINT

For coating tin, iron or ready roofs. Write for prices.

H. M. REYNOLDS & SON,

Grand Rapids Office, Louis and Campau Sts.
Detroit Office, Foot of Third St.

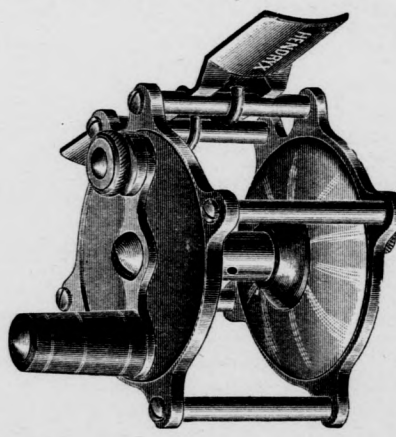


Wm. Brummeler & Sons
Grand Rapids, Mich.

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.

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.

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.

RULE OR RUIN.

Arbitrary Policy Adopted by the Carbide Combination.

The Union Carbide Co., which is only another name for the trust organized by the four manufacturers of calcium carbide in this country, has devised and put into execution a plan which will seriously handicap the manufacturers and users of acetylene gas generators in procuring carbide anywhere in the United States. This has been done by placing the general sales agency in the hands of A. H. Mulliken, of Chicago, who is locating sales agents in each state with even more complicated conditions than at present prevail in Illinois and Wisconsin. This move is made in the interest of the Eagle machine, which is manufactured by the "powers that be."

A local manufacturer recently received the following letter of warning from Mr. Mulliken:

We have been advised that you have been shipping carbide with your generators into territory which is reserved. The following is territory in which the exclusive carbide rights have been sold: States of Illinois and Wisconsin, District of Columbia; counties of Marion, Hamilton, Madison, Tipton, Boone, Montgomery, Clinton, Tippecanoe, Grant, Adams, Cass, Howard, Miami, Wabash, Jay, Allen, Blackford, DeKalb, Delaware, Noble and Wells in the State of Indiana; counties of Allen, Auglaize and Mercer in the State of Ohio, and county of Shawnee in the State of Kansas. We are advised that you shipped some generators and carbide a day or two ago into Wisconsin. Kindly advise us by return mail if you will agree not to send any more carbide into the territory reserved, especially Wisconsin and Illinois. We will hold your order and draft until we hear from you.

Simultaneous with this letter came another letter from W. J. Buckley, who acts as sales agent for the Eagle generator:

Our representative in whose territory Berlin, Wis., is situated writes that you have placed a generator in his territory and have quoted prices to a number of concerns at Berlin, Wis. We beg to state that the Wisconsin Acetylene Co. owns and controls the exclusive rights for the sale of carbide in the State of Wisconsin, whose output we control. We will not furnish any carbide in the State of Wisconsin for any other generator except the Eagle. The selling of your generator in Wisconsin, therefore, is not illegal, but the furnishing of any carbide for your generator or the use of any carbide in your generator in the State of Wisconsin is illegal. We therefore take it for granted that any business done in your generator in Wisconsin has been due to lack of information on your part. This information we now give you, and ask that you withdraw all

generators and all propositions made in the State of Wisconsin.

As a further reason why this should be done, we beg to state that the Michigan Light Co., which we control, has been appointed sole distributor of carbide in Michigan for the Union Carbide Co., and we would be pleased to furnish you all the carbide you may require, at the market rate, provided you do not attempt to do business in reserved territory; but if you continue to do any business or make any prices in Wisconsin, we will not furnish you any carbide, nor permit any other purchaser of carbide to furnish you with same. We do not wish to be arbitrary, but simply propose to protect what carbide rights we have in Wisconsin.

The unfairness of this position is apparent to all, and, unless the present plan of selling carbide is abandoned, some of the competing manufacturers, who are thus placed at a disadvantage, announce that they will undertake to erect and equip a factory for the manufacture of carbide on plans altogether different from those used by the four manufacturers in the combination. The only objection to this plan is that it involves the expenditure of about \$100,000 for a new plant, but those who have investigated the proposed system claim that the product is fully equal to that manufactured by the Wilson patents and that the process of manufacture in no way infringes on Mr. Wilson's device.

The price of carbide has been fixed at \$75 a ton in Chicago or \$82.50 a ton if purchased from the State agents. This price does not apply to Chicago, where \$100 a ton is asked, because the sale of carbide in Chicago is controlled by the gas trust, which paid \$400,000 for the exclusive right to sell carbide in that city. It is claimed that the agents of the Eagle generator are offering to make five year contracts for carbide at \$60 per ton, providing the Eagle generator is adopted. It is also asserted that the carbide furnished those using the Eagle machine is vastly superior to the carbide supplied rival manufacturers, which places the latter at a decided disadvantage in exploiting their generators. The unfairness of the present plan is so manifest that it can not long survive, as a combination of the fourteen manufacturers making generators which have been approved by the Underwriters' Association will surely result in the organization of a competing carbide factory or the importation of Canadian carbide, which is now subject to a duty of 25 per cent.

Stop all leaks in your business. Not with wax, for the first rays of sun will melt the wax and the leaks will be worse than ever.

Michigan Acetylene Gas Co., Ltd.

Jackson, Mich.

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

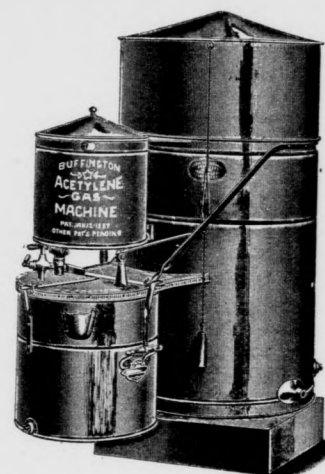
Detroit, April 20-1 have just returned from Washington, and while there in connection with my patents, I had occasion to go through the files and examine patents pertaining to the generation and control of Acetylene Gas. With me was an expert from the office of R. G. Dyer & Co., late commissioner of patents. It may be a source of some satisfaction to you to know that he pronounced the "Buffington" 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 & McGurrian,

General Agents for Western Michigan.

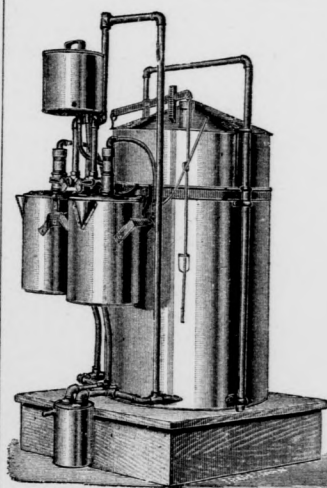
DISPLAY ROOMS, 184 E. PULTON ST., GRAND RAPIDS, MICH.



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.

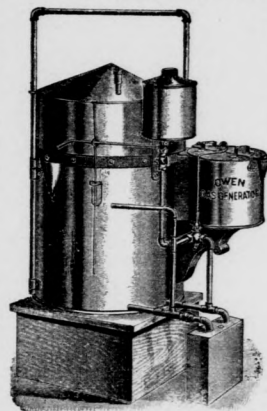


THE OWEN

ACETYLENE GAS GENERATOR

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

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



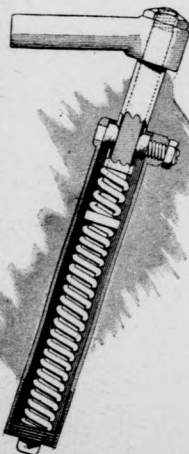
BICYCLE RIDING

Is made a pleasure by the use of a

BERKEY ADJUSTABLE SPRING SEAT POST

A seat post especially adapted to gentlemen's and ladies' wheels. Overcomes the jar and sudden shocks caused in running over rough roads, car tracks, etc. Saves strain on wheel and saves enough in repairs to pay for itself a dozen times over in a season. Adjustable to any wheel, any saddle or any weight rider and to all wear. No wobbling. It is not unlike an ordinary post in appearance and can be taken off or put on with an ordinary bicycle wrench. Have your bicycle or hardware dealer put one on your wheel for a few days' trial, or have him send for a sample post. If not satisfactory we will refund your money. In ordering send exact size of seat post hole and your weight.

BERKEY SPRING SEAT POST COMPANY, Grand Rapids, Mich.



PAPER PROTESTED.

Logical Outcome of Illegitimate Business Methods.

The Tradesman has frequently had occasion to warn its patrons against having any dealings with A. C. Hager, the Lake Odessa egg buyer, principally on account of the fact that he has conducted his business so recklessly that nothing but a National bank back of him could prevent his ultimately meeting with disaster. He began business in Lake Odessa about six years ago, but cut very little figure in the egg market until the season of 1897, when he demoralized the market for several weeks by reason of his paying from one-half cent to one cent above the market. It was understood at that time that he was backed by the officers of the Lake Odessa Savings Bank, and the general understanding is that the loss at the end of the season was found to be several thousand dollars. Notwithstanding this experience, Hager started in again this season to bull the market, offering 9 cents when eggs were actually worth only 8 cents—on a parity with Eastern markets—and subsequently paying 10 cents when it was not possible to ship the eggs to the Eastern markets, pay the freight and commission and get out whole on the basis of such a paying price. It is claimed that Hager has frequently asserted that he would drive every other egg dealer out of the field, and if this was his intention, he succeeded to some extent, although buyers with ample nerve and ampler bank accounts stayed in the field and met his prices, at the same time protesting that such a policy was ruinous and must ultimately result in the failure of Mr. Hager or the embarrassment of the bank or whatever financial influence stood behind him. On Monday morning of this week, Mr. Hager uttered a chattel mortgage for \$800 to W. J. Percival, Cashier of the Lake Odessa Savings Bank, covering the following described properties:

Three thousand five hundred wood egg cases and 8,000 set of egg cases filled; also 650 mineral wool egg cases, the same being all the egg cases and fillers now used by him. Also one black mare 6 years old, also one lumber wagon purchased of Arthur Tolles, also one spring egg wagon purchased of M. R. Alden, also one single top carriage purchased of O. A. Lapo, also one light road wagon purchased of H. C. Carpenter & Son, also 3 set of light single harnesses and one set of light double harness, being all the harnesses owned by him, also one fire-proof safe.

Owing to the retirement of most of the cold storage buyers from the field, the receipts of eggs at Lake Odessa last week were very large, and instead of assorting the eggs and repacking them in his own cases, it is asserted that Hager dumped the receipts, cases and all, into cars as fast as they arrived and shipped them East by fast freight. How many cars left Lake Odessa during the week the Tradesman has been unable to ascertain, but it is probable that not less than five or six cars were hurriedly sent out in this way. Monday afternoon, Hager left on the Eastbound train, ostensibly for Philadelphia, and it is asserted that he informed some of his friends that he would return in a few days and square accounts. In the meantime, his checks have been going to protest for several days, and from present appearances, shippers who sent him eggs during the last week or ten days will be compelled to wait a long time for their pay. The eggs which reached Lake

Odessa subsequent to the filing of the chattel mortgage were held by the local agent of the D., G. R. & W. Railway, who immediately notified the General Freight Agent at Grand Rapids, who, in turn, notified the shippers that their eggs were held at Lake Odessa subject to their orders. At the same time Mr. Davis notified all of the local agents on the line of the Heald system not to accept any more shipments from Hager for good and sufficient reasons.

So far as Hager's indebtedness is concerned, it is estimated all the way from \$7,000 to \$20,000. It is pretty well scattered over the Western portion of the State, and it is not thought that many of the amounts are large. The largest creditor the Tradesman has knowledge of is Martin Datema, 120 Jennette street, Grand Rapids, whose claim is \$861. The next largest claim is that of Thos. Condra, of Grand Rapids, whose interest amounts to \$300. Local creditors have sent attorneys to Lake Odessa to look up the matter, but between the bank and Hager there appears to be nothing left on which either attachment or execution could rest.

The Tradesman had never had any confidence in Mr. Hager's business capacity because of the reckless manner in which he conducted his business. That this opinion is shared by the mercantile agencies is shown by the poor ratings accorded him in their reference books. April 14, 1897, he made a statement to R. G. Dun & Co. that he had \$5,000 in cash, \$2,000 in real estate and \$1,100 in personal property, and that his entire indebtedness was only \$285, making his net worth \$7,815. Notwithstanding this statement, Dun & Co. continued to rate him blank, evidently in the belief that the statement was not entitled to credence.

After the horse is stolen it is a poor time to lock the barn, yet the Tradesman can not resist the temptation to again remind the country merchants and produce shippers of the State that it is not good policy in the long run to deal with a man who has not a satisfactory business rating with the mercantile agencies, especially if he is given to splurges and wild periods of speculation, which can not fail to result in disaster to all concerned. Mr. Hager had a good location and his expenses need not have been heavy, because he did business in a comparatively inexpensive building and could employ whatever help he needed at reasonable prices. If he had been content to do a small business and keep within safe and conservative limits, he would probably be in business to-day, besides being able to look every man in the face and pay 100 cents on the dollar. The ambition to do a large business and to crowd every other buyer in the same line off the track led him into excessive buying on the basis of a higher range of values than the market warranted, ultimately resulting in failure for himself and a serious loss for his shippers.

How far the Lake Odessa Savings Bank is interested in Mr. Hager, the Tradesman has no means of ascertaining; but the Bank permitted Mr. Hager to use its name as reference and, frequently answered letters of enquiry from country shippers, recommending him as trustworthy. How far the Bank ought to be held responsible, under such circumstances, for the claims of the creditors is entirely a matter of conjecture, but the Tradesman has no hesitation in asserting that such a practice ought to be stopped and that this is a good time

to call a halt. It is entirely too easy for a man with limited capital to secure the permission of his local bank to refer his customers thereto, yet in the event of liquidation, the bank scoops in all the available assets and the creditor gets out his letter from the bank, recommending the liquidator as reliable, and no longer wonders why it is that banks are so willing to recommend irresponsible dealers when they have a prior claim on everything the dealers own. This is sometimes referred to as the "divine right of the banks," but the man who has suffered loss as the result of this practice is unwilling to look upon the transaction as bordering on the divine, insisting that it has a closer connection with the land of sulphur and brimstone.

Later—Since writing the above, the Tradesman is in receipt of a telephone message from its special representative which it sent to Lake Odessa, stating that the amount of eggs on track at that place aggregates about seven carloads. Mr. Percival, the Cashier of the Lake Odessa Savings Bank, informed him that the amount of checks which have already gone to protest is about \$5,000, and it is estimated that this represents about one-third of his actual indebtedness to country shippers. Mr. Percival states that Mr. Hager has 10,000 cases of eggs in cold storage at Pottstown, Pa., on which it is expected that he will be able to realize a profit, in case the eggs are held until fall. If they are closed out now at forced sale, the result will be a considerable loss. What interest the Bank has in the stock stored at Pottstown is not disclosed, but it must be in the vicinity of \$30,000, unless Hager has an equity in the stock or advances have been made thereon by the cold storage warehousemen. The general opinion at Lake Odessa appears to be that Mr. Hager will return and square himself, so far as it is possible for him to do so. This expression of opinion is certainly creditable to Mr. Hager, whose operations have been of great value to the town because he has employed an average of twenty-two persons in his warehouse during the egg season. There are rumors in Lake Odessa that the crash would not have occurred had Mr. Percival continued to furnish the capital on which to swing the business, as he was doing up to the latter part of last week, when the President of the Bank came over from Ionia and put an embargo on the Bank's making further advances. The uncertainty as to how much the bank may be interested in Mr. Hager naturally causes considerable unfavorable comment on the part of the customers of the institution, and under the circumstances, it is thought that the officers of the Bank will shortly make a statement to the public, to the end that the customers of the Bank may rest assured that it is not embarrassed by the speculation.

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.

FINE OPPORTUNITY FOR EXPERIENCED man with means to engage in the grist mill business in Leelanau county. Fine wheat country. Acreage of wheat this year in easy access to mill, 800 acres. No opposition within twenty-six miles. Mill site furnished free. Best of shipping facilities either by rail or water. For further particulars address Empire Lumber Co., Empire, Leelanau Co., Mich. 602

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

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

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 \$4,800. 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 other away, or will sell one-half interest in either stock—one to be moved into an other location—to reliable man. Dr. Nelson Abbott, Middleville, Mich. 591

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

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

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

FOR SALE, EXCHANGE OR RENT—LARGE two-story store and residence building in town of 1,000 population in Northern Indiana; stone basement, 120 feet in dimensions. Investigate. Address No. 575, care Michigan Tradesman. 575

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

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

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

FOR 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

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

BROOMS

A. BOMERS, MANUFACTURER OF HIGH-grade brooms at all prices, for retailers only. Grand Rapids, Mich. 605

FOR SALE—MODERN, WELL-ESTABLISHED and equipped broom factory and good trade. Other business commands our attention. Address No. 554, care Michigan Tradesman. 554

COUNTRY PRODUCE

WANTED—BUTTER, EGGS AND POULTRY; any quantities. Write me. Orrin J. Stone, Kalamazoo, Mich. 604

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

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

PATENT SOLICITORS.

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

MISCELLANEOUS.

WANTED—EXPERIENCED GROCERY salesman. State experience and salary expected. If you wish to improve your present position, address No. 603, care Michigan Tradesman. 603

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

Travelers' Time Tables.

CHICAGO and West Michigan R'y

Dec. 1, 1897.

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

DETROIT, Grand Rapids & Western.

Nov 21, 1897.

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

GRAND Trunk Railway System

Detroit and Milwaukee Div

(In effect May 15, 1898)

Leave. EAST. Arrive.
+ 6:45am Sag., Detroit, Buffalo & N. Y. + 9:55pm
+10:10am.....Detroit and East.....+ 5:27pm
+ 3:20pm. Sag., Det., N. Y. & Boston..+12:45pm
* 8:00pm.....Detroit, East and Canada..* 6:35am
+10:45am.....Mixed to Durand.....+ 3:15pm
WEST
* 8:35am.....Gd. Haven and Int. Pts....+ 7:05pm
+12:53pm.Gd. Haven and Intermediate..+ 3:12pm
+ 5:32pm. Gd. Haven and Intermediate..+10:05am
* 7:40pm.....Gd. Haven and Chicago..... 8:15am
+10:00pm.....Gd. Haven and Mil..... 6:40am
Eastward—No. 16 has Wagner parlor car. No. 22 parlor car. Westward—No. 11 parlor car. No. 17 Wagner parlor car.
*Daily. +Except Sunday.
E. H. HUGHES, A. G. P. & T. A.
BEN. FLETCHER, Trav. Pass. Agt.,
C. A. JUSTIN, City Pass. Agent.
97 Monroe St. Morton House.

GRAND Rapids & Indiana Railway

Dec. 5, 1897.

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

DULUTH, South Shore and Atlantic Railway.

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

TRAVEL VIA

F. & P. M. R. R.

AND STEAMSHIP LINES
TO ALL POINTS IN MICHIGAN

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

MONEY IN IT

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

It pays any dealer to keep the Seymour Cracker.

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

For this class of people the Seymour Cracker is made.

Discriminating housewives recognize its superior

FLAVOR, PURITY, DELICIOUSNESS

and will have it.

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

National Biscuit Company, Grand Rapids, Mich.

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.

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GRAND RAPIDS, MICH.

A HEAVY LOAD



Is carried by the merchant when he undertakes to handle the credit transactions of his establishment by means of pass books or other equally antiquated methods. The strain is immediately lessened, however, when he adopts the Coupon Book System and places his credit transactions on a cash basis. We make four kinds of Coupon Books and cheerfully send samples free on application.

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STANDARD OIL CO.

DEALERS IN

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GRAND RAPIDS, MICH.

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

Highest Price Paid for Empty Carbon and Gasoline Barrels.

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.

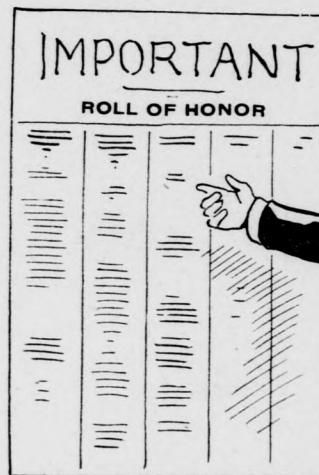
Grand Rapids, Mich.

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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.



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

Enameline

The Modern STOVE POLISH

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

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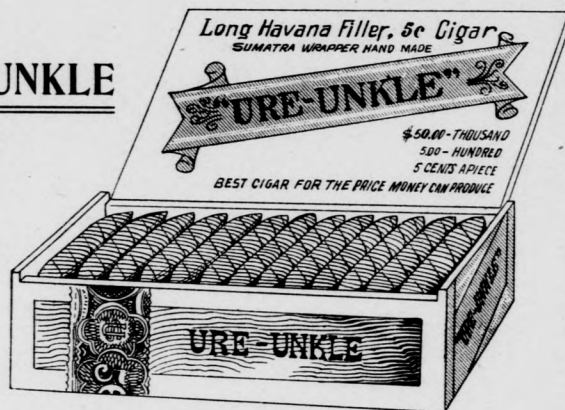
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Michigan

Cigar

Co.

Big Rapids,
Mich.



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Every one is High Grade.

Every one is Low Priced.

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WHOLESALE FURNITURE CO.**

GRAND RAPIDS, MICH.

