

MICHIGAN TRADESMAN

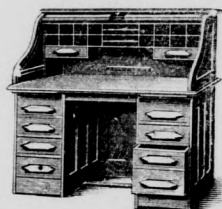
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Volume XV.

GRAND RAPIDS, WEDNESDAY, JUNE 1, 1898.

Number 767

BUSINESS MAN'S FRIEND



Size: 30 inches wide; 50 inches deep; 50 inches high. Made of selected oak, of choice grain, and beautifully finished. Has every convenience for filing private papers for handy reference. The workmanship is high grade in every particular. By closing the roll top the entire desk, including each drawer, is locked automatically. We would recommend dealers to sell the above desk at \$18 to \$20. Our wholesale price to you is \$13.75. Our large catalogue containing full line mailed on receipt of 4 one-cent stamps.

THE WHOLESALE FURNITURE COMPANY, Grand Rapids, Mich.

Everything in the Plumbing Line

Everything in the Heating Line

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

WEATHERLY & PULTE, 99 Pearl St., Grand Rapids

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.]

WORLD'S BEST

S.C.W.

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



TANGLEFOOT

Sealed Sticky Fly Paper

ONE OF THE MOST PROFITABLE THINGS YOU SELL.

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

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

PRICE, 30 CENTS A BOX.—\$2.55 A CASE.



YOUR
WHOLESALE
SELLS
TANGLEFOOT.



DEWEY SMOKES THE

"MR. THOMAS"

The Most Popular Nickel Cigar on Earth

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

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

Mail Orders Solicited.

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.

PURITY AND STRENGTH!

FLEISCHMANN & CO.'S COMPRESSED YEAST



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

ABSOLUTELY PURE

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

FLEISCHMANN & CO.

Detroit Agency, 118 Bates St.

Grand Rapids Agency, 26 Fountain St.

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...UNKLE

IOC. Cigar

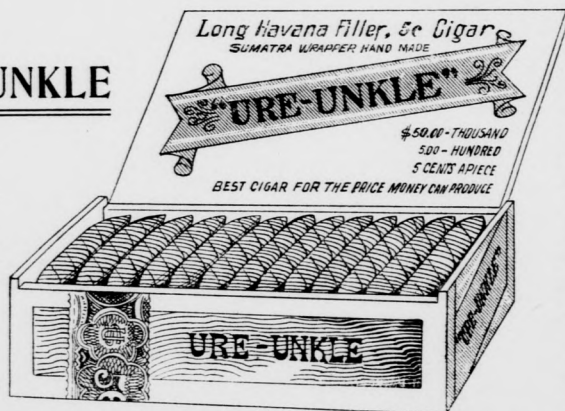
For 5c.

Michigan

Cigar

Co.

Big Rapids, Mich.



New

Pack

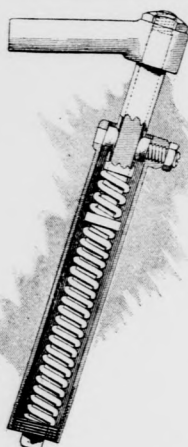
We are now offering our 1898 pack of Canned Goods for future delivery. Compare our new prices with prices of spot stock and you will buy.

MUSSELMAN GROCER CO.,

GRAND RAPIDS, MICH.

Canned

Goods

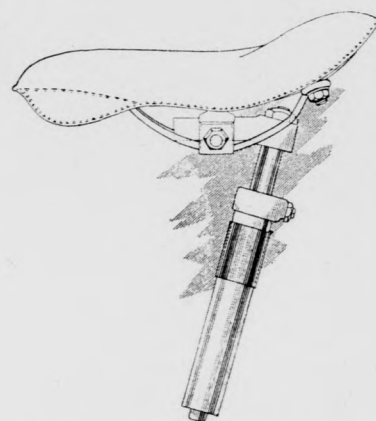


BICYCLE RIDING

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.

There Never Was a Better Time

to push high-grade coffees.

Our Coffees not only help to retain old customers, but make new ones as well. They build business on a solid foundation.

The J. M. Bour Co.,

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

129 Jefferson Avenue, Detroit, Mich.

BOUR'S
COFFEES
MAKE BUSINESS

MICHIGAN TRADESMAN

Volume XV.

GRAND RAPIDS, WEDNESDAY, JUNE 1, 1898.

Number 767

WILLIAM CONNOR now shows a full line of Fall and Winter Clothing. Has the largest line of Kersey Overcoats and Ulsters on the road; best \$5.50 Kersey all wool overcoat in market, all manufactured by **KOLB & SON, ROCHESTER, N. Y.**

If you wish to look over my line, write me, Box 346, Marshall, Mich., or meet me at Sweet's Hotel, Grand Rapids, Mich., from Thursday, June 2, until Monday evening, June 6. Expenses allowed. No harm done if you don't buy.

If You Hire Help—

You should use our

Perfect Time Book and Pay Roll.

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

BARLOW BROS.,
GRAND RAPIDS, MICH.

PREFERRED BANKERS LIFE ASSURANCE COMPANY OF DETROIT, MICHIGAN.

Commenced Business September 1, 1893.

Insurance in force.....	\$2,746,000.00
Net Increase during 1897.....	104,000.00
Net Assets.....	34,738.49
Losses Adjusted and Unpaid.....	None
Other Liabilities.....	None
Total Death Losses Paid to Date.....	40,061.00
Total Guarantee Deposits Paid to Beneficiaries.....	\$12.00
Death Losses Paid During 1897.....	17,000.00
Death Rate for 1897.....	6.31
Cost per 1,000 at age 30 during 1897.....	\$3.25

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

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

HARD TACK.

How It Is Made and Why It Keeps So Long.

Since the Yanko-Spanko war began, the Chicago, St. Louis, Philadelphia, New Orleans and other branches of the National Biscuit Company have been receiving enormous orders for hard tack for the army, but the Grand Rapids branch has been passed by in the distribution of the patriotic favors. "Remember the Maine" will not be stamped on any of the products of the Grand Rapids factory, nor will the soldier boys from here have the satisfaction of knowing that they are sharpening or breaking their teeth on a home-made article while doing their best in a Southern clime to fill up on army rations. That the Grand Rapids factory did not have a share of the army orders is not due to any lack of facilities, nor to any unwillingness on the part of the local management to participate in the work, but it is owing entirely to good business reasons. When the Michigan troops were in Michigan they had more luxurious fare than hard tack. When they moved out of Michigan they landed at a place nearer some other producing point. Hard tack can be shipped to the Southern camps at a material saving in freight from other branches of the National Biscuit Company, especially Philadelphia, New Orleans and St. Louis, than from here, hence these branches get the business. Since the Michigan boys started for the front, there has been some local demand for hard tack, but it is a demand based largely on curiosity to know just what hard tack is and just how hard it may be. S. A. Sears, of the local company, will probably order a few cases of real hard tack, that the friends of the Grand Rapids soldiers may know what the stuff is like.

In trade circles this staple of army life is not known as hard tack. It is called hard bread, but it is understood that the trade name does not improve its flavor in the least, nor make it easier to eat. It is made of flour and water and differs from the ordinary cracker in that it contains neither salt nor "shortening." It is essential that an army ration shall be able to stand any climate and be kept indefinitely without deteriorating, and this is why the hard tack is unsalted and unshortened. The salt would draw the moisture, soften the cracker and in warm weather invite mould and worms. The lard or butter, if used, would in the course of time spoil and make the rations taste bad. Hard tack made of flour and water and without any of the usual "trimmings" will "keep" for years if kept dry and will not be much harder or tougher after a long siege than when fresh from the oven.

In size and shape the hard tack or bread looks like the familiar soda cracker. It is three inches square, about three-eighths of an inch thick and is "pricked" like other crackers. The best quality of flour is used and the manipulation of the dough is the same as in the manufacture of soda crackers. When the "bread" comes from the cut-

ting and stamping rollers, it is passed into the oven and baked thoroughly. In ordinary times it is then packed into five-pound pasteboard boxes, but in these piping times of war, it is put up in fifty-pound wooden boxes and rushed to the front for the soldier boys to feed on. Except for the lack of salt and shortening, the hard tack is fairly palatable, and unless very old is not so very hard. As a steady diet, it becomes somewhat monotonous, but long and scientific tests have demonstrated that it is nutritious and sustaining. If kept an undue length of time, the hard tack is liable to become wormy, but seasoned soldiers rather like it the better for having a few "skippers." The rations for the tars in the navy are the same as for the soldiers, except the sailors call their provender "sea biscuit," instead of hard tack.

The Grain Market.

Everything has an end, so has the famous and probably the largest and hottest-contested May deal that has existed since there has been dealing in wheat, notwithstanding many of the bulls predicted that prices would be forced up on the last day of the noted deal, the same as they did with the Hutchinson deal in September, 1889, when wheat went to \$2 per bushel. However, in this May deal it dropped 50c per bushel, with a thud. The closing price on Saturday was \$1.75 per bushel, but yesterday it opened at \$1.40, and within half an hour it dropped to \$1.25, where it closed. The whole world will say Amen! and hope it will not be repeated, as it really does more harm than good. The weather being exceptionally good for the growing crop has helped to depress futures as well as cash wheat, and it looks now as though we would have the largest crop ever grown, barring accidents. There is not much wheat offered from first hands, as it is well cleaned up. However, there are isolated cases and some parties who would not sell when wheat touched the top are still holding it.

Corn and oats have fallen in the wake of wheat, although not to such an extent. Corn dropped about 2c per bushel, while oats declined about 6c. At present all cereals are inclined toward lower prices, but opinions are for naught and any change in the speculative temper may boost prices again.

Taking everything into consideration, the receipts have been very fair, and were as follows: wheat 41 cars, corn 11 cars and oats 10 cars.

Local millers are paying \$1.00 for wheat.
C. G. A. VOIGT.

Li Hung Chang thinks the Yankees are the greatest fighters on earth, next to the Japs. The Japs threw a rock at China and broke it, and made China pay for the damage done.

Julia Ward Howe's "Battle Hymn" is not the greatest now. There is another him and they call him Dewey.

It is hard for a defenseless little harbor to remain neutral when it has coal to sell.

Status of the Hager Failure.

A. C. Hager, who aspired to figure as the egg king of Michigan, and was only prevented from doing so by the lack of \$50,000 fresh capital, is now in Lake Odessa and insists that within a few days he will call a meeting of his creditors at Grand Rapids for the purpose of effecting a settlement of his indebtedness on the basis of 25 per cent. cash and 25 per cent. paper. He claims that a Boston gentleman has advanced the money necessary to make the first payment as soon as the creditors sign the agreement to settle on the proposed basis. When asked to state what his indebtedness was, he asserted that it would aggregate about \$14,000, as near as he could estimate. When asked how much he owed Martin Datema, of Grand Rapids, he said "about \$400." As a matter of fact, he owes Mr. Datema \$1,400, and when informed that such was the case, he stated that perhaps he did, but he could not tell definitely, because his books had not been written up for several weeks. If all of his indebtedness is in the same shape as the Datema account, so far as his books show, he must owe \$40,000; and while it is possible that he could induce a Boston gentleman to advance 25 per cent. of \$14,000, it is somewhat doubtful whether he may be able to find anyone who would be so foolish as to advance 25 per cent. of \$40,000.

The Tradesman has no idea that any creditor of Mr. Hager will ever get a cent, but if he can induce anyone to advance any money for the purpose of making a pro rata distribution among the creditors, no one will object. Local attorneys assert that if Hager does not act promptly in the matter they will cause his arrest on a capias, and that the refusal of the Lake Odessa Savings Bank to honor the checks which were held longer than the law provides before protesting will result in suits being brought against the Bank in the Ionia county Circuit Court.

A creditor who visited Lake Odessa a few days ago remarked to the Tradesman, on his return: If I had ever seen Hager before I shipped him eggs, I would not have trusted him with a cent's worth of goods. The appearance of the man is enough to condemn him, in my estimation. He looks to me like a man who has lost his head, and how he expects to re-engage in business, in the face of the record he has just made, is more than I can understand."

The cotton goods market is rather stronger. A little advance in print cloths may be regarded as the barometer of the business, but there is really much more improvement in goods than this slight advance would indicate. As not much gain in this industry can be attributed to large demands by the Government, the situation is highly encouraging.

If the Spaniards can not outwit the Yankee pigs, they will try to outrun them.

The summer girl will be covered with American flag colors this summer.

Dry Goods

The Dry Goods Market.

Staple Cottons—Standard and three-yard brown sheetings and drills continue in good demand, and nearly all lines of brown cottons of four yard make and heavier occupy a very strong position. Duck is very firm at recent advances of 20 per cent., but some mills are less actively employed upon Government contracts than was the case up to this week, and can make more prompt deliveries upon regular orders. The export trade in duck has not been as large as was expected, but the home demand for ounce duck is quite active. Denims, cheviots, stripes, checks and plaids are all moving with considerable freedom, and prices of leading makes are held much more firmly than was the case two weeks ago. Fancy tickings of heavy weight are very well ordered, but the more staple lines, especially those of lightweight coarse yarn construction, are rather slow of sale.

Ginghams—Ginghams are as active as anything in the market, and the weather does not see much of a hindrance to the sale of fine zephyr varieties. Staples and dress style ginghams sell freely, and buyers are stimulated to take larger amounts than usual because of threatened advances in prices held over them.

Prints—Seasonable prints of all kinds are quite active. Napped prints are in fair demand, and considerable dark work in the more staple lines is being moved at low prices.

Carpets—The frequent auction sales have been claimed by some to be an effort to save traveling expenses, by drawing the buyers to the New York market, and those who send their salesmen out, it is feared, will be confronted with the answer, when soliciting a customer to place orders, "No; I will not look at your line as I can attend the sales and buy cheaper." This is not likely to "cut much ice" in the long run, however, as the cost of traveling, as well as loss of time, will more than offset the difference in price at which the retailer can place his order with a salesman representing a reputable manufacturer. The retailer will be willing to pay more money as the country recovers from the depression and effects of the war. The buyer who expects he can continue to purchase carpets at free wool prices will get left. It is a fact that all wool extra super ingrain can not be made for less than 46½¢ with duty wool. To expect a manufacturer to sell for less than 50¢ will mean a corresponding reduction in the quality of stock used. As it is, many would prefer to buy a C. C. super with a good standard filling to an inferior all wool carpet. Jute and Smyrna carpets and rugs and art squares continue to receive attention.

Blankets—The blanket market has been considerably stirred up on account of the large orders that have been booked on Government contracts. They have cleared the market of nearly all stocks of colored goods, all wool, and some that have a hard twisted cotton warp. The blankets called for in the specifications are not really what was wanted, but as the matter had to be rushed, there was no time to change the specifications, as it would necessitate considerable "red tape" in such a movement. The calling for these blankets has, however, cleared off a large quantity of the stocks that were on hand in colored goods, and it also

cleared off some of the white goods, for the medical department has taken about half silver gray and half whites, and the navy department has taken all white blankets. The weights are five, six and seven pounds, although these are pretty heavy for the Southern countries. Besides the contracts for the Government, there have been large orders taken for the different states where troops were equipped before the Government had an opportunity to place orders. These goods were in some cases bought by jobbers, who sold them to the state, and in other cases were called for by individuals, who took the opportunity to speculate. On the whole, however, the effect will be excellent on the blanket market, and will pave the way to good prices and a splendid business for next season.

Hosiery—The importers of hosiery have been their own masters this season and have been able to dictate terms more fully to buyers than ever before. This is largely on account of the scarcity of goods wanted, particularly in fancies. The demand has been large, and it has been hard to supply it. There seems to be just as many of the staple plain goods sold as ever, and the fancy business has been entirely additional. Orders for fall goods have been excellent with the importers and there is no lack of confidence in the business. There is an improvement in the general run of prices for staples which has been particularly noteworthy. A number of new styles of fancies have been placed on the market recently by importers that are particularly neat and attractive, generally being milder in tone, and running to two-tone effects, either black and white, blue and black or some similar combination of stripes or checks.

Grand Maccabee Excursion to Detroit.

Tuesday, June 7, 1898, via D. & M. division of the Grand Trunk Railway System, on account of K. O. T. M. and L. O. T. M. grand review. Special train will leave D. & M. depot at 6 a. m., arriving at Detroit at 11 a. m., returning leave Detroit 9.30 p. m., making a fast run to Grand Rapids. Members of the order and the public are cordially invited to go on this special. Fare \$3.10 for the round trip. Tickets will be on sale at D. & M. city office or at depot.

C. A. JUSTIN, C. P. A.,
97 Monroe St., Grand Rapids.

The Voice of Experience.

Edith—Oh, Ethel, what shall I do? Jack says he supposes it's all over between us and that he'll send my presents back.

Ethel (experienced)—Tell him to bring them.

Good Reason.

Dimpleton—Do you know, old man, I don't spend so much money now as I did before I was married?

Von Blumer—How's that?
"Well, I don't have it to spend."

The name of Smith heads the list of names in England and Scotland, but in Ireland Murphy leads, while Smith is fifth. In proportion to the population there are more Smiths in Scotland than in England, for in Scotland one person in every seventy is named Smith, while in England only one person in every seventy-two is a Smith. The Smiths are well used up in Ireland, beating such favorites as the O'Briens, the Ryans, the Connors, the O'Neills, the Reillys, the McCarthys and the Dohertys, the four leaders of the Smiths in Ireland being the Murphys, Kellys, Sullivans and Walsbes.

Simpsons and Pacific black and white and grey prints, 3¾¢.

P. STEKETEE & SONS.

Warm Weather Coming



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

P. Steketee & Sons, Jobbers,
Grand Rapids.



If in Doubt

as to the quantity
you can sell, try a
sample lot. Prices
\$7.50 to \$42 per
dozen.

VOIGT, HERPOLSHEIMER & CO., WHOLESALE DRY GOODS,
GRAND RAPIDS, 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.

BANKING REFORM.

Review of the Present and Proposed Systems.

"Reader" asked a question we did not answer last week, viz., "Is not the proposed system somewhat along the lines of the so-called wild-cat system which prevailed prior to 1861?" Yes and no. Each banking system must have some points of general similarity to every other one in existence. The comparison will apply equally well between the present system and the discarded one. Banking consists largely in furnishing credits, with the attendant necessity of requiring pledges for their re-payment, and this operation is much the same the world over, whether the parties to the transaction are individuals, corporations or a combination of the two. There are people who do not believe in allowing banks to exist or interest to be charged. Such people are constantly laying all the ills of society to the banks and generally have a great deal to say in condemnation of the so-called wild-cat banks, as well as existing ones. The wild-cat banks were, as a rule, fairly good or bad in proportion as the systems under which the different states allowed them to operate were good or bad. In many states the banking laws were thoroughly bad and in such states bad banking prevailed. We presume the standard of honesty among men, bankers included, was at as high an average then as it is now, and if this is so we can not account for the superiority of the present system upon other grounds than the greater virtue of the system itself and the increased efficiency resulting therefrom. The lessons learned from the evils growing out of the old system made possible the better one of to-day—the best we have ever had. The proposed system will be as much superior to the present one as the present one is superior to the so-called wild-cat system.

The business men of this country have prepared a draft of a banking and currency law wherein the line of cleavage is rigidly drawn between the good and bad of past laws, and they are not going to be stopped in their efforts to obtain a scientific banking system because someone cries "wild-cat" and talks about "similarities."

A careful examination of our banking history prior to 1861 will furnish some reasons why we should adopt the commercial asset basis. It is a historical fact that out of those isolated, incomplete and, in many states, wretchedly regulated systems, the only ones whose notes passed at par throughout the Union or at a discount equaling only the then cost of exchange were those which issued notes upon their commercial assets without pledged securities and which guaranteed the value of their issues by prompt redemption in coin on demand. Among the banks of this class were those of the New England States under what was known as the Suffolk system. Another was the State Bank of Indiana, which passed through the crisis of 1857 without suspending specie payments and succeeded in retiring its circulation and liquidating its debts without loss to its creditors when the Government forced the suspension of specie payments by the issue of the demand notes of 1862. The least successful banks were those which, under the state laws, were compelled to base their credit notes on state bonds and other fixed, long-time securities, and they were the first to succumb under adverse

business conditions. In those states which seceded from the Union the state bonds, which were held as a basis for credit notes, shrunk in an appalling degree. Even some states of the North were affected in the same way. In Wisconsin, the Bank Comptroller called upon the banks to make good the depreciation of State bonds, and they were only saved from complete collapse by the Legislature suspending the calls for additional securities. The Comptroller declared that "a general failure was imminent unless relief in some shape was granted."

The basing of a National currency upon the public debt proved fatal to some of the state currencies before the civil war; and, perfect as the security seems for bank notes under the National system, it has always followed the ups and downs of Government paper money, and from 1864 to 1879 they were never any nearer par in coin than were the Government obligations. We should have a banking system entirely divorced from government necessities; the latter can be taken care of through a conservative exercise of the power of taxation and should not be allowed to weaken the credit system of the country. A crisis in governmental affairs need not of necessity create a crisis in business affairs, but the two will go hand in hand so long as the banking business of the country is made subservient to the necessities of government. Witness the condition of Spain, where the credit system has been subverted to meet the needs of a reckless government. Notwithstanding the fact that they have resorted to every device known to legislators in attempts to stay the inevitable depreciation of their currency, their credits have dwindled to about one-third of their original value and their entire banking system is but a dilapidated wreck, in the ruins of which lie the prostrated industries of the people.

ANDREW FYFE.

The costliest flag in town can be seen in the window of a Broadway jeweler, says a New York letter. It represents an outlay of \$18,000. This flag is made of diamonds, rubies and sapphires. It is very small for its worth—only 7 by 4 inches—but it looks big to the people who stop to size it up. It has thirteen stripes and forty-two stars. The white stripes are of small diamonds—800 of them. The red stripes, of course, are of rubies, the same in number and size as the diamonds; but for the blue field are about 300 sapphires with forty-two diamonds for stars.

The cultivation of the camphor tree in Florida has been so successful that this section promises to be a formidable competitor with the Far East. In China, Japan and Formosa, but a small portion now remain, owing to the wasteful methods of obtaining the gum from the trees, which in many cases were cut down entirely. In Florida, on the other hand, it has been found that camphor could be produced profitably from the leaves and twigs, obtaining a pound of the gum from seventy-seven pounds of the cuttings. The tree requires no fertilization, and is extremely ornamental.

The sheriff of Allen county, Ky., besides attending to his official duties, buys and ships stock, operates a flour mill, is interested in and devotes a portion of his time to one of the largest mercantile houses in Scottville, conducts a farm successfully and is the power behind the throne in other industries of minor importance.

Tramps do not keep out of the army because they fear death. They fear work and the discipline that will make them wash themselves.

Patriotic Neckwear

for ladies and gentlemen. Good variety of up-to-date styles. Send us a trial order, and if not satisfactory in any way, you may return all or any portion.

ENTERPRISE NECKWEAR CO., Grand Rapids, Mich.



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.

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.**

Around the State

Movements of Merchants.

Hart—Will Burdick has opened a bazaar store.

Cadillac—E. G. Rice & Co. have opened a shoe house here.

Flint—Wm. E. Fellows has opened a jewelry store at this place.

Warren—F. J. Weigand has opened a grocery and dry goods store here.

Richmond—Adolph Meyer succeeds Wm. Fenton in the meat business.

Manistique—Chas. P. Hill has engaged in the grocery and meat business.

Freeport—Hoard & Co. have purchased the general stock of H. D. Johnson.

Howell—Stone & Fishback have sold their grocery stock to J. H. Kilpatrick & Co.

Charlotte—John E. Haun has embarked in the grocery business on South Main street.

Acme—Ueberroth & Widmer are proprietors of the new meat market established at this place.

Otsego—A. E. Randall has sold the Home bakery to his brother, Charles Randall, of Kalamazoo.

Detroit—The Jas. T. Eaman Coal Co. succeeds Jas. T. Eaman & Co. in the coal and wood business.

Hancock—The Finnish Co-operative Store Co. has been organized to conduct a general merchandise business.

Leslie—B. A. Davis & Co. have purchased the furniture stock of W. H. Withrow and added it to their own stock.

Lansing—The Michigan Produce Co. has completed a hay warehouse in the rear of its main building on Michigan avenue.

Stittsville—J. K. Seafuse is erecting a store building, which he will occupy with a general stock, including a line of drugs.

Three Rivers—The boot and shoe store of J. B. Handy has been closed by virtue of a chattel mortgage held by the First State Savings Bank.

Ferry—W. E. Gunn has purchased W. A. Young's interest in the general stock of Young & Gunn and will continue the business in his own name.

Byron—Morgan & Muringham have sold their meat market to Geo. Downing, of Gaines, and removed their stock of groceries into another store building.

Carson City—The hardware firm of A. B. Loomis has been changed to the Loomis Hardware Co. Mr. Loomis will continue to conduct the business as heretofore.

Saginaw—Edward Champion, manager of the Grand Union Tea Co.'s store in this city, will take charge of the stationery business of the late W. F. Twelvetees.

Bellaire—A. I. Goldstick has leased the store building formerly occupied by August Banowske with his tailoring stock and will put in a stock of dry goods and clothing.

Hudson—E. L. Brooks, who has had a stock of goods in the Dan Brown store for the past six months, has sold out to Frank Stowe, of West Unity, Ohio, who will remove it to his store in Holgate, Ohio.

Alma—Tubbs & Woodard, meat dealers, have dissolved partnership. The former has formed a copartnership with his son, under the style of Tubbs & Son, while the latter has associated himself with F. W. Hooper, under the style of Woodard & Hooper.

Warren—C. E. Osborn, of Caro, will shortly embark in the grocery business at this place.

Hancock—Wm. Whittle, for several years engaged in the general store of North & Son at the Quincy mine, is contemplating establishing a general store on his own account at the Arnold mine.

Athens—Lynn Doty has associated himself with Robert and A. C. Wisner, who formerly conducted their hardware business under the style of Wisner Bros. The new firm will be known as Wisner Bros. & Doty.

McBain—W. O. Cromwell has uttered a chattel mortgage on his interest in the McBain Mercantile Co., after all its debts, either present or those contracted in the future, are paid. By this act Mr. Cromwell has protected the interests of the merchandise creditors of the firm, as his interest therein is not open to attachment by reason of any outside liabilities.

Mancelona—Jess Wisler has begun the construction of a two story and basement brick building, 32x60 feet in dimensions, which he expects to have completed by Sept. 1. He will utilize the building as a warehouse for agricultural implements and vehicles of all kinds. The structure will include iron columns, plate glass front and many modern conveniences not usually found in a building of that kind.

Manufacturing Matters.

Hulbert—Hulbert & Cheesebrough succeed the Hulbert Lumber & Cedar Co.

West Bay City—Wm. Goldie succeeds Wm. G. Pierce in the manufacture of coiled hoops.

Saginaw—Briggs & Cooper are succeeded by the Briggs & Cooper Lumber Co. in the sawmill and lumber business.

Sparta—A. S. Balhuis, A. E. Hinman and A. H. Jacobs have formed a copartnership under the name of the Sparta Manufacturing Co., to manufacture fruit packages, potato crates, etc.

Adrian—The Burnham Screen Works, of Hillsdale, is considering the idea of removing to this place, on account of better shipping facilities, providing buildings worth \$8,000 and a site be donated. Fifty men are employed.

Detroit—Articles have been filed incorporating the Detroit Popcorn Novelty Co. The capital stock is \$5,000, with \$2,500 paid in. Following are the incorporators: J. B. Smith, 248 shares; Seth E. Smith and J. B. Draper, 1 share each.

Howard City—L. C. Hicks has sold his harness stock to H. Kinnee, who has removed the stock to his own store. Mr. Hicks expects in the near future to establish a skirt factory here, in company with his father, who resides in Kalamazoo.

Sault Ste. Marie—A woolen mill plant is being put in at this place by G. J. Griffith. The buildings will be two and a half stories high, covering a ground space 24x80 feet in dimensions. A. H. Janes, of Reed City, will be superintendent of the new enterprise.

Central Lake—The Cameron Lumber Co. has purchased the sawmill and planing mill at Ellsworth formerly operated by the Ellsworth Lumber Co., including store building, houses, stables, etc., and will conduct operations hereafter at Ellsworth as well as at this place and Torch Lake. In order to have ample capital to operate the Ellsworth plant, the capital stock of the corporation has been increased from \$150,000 to \$170,000.

Norwood—The Rittenhouse & Embree Co. has sold its lumbering and general merchandise business to L. J. Nash, of Manitowoc, Wis., who will continue the business under the management of G. V. Nash. The purchaser contemplates the sale of the store building and general stock, in which case he will push the lumbering business more than ever.

Manistique—The Burrell Chemical Co. began operations last week. Only three kilns were fired, but as soon as the contracts for the fuel supply are closed, the plant will be operated to its full capacity. Ninety cords of wood will then be used daily, which will produce 4,500 bushels of charcoal and 270 gallons of refined wood alcohol ready for use. An enormous amount of water is used in the operation of the plant, it requiring six pumps, with a daily capacity of 1,728,000 gallons, to supply the demand.

Saginaw—The affairs of the planing mill firm of O'Donnell, Spencer & Co. have dragged along, every move made which promised success being switched just on the eve of consummation. The latest idea is to let the parties holding the mortgages dispose of the lumber in the yard and the book accounts and thereby realize upon their claims, and the plant which has not been mortgaged be taken by the unsecured creditors and operated under a board of two trustees. It is not known if this latter plan will fall down.

Saginaw—Bliss & Van Auken have shut down their mill plant, having manufactured all of their timber. The mill is reported as having cut about 4,000,000 feet this season. It is also rumored that the mill will go out of commission permanently. Last year it produced more lumber than any other mill on the river, over 30,000,000 feet. The firm has a large stock of lumber in the yard and will probably continue to operate the yard and planing mill. Mr. Van Auken is interested in a gold mine in Montana, and has gone out there to superintend the erection of a stamp mill.

Flour and Feed.

The flour market during the past week has been extremely quiet, everybody waiting for a culmination of the exciting speculative May wheat deal in Chicago. The end has come and, during the last two business days of the month, such a collapse came as is rarely witnessed, the price of wheat dropping from \$1.75 to about \$1.25, or, in round numbers, the price dropping 50c per bushel. Other markets sympathized, but not to the same extent, because none were proportionally as high. Chicago has been running a deal this year comparatively above other markets and, in a measure, holding aloof, not believing in the forced speculative values. In consequence, flour has not reached the high level of prices indicated by the top prices in wheat, and will not have so far to drop. The highest price paid on this market was \$1.35 per bushel.

The city mills have been running steadily and, for the most part, have orders on their books which will keep them busy until July 1.

Millstuffs are quiet, with prices tending a shade lower. Feed and meal are in fairly good demand, with prices well sustained. WM. N. ROWE.

W. C. Hopson enjoyed a fishing expedition to LeRoy very early in the week. In order to get there in time, he started Saturday night.

Hides, Pelts, Tallow and Wool.

Hides still hold high in price and firmness, there being enough demand to keep the market cleaned up. Many tanners, however, prefer shutting down to paying the prices asked. Light stock does not advance to correspond with the heavier, which is desired for Government orders.

Not enough pelts are being offered in the State to make a quotable market.

Tallow has lost the little advance it had and has gone back to the slow drag it has exhibited for a long time. There is no good reason for an advance, as there are large stocks of old tallow and oils in the country suitable for soapers' use.

Wool is firmer and in more demand, with increasing sales, but no higher prices prevail. Prices West help to sustain the market East and, with Government orders, give our mills something to do. There seems to be more conservative action on the part of Western buyers, who are not inclined to pay the extreme high prices they started out with, but are now more in conformity with markets East, which are much below foreign markets, which fact prohibits importing. WM. T. HESS.

Echo of the Chicago Supply Co. Swindle.

From the Alpena Echo.

Alpena county farmers are being called upon by Collector Corrigan, of the Drovers' National Bank of Chicago, which concern holds notes averaging \$75 apiece against sixteen Alpena farmers.

It will be remembered that the notorious Chicago Supply Co., which operated in this section some years ago, sold bills of goods to several farmers, in payment of which it took notes, which afterward were sold to the Drovers' National Bank, the Supply Co. then going out of business.

The Alpena parties put up a hot fight against paying these notes, claiming that they had been done up; but the Supreme Court ruled against them, and Collector Corrigan is now in their midst looking for a settlement of the bank's claims.

Fans and Picture Cards

We have a large line of new goods in fancy shapes and unique designs, which we are offering at right prices. Samples cheerfully sent on application.

TRADESMAN COMPANY, Grand Rapids.

Who makes

**Liquid
Bluing
that
will not
Settle?**

**THE WOLVERINE
SPICE CO.,**

GRAND RAPIDS, MICH.

Grand Rapids Gossip

The Grocery Market.

Sugar—Refiners report moderate sales, which they attribute to the fact that the spring demand has been backward, owing to the absence of warm weather. The country generally has light stocks of sugar on hand and a great improvement in the demand is expected as soon as the fruit season fairly opens. Prices are unchanged, but the tone of the market is firm.

Teas—There is not the least inclination on the part of the retail trade to anticipate wants in teas, nor to buy with the expectation that there may be money in the speculation. However, there are reports from the Orient to the effect that there will be from 10 to 20 per cent. less of those teas that commonly sell at 20 cents and lower. It will be remembered that these teas have been unusually light in supply throughout this entire crop year because, chiefly, the inspection laws were more rigid than usual. It is well enough that the production in Japan will be less this year, and perhaps it is less because this country is taking so much less of these grades.

Coffee—The Arbuckle house is now able to fill all its orders, but Lion coffee is still in arrears. There is also a very good demand for bulk coffees. The general market shows signs of weakness as compared with a week ago. The importation of coffee has not been very greatly impeded by the war, and the stocks, both in this country and abroad, are ample.

Dried Fruits—The recent advance in raisins is fully maintained. The movement is rather better and stocks of desirable goods on the coast are being cleaned up. In the way of low grade raisins few more are coming, and the greater part of those sent here are now cleaned up and out of the way of hot weather. Apricots have advanced 1c. Prunes are still very strong at the advances last reported. Peaches are also unusually strong, and pears are scarce and hard to get. The Government is purchasing in large quantities in several lines of dried fruits, thus giving an unwonted tone to the market. No changes are to be noted in the price of foreign dried fruits.

Canned Goods—The canned goods market has not been so active during the past week. The large speculators in spot tomatoes who have been keeping the market alive are off for a few days, pending other orders from the Government. Spot tomatoes are quieter, therefore, but all sold go at full prices. When the Government needs more tomatoes, the market will probably sharply advance. No further advance has occurred in futures, and the demand is not unusually large. The spot market for corn has not advanced beyond the 2½c noted last week, and the demand is very fair and the market firm. No pea packers have named prices on the new pack yet. Spot peas are selling very slowly at unchanged prices. Peaches are in very small demand at unchanged prices.

Spices—Foreign advices are quite firm and the spice trade generally is in good condition, so that it is supposed that the market will not show much weakness in the near future.

Tobacco—John Orr's Sons, wholesale grocers of Steubenville, Ohio, have sent to the member of Congress representing that district a protest against the pro-

vision of the War Revenue bill taxing the stock of tobacco in dealers' hands. Some of the reasons given in this protest are as follows: Present plugs and packages of tobacco are made and marked to sell at 5 cents, 10 cents, etc., which means a loss to the retailers if a 6 cent tax is added. Retailers will refuse to buy present styles from jobbers, but will insist on getting the new styles, and jobbers will therefore have a stock of goods which will be unsalable. The expenses to wholesale and retail dealers of opening every case of smoking tobacco to stamp every package will be very great. The expense to the Government will also be considerable.

The Produce Market.

Asparagus—15@25c per doz. for home grown.

Bananas—The demand is steady, with a rather firm sentiment prevailing. There are ample supplies, however, and there seems to have been no trouble in getting enough fruit to take care of the demand.

Beet Greens—25@30c per bu.

Beets—New, 30@35c per doz. bunches.

Butter—Dairy commands 5@10c, ranging from fair to fancy, and factory creamery is in moderate request at 14½c.

Cabbage—\$2.50@2.75 per crate of 5 doz.

Carrots—30c per doz. bunches.

Cocoanuts—4@5c.

Cucumbers—50c per doz. for home grown, which are scarce. Illinois stock, which is greatly inferior to home grown, commands 35c.

Eggs—The market is a little stronger, on account of a higher range of values in the East. On account of the cool weather, the quality is holding up well, the proportion of poor eggs being so small that most of the transactions are still made on the basis of case count. Local dealers pay 8c on track, holding at 8½c case count or 9c for stock candled for the best city trade. The tendency of the market is undoubtedly toward higher prices.

Green Onions—10@12c per doz.

Green Peas—\$1.25 per bu.

Honey—Dark ranges from 9@10c.

Light stock commands 12c.

Lemons—There is a decided advance in the market this week, owing to unexpected shortness of the California supply, and the consequent advance of the Messina market on the East coast, owing to the unusually light supply for this country. The advance ranges from 50c a box on Messinas to 25c on Californias.

Lettuce—8c per lb.

Onions—Dry stock from Mississippi commands \$1.50 per bu.

Oranges—The market is well supplied. The quality of the stock is very good for this season of the year. No changes are to be noted this week, but the market is firm at the last advance.

Pieplant—40c per box of about 50 lbs.

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

Pop Corn—50c per bu.

Potatoes—Old stock is lower and weaker, commanding 50@55c per bu.

New stock is higher and firmer, ranging about \$1.40 for red and \$1.50 for white stock.

Radishes—10c per doz. bunches.

Spinach—25c per bu.

Strawberries—Illinois fruit is about played out, recent arrivals being small in size and inferior in quality. Today's arrivals went off fairly well at \$1.75.

Ohio and Indiana stock is coming in in good shape, commanding \$2.25 for the former (24 qts.) and \$1.50 for the latter (16 qts.).

Benton Harbor berries will begin to arrive the latter part of the week, probably starting in on the basis of \$2 per crate. As usual, the Benton Harbor crop is a large one, the quality being fine and the size all that could be desired.

Tomatoes—\$3 per 6 basket crate.

Wax Beans—\$1.25 per bu.

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

TWO FAILURES.

Why Ira Hatch and Martin Goossen Could not Succeed.

A dozen years ago Ira Hatch aspired to do the leading down-town grocery business. He was educated as a grocer, and had he been content to pursue the beaten path of trade, he might have been in business to-day or have retired with a competence. Instead of handling good goods and getting fair prices, he scoured the country for "seconds," "soaks" and "culls," and kept the papers full of cut-rate prices which served to demoralize the trade and create no end of uneasiness in the minds of inconsiderate consumers. Nearly across the street from Hatch was E. J. Herrick, who has never been accused of selling goods for less than cost and probably never will be. When a customer insisted that he could get a can of corn of Ira Hatch for 10 cents, whereas Herrick's price was 15 cents, Mr. Herrick smiled significantly and remarked, "I don't keep that kind of corn." This sort of argument, persistently pursued day after day and week after week, gradually undermined the cutting competitor to that extent that he was forced into bankruptcy, and creditors to the tune of fifteen or twenty thousand dollars curse the day they ever wrote his name on their books. Mr. Herrick still pursues his business on the old plan, owns a brick block on Monroe street, a home on Paris avenue, a summer cottage at Ottawa Beach, has a comfortable bank account from which he discounts every bill and is able to look people in the face and pay 100 cents on the dollar. Ira Hatch, on the other hand, is homeless and practically penniless, with few friends and no admirers.

Not all who are familiar with the circumstances, however, are willing to concede that Hatch's failure was due to price cutting. Some assert that Hatch's personal habits and the expense they involved were enough to disrupt any business, while others assert that his own dishonesty was so apparent to his clerks that some of them could hardly be blamed if they followed his example. That Hatch is anything but an exponent of the highest ideal in honesty is clearly demonstrated by his enforced resignation from the Board of Police and Fire Commissioners under peculiar circumstances. When the other members of the Board charged him with soliciting bribes from saloonists and keepers of brothels, he practically admitted the truth of the charges, but refused to retire until he was given to understand that, if he persisted in remaining, the other members would resign in a body and publicly state their reasons for so doing.

There are still other ways in which the retail grocer may invite and meet disaster. There are none who accuse M. C. Goossen of manifesting the more prominent characteristics of the career of Ira Hatch, yet there are unfortunate features affecting his enterprise scarcely less potent in preventing success. A year ago a committee from the Retail Grocers' Association called on Mr. Goossen and asked him to renew his affiliation with the organization. He declined to do so on the ground that such action on his part would be a positive damage to him, inasmuch as the interchange of views and opinions by "experienced and successful grocers" like himself served to "guide younger

and less experienced grocers" and "start them rightly on the road to success." In the light of the mortgage uttered by Mr. Goossen on May 23, it would appear that even Mr. Goossen could afford to sit at the feet of some grocers younger in years and experience than himself and learn the first principles of successful business.

One of the most serious defects in Mr. Goossen's make-up is his innate antagonism to standard brands. This is shown in the miscellaneous character of his stock, which is a veritable hodgepodge of odds and ends, in which private brands predominate and standard brands are conspicuous by their absence. The same spirit also cropped out in Mr. Goossen's fight against the yeast companies, growing out of their action in changing from bulk to foil goods. Mr. Goossen insisted on handling the article in the old way, although it is contrary to every principle of cleanliness and convenience, and carried the warfare to that extent that he established a rival agency to handle the by-product of a Chicago vinegar factory. It is very generally conceded that vinegar yeast is inferior to spirit goods, but the agency has been continued, with indifferent success, requiring time and attention on Mr. Goossen's part which should have been devoted to his legitimate business.

The retail dealer who undertakes to build up a trade on exclusive goods and petty specialties alone will fail to achieve any extended success, because such a policy involves a degree of picayunishness and slavery to detail which unfits him for the wider interests and broader theories of an ideal commercial career. There are ways in which the genuine hustler can achieve any degree of success, even in such a conventionalized trade as selling groceries, but they do not lie in the direction of setting the correct principles of business at defiance and pursuing a policy which arrays the dealer in opposition to those members of the trade who believe in the principle of live and let live and act on that belief. Mr. Goossen has occupied an antagonistic attitude toward his neighbors in trade ever since he engaged in business, seldom joining them in any movement undertaken in the interest of elevating the grocery business. Whether he assumed this position in the belief that he was thus enabled to attract attention to himself and provoke public controversy, or whether it was due to his innate disposition to pose as an "off horse," is a matter of conjecture. Unfortunately for him, however, his methods lacked the originality which sometimes characterizes the career of the "off horse," so that, in maintaining an independent attitude, he not only lost the co-operation of the trade but failed to gain the respect and admiration of the consuming public.

The Michigan Light Co., which claims to control the sale of calcium carbide in this State, announces that it proposes to make Grand Rapids the distributing point for Michigan and that as soon as the warehouse now in process of construction is completed, it will sell carbide to consumers direct on the basis of 4½ cents a pound in 100 pound cans.

F. J. Hill has purchased the Brainard & Shay drug stock, at the corner of East street and Fifth avenue, and will continue the business at the same location.

Woman's World

How to Hold a Man After You Have Caught Him.

It is one thing to attract a man and quite another to keep him attracted, to hold him after he is attracted. A woman of average physical and mental charm can attract all the men of her acquaintance for a time, she can attract some of them for all time, but she can't attract all of them for all time. It takes a very extraordinary woman to do that. Men have always thought themselves interesting subjects, and no wonder, for since the day when Mrs. Eve-Adam was set up in the sun to dry, woman has looked at them through the glasses of maidenhood, wifehood, widowhood and spinsterhood. Of course, the results have been various.

A young girl, a middle-aged wife, a widow, and a spinster fell to talking about this subject not long ago.

"You're all always railing at me for having so many beaux and never getting a husband," said the girl in reply to a remark. "Maybe it's my fault and maybe it isn't. I haven't quite settled in my own mind whether it is or not. I have settled one thing, though, and that is that it is one thing to attract a man and another to hold him after he is attracted. When I once set my head to draw a man to me I can do it, but I have never yet been able to keep one that I wanted in the least. Why? That's what I'd like to know. Perhaps it is because my nature is too yielding with those of whom I am fond, or it may be that I demand too much of a man when I am inclined to care for him. I rather think, however, the trouble lies in the fact that I permit friendship to ripen too rapidly when I meet a congenial spirit. Philosophers tell us that friendship is the slowest fruit in the garden of life, and yet I force it to perfection as a florist does his lilies at Easter time, and you all know that forced flowers and fruits decay very soon. Friendship is the most beautiful attribute of human nature, and nature will not be hurried. I wish I knew what the trouble is."

"Why, I don't think it is hard to hold a man after you've once attracted him," said the wife, who has the reputation of still being sweethearts with her husband, although she has grown children. "You make a mistake in really yielding to a man whom you've attracted. You should smile and smile and only seem to yield. A woman who wishes to hold a man should never allow him to understand her thoroughly. She should be to him a sweet mystery. The mysterious interests us all. That's our nature. We cling to what we don't quite understand in the hope of solving the problem. I'm getting to be an old woman, but I never let a day pass without mystifying my husband. I make an enigmatical remark that he has to think about, or I do, or refuse to do, something that makes him open his dear kindly eyes and stare; but, mind you, I am gracious and loving with it all. Then I coquet with him. It is a sad day for a husband when a wife leaves off her mask of coquetry. You know flirting is one thing and coquetry another. A refined woman is born with a sweet spirit of coquetry, but the art of flirting is acquired, and is generally somewhat vulgar. You can coquet and be perfectly sincere, but flirting is merely another name for insincerity. But I was talking about holding men. It's a very good plan to coquet with them and to see to

it that they do not read your every thought, word and deed. Of course, we are only looking at this subject from a mental view point. We are speaking of how to hold men in that way and not by physical charm, for there is no elevating happiness to be derived from the latter method. It would be senseless to say that women have not held men in that way for a lifetime, and perhaps in the life to come, but I doubt if there has been a peaceful satisfaction to either in such bondage."

"You accuse the girl here of wavering affection," rejoined the spinster in her most metallic voice. "You do her wrong; she is but seeking a constant man. If she ever finds one, she won't have any trouble in holding him. Of course, she can attract men by the wholesale. Any woman can, and I don't add if she has good sense. Brain is not a necessary commodity in attracting men, but flattery is. Some sour old maid has said that there never was a man so homely, so halt, so deficient in beauty or brain, that he could not get a wife when he wanted to; but I think she misstated her proposition. There never was a woman so unattractive but what, if she set her mind to it, she could attract some man long enough to get him where he couldn't get away if he wanted to. It's all well enough for young people and married ones to have their jokes about old maids; but I assure you most of us are self-elected. However, if a woman, after she has attracted a man, wishes to hold him, she must take care not to be too clever. Men like women who are just clever enough to grasp their cleverness and are just dull enough to admire it immensely. If woman wants to hold man, she must admire him and make him feel it. She needn't keep ding-donging into his ears how much she admires his wit or stupidity, as the case may be, but must feel admiration and look it and seem to breathe it. And if she does that, another woman ten times prettier, cleverer and richer, but with less subtlety, couldn't drag him from her side."

"This talk of how women can attract and hold men strikes me as being very strange," spoke up the widow, and the old maid smiled significantly. "Nature made women to be won and men to win. I think it is easy enough for a single girl or woman to both attract and hold men. Women look at their men admirers, but do not examine them. But a woman examines her husband and he examines her, and so frequently both are put to it to know how to hold each other, to retain each other as comrades, as friends, as well as in the closer relation-

JERSEY CREAM



6 oz.
6 doz. in case
85c

9 oz.
4 doz. in case
\$1.25

1 lb.
2 doz. in case
\$2.00

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

It Is Important

to every merchant who wishes to secure the best trade in his community that he should use great care in selecting his goods. We would say to such merchants that we are prepared as usual to supply your demands, as we keep the choicest goods in every department that can be procured. It is useless to attempt to build up a trade that will be enduring, on cheap goods. Furnish your customers with

Lakeside Peas

Duchess Corn

Quaker Corn

Dinner Party Fruits

and Vegetables

Quaker Coffees

Quakeress, Queen

and Princess Teas

and other high grade goods which we can furnish you, and you will find it very easy to hold your business.

Worden Grocer Co.,

Grand Rapids, Mich.

intimate and less familiar in their relationship to each other, each would retain the charm for the other that they found so dear in the days of sweethearts. Married people are so apt to mistake familiarity for intimacy, for closeness. A man and his wife may be ship. If husband and wife were more very familiar with each other and still be as far apart as the poles. When a woman marries she should make every effort to retain her girlish modesty, her love of privacy. She should make herself as beautiful as possible, but she shouldn't under any conditions allow her husband to see how she does it. A rose, as an expression of one of God's most beautiful thoughts for his children, is a lovely thing to us; but if we knew exactly what that rose was, how it was made, we most likely wouldn't care half so much for it.

"There's another reason why the average woman can not hold the men she attracts: She unfolds herself to them too quickly and too suddenly. This should be the most gradual process. She should be one thing this morning, another this noon, and still another when the stars come out. I do not mean that she must be deceitful, but she must be a creature of many moods, and in such a way that the man should realize that it is only the moods that are different; he must be sure that it is always the same dear girl. The girl struck the keynote of her ill-success in keeping her men friends when she said she demanded too much of them. That is a bad mistake. It's all right to demand a lot in the way of affection and attention from a man, but don't let him know that you are demanding it. This knowledge is power to him. Make him feel that it is a blessed privilege to love you and do things for you. Last, but by no means least, woman must adore man's superiorities if she would attract and make him her own for all time."

"You've all given me so many pointers on how to keep my men friends," concluded the girl, "that I'm more mixed up than ever. If I could put Harry's soul into Tom's body, and Dick's brain there, I'd be all right. Then my friends wouldn't complain of my not being able to hold a man after I've attracted him long enough to make him a husband. You see, I like one thing in one best, and another thing in another, and so I go flying around with all for a time until—well, until they get tired of me, and then I light my candle again and another set of moths flutter into my life. I liked what the spinster said about my seeking a constant man, and, frankly, I wish I could hurry and find him."

It is proposed to use the peat bogs of Germany as sources of energy on one of the canals of the country and in the manufacture of calcium carbide. The bogs of the valley of the Ems cover some 13,000 square miles, and the proposition has been made to erect a 10,000 horse power electric plant in the district which would consume annually some 200,000 tons of peat, equivalent to the amount yielded by 200 acres. One acre of bog averaging 10 feet in thickness contains about 1,000 tons of dried peat, and the amount produced by 430 square miles would afford as much heating power as the 80,000,000 tons of coal mined annually in Germany.

A Manchester (N. H.) hosiery company is now engaged in running off 100,000 pairs of hose for the War Department. They are all-wool, heavy and rather long—in fact, the regulation gray hose known to all old soldiers, and made strictly in accordance with the specifications.

GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, May 28—The war makes business good among grocery jobbing houses and some large Government orders having come to hand, the market on certain lines, especially some kinds of canned goods—notably tomatoes—is pretty closely sold up. Prices are firm and advances have been made which are well sustained.

John F. Pupke, an old-time merchant, was buried Friday. He began in the wholesale grocery business in 1858—forty years ago—with Horace K. Thuber, and both became rich, although they did not continue as partners.

As a general thing jobbers report a quiet market in coffee. Indeed, it is difficult to see how it could be otherwise with the huge supply available. The rate of sterling exchange has advanced at Rio, causing some appreciation in the price of coffee there. Afloat and in store the supply aggregates 982,180 bags, against 733,800 bags at the same time last year. No. 7 is held at 6½c. Mild coffees appear to be doing a little better and holders do not seem to feel warranted in making any concessions. Good Cucuta is fetching 8¾c; prime to choice, 9½@12c; fair to good Guatemala, 12@15c.

On Tuesday 32,654 packages of tea will be offered at auction—the largest amount ever offered here at one time. The result will be awaited with considerable interest. Meantime trading in the article is almost nil. Prices are unchanged. Scarcely anything is doing in an invoice way.

Raw sugar is firm. The market has been very strong all the week and importers seem to have things their own way. Refined has been rather quiet and jobbers do not seem to be inclined to add to their holdings, which are generally said to be quite large. Quotations remain the same. The weather has been very unfavorable, but if we can have a few clear days it is likely the sugar market will show increased activity. Canners will begin to take large quantities.

A sale of about 100 tons of Singapore black pepper was made during the week at 8@8½c. The general market is quiet but steady and prices are practically without change.

The rice market is strong and prices are firmly adhered to. The actual trading was not large, but holders are confident as to the future. Prime to choice Southern, 6½@6¾c.

The week has been very quiet as regards molasses, and orders have been for small quantities. Still, prices show no signs of weakness and dealers are confident of good trade a little later. Good to prime New Orleans Centrifugal, 16@25c; open kettle, 29@32c. Syrups are firm and stocks are pretty closely sold up.

Canned goods remain very firm, especially tomatoes, both for spot and futures. Spot Maryland and Delaware goods are held at \$1.12½@1.15; Jerseys, \$1.15@1.20, and the latter figure seems to be pretty firmly established. Gallons are very scarce, and are held by few dealers. Uncle Sam's orders have upset all calculations which were made six weeks ago as to the course of the canned goods market.

The butter market makes a favorable showing for sellers and best Western creamery is strongly held at 16½c; firsts, 15½@16c; seconds, 14½@15c; Western imitation creamery extras, 14c; firsts, 12½@13c. The arrivals of butter have been light and the market is pretty well cleaned up.

There is not an excessive supply of the finest grades of cheese and the tone of the market is firmer than last week, although prices are low, 7c being the outside quotation for full cream small cheese.

The egg market has been fairly active and quotations are firm and somewhat higher. Near-by stock moves freely at 13@14c for selected grades; Western selected, 11½@12c; fresh gathered Western, 12@12½c.

Association Matters

Michigan Retail Grocers' Association

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

Michigan Hardware Association

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

Detroit Retail Grocers' Association

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

Grand Rapids Retail Grocers' Association

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

Saginaw Mercantile Association

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

Jackson Retail Grocers' Association

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Lansing Retail Grocers' Association

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

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

Traverse City Business Men's Association

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

Owosso Business Men's Association

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

Alpena Business Men's Association

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

Grand Rapids Retail Meat Dealers' Association

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

St. Johns Business Men's Association.

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

POOR ECONOMY

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E. A. STOWE, EDITOR.

WEDNESDAY, - - - JUNE 1, 1898.

ENTERPRISE IN WAR.

There are two ways of conducting military campaigns. One is by quick movements and sudden attacks for which the foe is generally unprepared. The other way is by slow movements, always waiting to be attacked, fighting as little as possible and endeavoring by such means to wear out the enemy.

The first method has always been adopted by all the great soldiers of every age and nation. The second has been used by many commanders, but seldom with success. The only distinguished example of success in the waiting, retreating and dodging policy was made by Fabius, the Roman Consul, who was sent out to meet Hannibal.

Hannibal, who was probably the most brilliant soldier the world has ever produced, was a "lightning fighter." His movements were so swift, the blows he struck were so sudden and terrible, that no army could stand before his powerful assaults. He crossed the Mediterranean Sea and invaded Italy, and although cut off from every base of supplies and forced to live upon the country, he defeated every Roman army sent against him, with such slaughter that they ceased to fight him; but, constantly retreating as he advanced, he finally succeeded, in the course of thirteen years, in wearing out the army of the great Carthaginian. Fabius, who was the Roman commander that adopted this dodging strategy, has had his name given to the sort of tactics that are adopted by commanders who have some important object in delaying battle, or are too timid to take the responsibility of risking it.

But the Fabian policy is nearly always a failure when it is persisted in. It is extremely valuable when used to gain time or maneuver for position; but the soldier who pursues it with the persistent design of avoiding the responsibility of battle, unless he be the possessor of unlimited resources, while those of the foe are limited and are being frittered away by delay, can accomplish nothing but failure. Persistent retreating and refusal to fight have only the effect of demoralizing troops and destroying their prowess and pride and their readiness to fight. The fighting generals alone are they who have ever accomplished many great achievements in war.

Washington, on account of the smallness of his forces and their imperfect equipment, used evasive strategy a great

deal; but he never neglected an opportunity to strike, and his blows were delivered with great suddenness and effect. He was not one of those men who wait to be attacked and then retreat. He maneuvered with the greatest activity and enterprise, and was in every way a most aggressive fighter.

Only the greatest commanders are proof against surprise, because they have already considered every move on the military chess board and have provided against every contingency. The number of great commanders, however, is exceedingly limited. All the others are men of more or less ability, and they are all liable to be surprised by some sudden and unexpected movement. It is by his ability to surprise and defeat an enemy that the great commander is known, but he must be himself proof against surprise. This is the sum of strategy in war, and it was tersely expressed in the homely language of Forrest, the Confederate cavalry leader, when he said: "The secret of victory is to git thar first with the most men."

A writer in the London National Review for May sets down the great military feats of surprising the enemy, achieved during the century, to be these:

Napoleon in Italy, 1800.

Napoleon in Germany, 1805.

Napoleon in Champagne, 1814.

Jackson in the Shenandoah Valley, 1862.

Lord Roberts at the Peiwar Kotal, Afghanistan, 1878.

Lord Wolseley at Tel-el-Kebir and the capture of Cairo, Egypt, 1882.

To these must be added the victory of Dewey at Manila, Spanish East Indies, May 1, 1898. In an entire century the names of only seven commanders are mentioned as masters of that lightning strategy that strikes when utterly unexpected and paralyzes and destroys the power of the stricken foe. Victories will, of course, be won in the present war with Spain; but there is no reason to believe that there will come forth out of obscurity another one of those great masters of war.

May 18 the Tradesman surprised its readers by announcing the failure of A. C. Hager in a three column article setting forth the salient features of the fiasco. May 25 the Tradesman presented further facts relating to the failure, including an article detailing the relations of the Lake Odessa Savings Bank to Mr. Hager and the possible liability incurred by the Bank as the result of its failure to protest the Hager checks according to law. Notwithstanding the fact that the failure involved serious losses to hundreds of Michigan shippers, nothing appeared in the daily press relating to the matter until May 27, and then only a paltry seven lines! Yet there are some merchants who insist that they get all the commercial news they care for in the daily papers! And the merchants who take this position are the ones who suffered the most severely at the hands of the Lake Odessa egg king!

Ex-Secretary Herbert says that the great victory of Dewey at Manila will teach a lesson to every Spanish sailor. What it ought to do, in addition to that, is to teach a lesson to all of those Americans who shivered with fear when war was declared, lest the Spanish navy would prove superior to our own, and who were actually in doubt whether a rich and powerful nation with 75,000,000 people could whip a bankrupt country with a population of less than 18,000,000.

SHORTSIGHTED SHIPPERS

The most important lesson to be learned from the Lake Odessa failure, aside from the inference that a man of moderate means can not pay above the market and survive the ordeal for any considerable length of time, is that merchants and shippers are prone to take too much stock in quotations and do not take sufficient pains to acquaint themselves with the financial standing of the men to whom they consign their property. This unfortunate tendency in trade finds a recent illustration in the experience of a Philadelphia house which has conducted a branch establishment here during the past two seasons for the purpose of securing supplies of eggs. Possessing an exceptionally good rating by Dun & Co., with long experience in the egg and butter trade and with ample facilities to handle large quantities of goods, this house was practically forced to abandon the Grand Rapids market several weeks ahead of the time they had scheduled to remain, because the Lake Odessa operator persisted in sending out cards quoting prices above what any reputable house could reasonably pay on the basis of either present or prospective markets. A recent letter from the house in question serves to explain the situation in a few words:

We are very much pleased with our Grand Rapids deal, because the quality of our eggs is ahead of any other lot in the Philadelphia market. We regret exceedingly that we had to pull out of the field several weeks sooner than we expected, because we could not stand the ruinous competition. Had it not been for that, we would still have a branch house in your busy city. And if we could have any reasonable assurance of the support of the merchants, we would open there again this summer, but we fear that if some one else should offer 1/4c more for eggs or butter, we could not get the goods. What are eggs selling there for now? Also what is dairy worth? Do you think we would be able to get goods at a living profit if we should open up there?

There is an old saying to the effect that a bird in the hand is worth two in the bush, but candor compels the statement that too many merchants appear to have a higher respect for a 10-cent quotation from a worthless scamp whom they have never seen than they have for a 9-cent quotation from a house which has a large capital rating, backed by many years of honorable dealing. This ought not to be the case. The merchant who takes a trade paper—and the dealer who does not take several trade journals in this day and age of the world is unworthy the name of merchant—always has a place to which he can appeal for information and advice. It is the duty of the trade journal to post itself on the standing, character and methods of those who appeal to the retail trade for patronage and shipments, and hearty co-operation between the trade journal and the merchant will effectually prevent the recurrence of such a gigantic swindle as Mr. Hager has perpetrated upon the retail trade of the State. Although a few of the Tradesman's patrons were caught in the snares of the Lake Odessa egg king, it is a source of great satisfaction to the Tradesman to be able to state that nine-tenths of the loss sustained by the failure falls on the shoulders of those who are not enrolled on the subscription list of this journal. The ratings of mercantile agencies are generally correct and letters of recommendation from local banks are sometimes reliable, but the trade journal which is constantly on the lookout for

pointers pertaining to the well-being of the trade has facilities for obtaining information relative to those who are soliciting shipments which make its admonitions and warnings vastly more valuable for the guidance of the shipper than all other sources of information combined.

GENERAL TRADE SITUATION.

The week presents a record of almost uniform, although moderate, improvement in prices and business activity throughout the country, but more notably in the Central and Northwestern States. The principal exception as to price movement is the break in the wheat speculation which has attended the closing of the May deals. As an exponent of the general tendency to moderate improvement there has been a steady increase in the price average of all standard stocks, both railway and industrial, although somewhat greater in the former. While the war situation hinders local activity in the stock market, there is much assurance in the fact that foreigners are manifesting a good deal of interest and are buying quite extensively.

The strength in the wheat situation was maintained remarkably until the close of the May deals, notwithstanding the fact that the high cash prices produced an unprecedented movement for the season of the year. The break seems to be the natural culmination of the great Lieter deal, aided by general bearish news of unexpectedly good crops and shipments from the other wheat-producing countries. While the fall of from 20c for cash to 50 cents for speculative prices in a single day would seem almost alarming, it must be remembered that the level is yet above previous prices for many years.

The general business of the country is altogether larger and more satisfactory than most people realize, but the fact is, there is much confusion on account of depression of prices. It is trying to most producers that they can not get a fair return for their wage outlay and their expenditures for materials; but nearly all the great industries are now in that uncomfortable predicament. Prices are very slowly advancing from the lowest, and there seems to be no fair probability of any rapid advancing prices of manufactured products for some time to come, and yet cost of material and of wages leaves the manufacturer scanty profits, if any. The manufacturers are doing a heavy business, but with extraordinarily low margins of profit, and perhaps not before in fifty years has the percentage of profits been so low as it is to-day. In the long run this is well for the industries. They are capturing foreign contracts of large importance and are putting themselves in a fair way to control markets which they have never before been able to reach. The iron and steel trade, for instance, is sending ship plates to Glasgow and Belfast. Although the two orders are only for 5,600 tons, and not of the highest importance, they mark the way for future business and show that Americans are ready, in this industry at least, to confront any foreign competition. There has been a slight fall in prices of Bessemer pig at Pittsburgh, but not in anthracite iron at Philadelphia, and there are reported heavy sales of Southern pig at Chicago and other Western points.

The Spaniards were tired of remembering the Maine, and they were given Manila to remember.

ENCROACHMENTS OF WOMEN.

A wail from the unhappy—wholly of men—is heard from time to time in the business world the burden of which is that the encroachments of women are materially affecting not only the wages of men but their chances of employment. Time was when the woman was contented to do housework, sewing being a part of the housework, and, if she knew enough, to "keep school." But that time has now gone by. For some reason, hard to explain, these occupations supposed to be peculiarly feminine are not looked upon with favor and the young woman who wants it to be understood that she is somebody, has turned her back upon the three primitive employments and, like her brother, has determined to strike out for herself and, like him, has determined to do what suits her best whether it is feminine or not.

Nothing seems to appall her. In certain lines of work it was natural for her to turn her deft hands for self-support; but, not content with these, there is hardly a vocation which she is not looking at with longing eyes and, when opportunity offers, without so much as a By-your-leave, she enters upon the work she thinks she likes. This has been going on so long now that the wail has become a protest against the constant encroachments of women upon the occupations of men.

It was once supposed that the matter of physical strength would settle the question; but, when we find that the per cent. of women engaged in agriculture, fisheries and mining has increased 7 per cent. during the last twenty years, it shows, small as it is, that the omnipresent woman in those realms of labor is making encroachments and is determined even there to hold her own. In trade and transportation, during these same twenty years, the increase has been 5.26 and in manufacturing and mechanical industries 6.74, a record which shows the encroachment to be going on at something like 3 per cent.

The provoking part of the whole matter lies in the fact that the woman, in spite of all predictions to the contrary, is proving an alarming success. It was supposed that she was yielding to an impulse and that, after she had made a trial and failed, she would be satisfied and that that would be the end of it. Instead, the trial has ended in success. Asking no odds—and certainly receiving none—she has taken up the work which her hands have found, patiently, ploddingly and perseveringly, kept everlastingly at it and in numberless instances has shown herself not equal but superior to the sex who is complaining of having its occupations encroached upon.

With this for the probable reason, it may be profitable to notice how rapid the increase has been during the double decade mentioned. As artists and teachers of art the percentage has risen from 10.10 to 48.08. The number of women book-keepers, clerks and salespeople has passed from 3.47 to 16.93. In 1870, there was one woman architect in this country; in 1890, there were 22. At the former date there were no women chemists, assayers and metallurgists where in the latter there were 46. In 1870, there were 67 women ministers; in 1890, 1,234, showing pretty conclusively that the advantages of the pulpit have been recognized and appropriated. During the twenty years under review the number of women dentists has increased from 24 to 337.

Other statistics might be given which show conclusively that women have widened their labor world and will continue to widen it; but the essential point, after all concessions in that direction, amounts to this: What of it? Have men a monopoly in the world of work, and is it for them to decide what either sex shall do or shall not do? The needle, throughout all time, has been conceded to be the woman's implement of industry—but that has not barred out the tailor from its use; and, while custom seems to have decided certain kinds of employment to be masculine, that same custom has shown itself to be so warped by prejudice as to make its decisions of little value—not valuable enough, at all events, to have it granted without question that a woman's endeavor to support herself is an "encroachment" upon anybody.

It is respectfully suggested, then, to him who wails over the widening of woman's world that mankind has too soon made up its mind that certain forms of work are peculiarly his own. Were that true, there might be an encroachment. It is not true, and encroachment is, therefore, impossible. Whether the woman decides to pull teeth or to preach the gospel, to teach school or to wash dishes, the ability to do implies the right to do, and no man can justly challenge that right, nor can he justly interfere with its exercise.

A negro, born a slave in Alabama, and his master's chattel until early manhood, is the wealthiest man in Guatemala and one of the multi-millionaires of the day. His name is Knight, although travelers in Guatemala would scarcely know it by the familiar Spanish cognomen—Don Juan Knight. The late President Barrios of Guatemala estimated his friend Knight's riches at over \$7,500,000. His annual income from his vast tracts of coffee fincas, his gold mines, his enormous banana plantation and his farms of vanilla beans, his banking and steamboat stocks, besides the debts' interest on money Guatemala borrowed from him, is over \$400,000. He lives in a beautiful home in the suburbs of Guatemala City and is ceaselessly busy looking after his immense interests.

Modern warfare is full of surprises, but the most astonishing feature is the ease with which the nation that is prepared annihilates the one which is not. We had a foretaste of this in the wars of Germany with Austria in 1866, and with France in 1870, but it was shown more plainly when Japan knocked out the giant of the Orient and Greece was wiped out by Turkey last year. The Spanish-American campaign promises to advance the records for completeness of destruction on one side and immunity on the other. The science of war has been so studied in times of peace that the element of chance appears to have been almost entirely eliminated. The individual counts as nothing; the nation is everything.

War is rapidly making the United States a cosmopolitan nation. War is always a quick educator. Whatever else it does, it sharpens the wits and broadens the minds of nations. The present war is yet very young, but it has already made the United States a nation of students of history, geography and international relations. The nation has learned more of the world in the last few months than years of peace would have taught it.

COMMERCIAL EXPANSION.

The press dispatches announce that two commissioners from the Philadelphia Commercial Museum are now en route to China, to secure, if possible, larger and closer trade relations between the United States and the Celestial Empire. These commissioners will meet a third member of the commission at Shanghai.

It is generally agreed that it is possible to increase our commerce with the East by just such moves as the one mentioned. Both China and Japan are friendly with us and look upon us as the most up-to-date people commercially in the world. Such Western customs and policies as Japan has adopted have been modeled largely after our manner of doing things, and China has looked with suspicion upon the approaches of all other peoples than our own.

Our position as a Pacific power gives us advantages in distances and ocean freight rates and the trade we now enjoy in the East has been one of steady development for some years past. With the Philippines we already have a large commercial intercourse and there ought to be no very great difficulty in working up an increased trade on the mainland of Asia. In fact, the outlook commercially for us ought to be brighter in the East than in any other direction. The population to be supplied in Asia and the Eastern islands is six times our own population and is just beginning to buy extensively of American and European goods.

However, we can not expect to obtain that great trade in the East without going after it, as Europe has done—and possibly fighting for it! It is this rich prize for which Russia, France and Germany are now contending, with a view to shutting out England, America and Japan. Wherever Great Britain obtains a foothold we, with all others, have an open field, but not so where the continental powers of Europe secure control. It is from this fact that our interests in the East are kindred to those of England. Next to controlling the seats and routes of the world's commerce ourselves it is to our interest to have Great Britain control them.

The action of the Philadelphia Commercial Museum has another noteworthy significance. It is another evidence of the growing disposition, frequently referred to in these columns, on the part of our manufacturers and business establishments to push the foreign trade of this country. The "home market" has at least ceased to monopolize attention here and the necessity is becoming recognized, and in a practical way, of expanding our trade beyond home boundaries as was never done before in our history. Great things in the line of commercial development unquestionably lie ahead of us.

CITIES AND SUBURBS.

An intelligent writer in one of the magazines recently discussed the relations of suburbs to cities and pointed out the influence the growth of the former exerted upon the development of various enterprises in the latter, these enterprises in turn having the effect of constantly pushing population farther and farther from the business centers.

The most prominent effects of the growth of the suburbs of the large cities is the wonderful development of rapid transit, of solid roadways, of water and light service, these comforts and conveniences naturally crossing city boundaries and following population for

miles into the country. The extension of these public conveniences draws still greater crowds from the centres of population to the outskirts. Old homes are abandoned, apartments are given up and the rich and poor alike leave the city to business uses and seek residence in the suburbs. Death rates grow smaller, the population becomes healthier and ruddier in appearance and living is cheaper.

In working this transformation the trolley lines and electric light wires are the greatest agencies, of course. The increasing popularity of suburban life is crippling the financial resources of cities by removing millions of dollars' worth of personal property beyond the reach of city taxation and lessening the value of property left within city limits. Hence there is the constant effort on the part of the cities to obtain an extension of their boundaries. The city continues to encroach upon the suburbs and the suburbs are as constantly fighting against incorporation.

There is really no good reason, however, why citizens of suburbs should oppose the extension of the corporate boundaries. Air and room once obtained, selfishness should not seek to avoid contributing to the expenses necessary to maintain the public improvements in which all are so vitally interested. The best home is one that is protected by the city and yet is outside the heat and turmoil and objectionable features for residence that are met in the center of population. The suburb that is a part of the city will always enjoy additional conveniences from the mere fact of its being within the city lines. The idea to grasp is that a man does not lose his vital interest in the upbuilding of a city because he moves beyond the corporate limits. There is such a mutuality of interest between city and suburb that they ought always to be under one government in order that all may justly contribute to the common expense while enjoying common benefits.

In a word, it pays a city in many ways to see its suburbs grow and it will always pay a suburb to grow as a part of the city. When this proposition is more generally appreciated we shall cease to see that now common hostility among suburbanites to any effort to incorporate them in the city proper.

Two-thirds of all the letters which pass through the postoffices of the world are written by and sent to people who speak English. There are substantially 500,000,000 persons speaking colloquially one or another of the ten or twelve chief modern languages, and of these about 25 per cent., or 125,000,000 persons, speak English. About 90,000,000 speak Russian, 75,000,000 German, 55,000,000 French, 45,000,000 Spanish, 35,000,000 Italian and 12,000,000 Portuguese, and the balance Hungarian, Dutch, Polish, Flemish, Bohemian, Gaelic, Roumanian, Swedish, Finnish, Danish and Norwegian. Thus, while only one-quarter of those who employ the facilities of the postal departments of civilized governments speak, as their native tongue, English, two-thirds of those who correspond do so in the English language.

Gladstone never displayed the weakness that came to Tennyson when the poet, towering high above all royalty in greatness, allowed himself to be appointed a lord by an agency that had no power to increase the natural nobility of the man.

Shoes and Leather

Helped a Dissatisfied Woman Make up her Mind.

It was in a little country store in a little country town, where the patronage is chiefly that of country people. Not that it is not in an aristocratic neighborhood, for it is. Along the Hudson are the palaces of millionaires and multi-millionaires, but it is needless to say that they do not as a rule patronize the little country store for bonnets, gowns or boots.

So upon one occasion, when a visiting cousin of one Mrs. Multi-Millionaire felt that she needed a new pair of boots, she turned up her small nose in disdain when she was advised to try the country store. Nevertheless, it was a case of necessity, or she thought it was, so the man in the shop was electrified one day at the appearance in his establishment of Mrs. Multi-Millionaire's cousin.

He recognized in his customer a wealthy woman, and made haste to serve her to the best of his ability. Incidentally he made up his mind that she could serve him by taking a pair of shoes which he was particularly anxious to dispose of. They were good shoes, and that was the only trouble with them. They were of fine French kid, 4½ double A width. They had been ordered by a customer who did not take them, and they were a drug in a shop where customers looked upon a pair of \$6 shoes as a wicked extravagance.

"I would like," said this new customer, "a pair of your best French kid boots." The regular customers always asked for shoes.

Several pairs of boots which were brought out and tried on were found to be unsatisfactory. Then the six-dollar boots came, and they were really a perfect fit.

"Why, these are delightful," said Miss Multi-Millionaire's cousin, as she stood up and viewed the boots with a critical air. "I don't think my New York bootmaker could do better than this for me," and she looked pleased and relieved. "How much are they?"

"Five dollars," said the shop-keeper. He was very anxious to get rid of those shoes, and to do it was worth sacrificing a dollar. The pleased expression faded from the face of the customer.

"I am afraid they slip a little at the heel," she said, discontentedly, wriggling the toes inside the pretty little boot and making an effort to move the heel. "And they do pinch my toes so. I'm sure they're too short."

"Yes, I'm sure they are," answered the man, realizing in a moment that he had made a great mistake, and with calm patience he took off the boots, buttoned them, and, putting them in a box, placed the box on a high shelf.

Then he took out one pair of boots after another, some—and perhaps he knew it—were too long, some were too short and some were too broad. The customer was becoming tired and worn out. There was nothing right until finally what was apparently a sudden recollection struck the shopman.

"Now I have," he explained, "a pair of custom-made boots, made for a very nice woman, who did not take them, and it occurs to me that they would just fit you." Thereupon, climbing to the high shelf again, he brought down the identical boots that the customer had before tried on.

She slipped a foot into one of them and gave a sigh of relief.

"Why didn't you tell me of these before?" she exclaimed, reproachfully. "They are perfect. How much are they?"

"Nine dollars," answered the shopman, stolidly, but with a feeling of palpitation in the region of his heart.

"I'll take them," said the customer, with another sigh indicative of her relief and satisfaction.

And the proprietor of that shop went to sleep that night with a light heart and an easy conscience. He had helped a dissatisfied woman to make up her mind and was four dollars in pocket by the transaction.

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

Ladies will be joyfully surprised to find in our boys' department just the shoe for ladies for spring wear. Many are finding out the fact that boys' shoes on ladies' feet are among the sensible, up-to-date ideas. For stormy weather nothing can be more grateful and graceful and useful as a foot covering, avoiding all the nuisance of rubbers and overshoes and increasing the sense of security, for no woman who has not worn them can imagine how strong they feel on their feet and how much more able to cope with treacherous pavements woman feels herself to be when shod with these shoes; they are well worth a trial.—A. J. Cammeyer, N. Y.

Story about shoes. Whether a half dozen lines or that many columns, it would be sure to be interesting—when it's about Wanamaker shoes—on account of their uniform excellence and very moderate prices. Wish we could make the story long enough to tell you of the many, many good things in our shoe store. As it is, we must confine ourselves to-day to a single offering each, for men and women, and a few for the children. Read the next three chapters.—John Wanamaker, N. Y.

A man and shoes and spring are closely interested in each other about this time. Springtime is new shoetime, and men are buying lots of shoes these days. I'm getting a big part of their trade because I'm a bound-to-please shoe man. I have every possible kind and style and weight of shoes that men need. I know I've something in stock that will satisfy every customer. Of course I have ladies' and children's shoes of all descriptions.—Charles J. Jones, Bangor, Me.

Forward, march! Advance!! is the watchword of this house. No retreats are sounded, no sleeping sentinel is on duty here—the "Big Store's Army" is ever "on guard" watching and protecting the interests of their constituents—the people.—Lazarus, Columbus, Ohio.

Mean of Him.

"Before a man is married," said the minstrel orator, "before a man is married he is only half a man."

"There!" said the married women to their escorts, "how do you like that?" "And after he is married," continued the orator, "he is nobody at all."

We have . .

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

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

Michigan Shoe Company

81-83 Jefferson Ave.,
Detroit, Michigan.

We take this means of announcing to the trade the death of our honored President and co-worker, Wm. A. McGraw.

The business established by the deceased will be continued by his associates under the same style, pursuing the same lines which rendered the house so deservedly popular under his management.

MICHIGAN SHOE COMPANY.



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.

"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.

ODD JOBS FOR WOMEN.

Queer Work Undertaken by Metropolitan Shoppers.

New York, May 30.—Although the "shop girl" is the most conspicuous employe in the big retail stores, there are in each one a dozen women employed for special and peculiar services whose salaries would easily pay the wages of more than 100 girls who stand behind the counters, this being exclusive of the floor walkers and regular heads of departments.

First, there is the buyer, who is a person of distinction among the employes, and who is treated with marked consideration by her employers. She receives a salary varying from \$1,000 to \$5,000 a year, according to her experience and proved ability. She must be a woman of tact, of taste, and of discrimination in selecting her goods, and, what is even more important, she must possess the business sense that will enable her to gauge the public demand for certain articles and the trend of coming fashions and fancies, as well as those that already exist.

She has to be able to foresee how high a certain rage will run, when it will probably come to an end and what amount of goods they will be able to work off on their trade while it lasts. Most stores now employ about an equal number of men and women as buyers. The latter purchase exclusively infants' wardrobes, lingerie and all the dainty and delicate wares that are essentially feminine.

A number of the stores have had their best women buyers abroad recently selecting the most attractive things that France, Belgium, Germany and Great Britain manufacture for the spring trade. Shopping all over Europe with the purse of a millionaire business in one's hand is a thought to breed envy in the breast of the ordinary woman. The responsibility attendant upon this wholesale buying expedition, however, of what is going on takes the edge off the pleasure to some extent and causes the buyer to earn every cent of the goodly salary and expenses paid out to her.

Then there is the detective in the store, who makes from \$25 to \$50 per week. She has to be a woman of varied resources and talents and unerring instincts, carrying with her an accurate estimate of everything in the store, its arrangement and value, being ever on the alert and yet seemingly unconscious. She must be able to read character, too, to discriminate between apparent and actual guilt; to know the professional from the amateur shoplifter, and to have a combination of firmness and gentleness in approaching those of whose guilt she is satisfied. One mistake on her part may be overlooked, but more than that will endanger her position. Her eternal vigilance must be mixed with a large ingredient of caution and good judgment.

"Our detectives never make a mistake," said one of the heads of a large dry goods house. "They let many a guilty one escape rather than make a possible false accusation, and when they detect any one you may be sure that they have abundant proof of guilt before they take a step."

The superintendent of a still larger store declared that, while they had half a dozen women detectives scattered among their acres of merchandise, they had little trouble with theft, and that there was far less of it than is generally supposed. In the comparatively rare cases that they do encounter, the articles taken are often of such small value, and the person who takes them is evidently so far from being a professional thief, that the matter can be settled quietly.

"We find it the best policy to err on the side of leniency," he added, "and we never expose any one unless it is an extremely aggravated case. I think we lose little in the course of the year through what is termed 'shoplifting.'"

Another kind of detective is the woman who is known as the "shopper," and who, in the guise of a wealthy customer, goes about rival stores and observes the details of their current business, the "lines" upon which they are making "special runs," their qualities, prices and other facts which may be of use to her employers. As well-dressed customers with well-filled purses are often hard to please, she arouses no suspicion by seeming to be very fastidious, plying the clerks with questions and demanding to see the whole stock before making a selection.

A part of the shopper's duty consists in visiting a fashionable modiste, finding out what gowns and wraps are being made for prominent society women and perhaps getting a glimpse of some exclusive designs. She has the privilege of ordering, being measured and fitted for an elegant gown for herself; but alas! that is the limit of her glory. It must straightway find its way to the house that employs her, where it serves for a model, which is speedily reproduced in a dozen gowns for their own trade.

She does get something more than this empty satisfaction out of her work, however, for she is provided with a home in a suitably fashionable district while posing as a swell and ordering her wares to be sent to her, and she is also fitted out with the finest of underwear, in order that she may appear to be of the proper class and condition in life when she is being fitted. Her salary is about the same as that of a good detective.

In some stores the duties of shopper are assumed by the regular heads of departments, although it is not so easy for them to get such exhaustive information, as they soon become known, and are less obligingly waited upon than the supposed-to-be extravagant customer.

An even more peculiar occupation is that of the "window gazer." She is not an employe of the high-class stores, but of their more lowly rivals, who have to make up for their disadvantages of location, etc., by resorting to all kinds of schemes to attract customers. Their windows have been arranged so as to display their best wares and most fetching bargains to the utmost, the "window gazer" begins her work.

She looks like an ordinary, well-to-do shopper, and makes her way along the street in an inconspicuous manner until she gets in front of the store by which she is employed. Then she stops so suddenly that the crowd behind her stop also. She lets her gaze wander, as if irresistibly, toward the window. Other gazes follow her. She walks slowly up to the window and fastens her eyes upon its contents still more intently.

A few others do likewise, and the nucleus of a crowd is formed which grows until the pavement is blockaded, and not a soul but the window gazer knows what he or she is looking at. But they are all trying to find out, and in the meantime they have noticed in front of what store they are, and several have seen things in the window that draw them inside, and the "window gazer's" mission is accomplished.

This individual makes good money while she keeps her position, but it is necessarily short-lived, as even with frequent changes of costume she can not help being recognized after a short time, and a new "gazer" must take her place.

Largest Searchlight in the World.

The greatest electric searchlight in the world, now being erected at Fort Monroe to guard the entrance to the Chesapeake, has a beam of light nine feet in diameter. It will illuminate an object 100 miles off and can be seen on the clouds at even a greater distance. The light is gathered into a nine-foot beam which has an estimated intensity of 90,000,000 candles. The light revolves six times a minute. It was manufactured in France, but American generating apparatus has been substituted for that built abroad, and the dynamos, engines and boilers are to be duplicated in case of accident. The beam of light from the lamp will illuminate a newspaper at a distance of 100 miles.

A bad reputation is a hard thing to lose.

Grand Rapids LUMBER BARK COMPANY

419 421 MICH. TRUST BUILDING

WARHELPS, President
C. F. YOUNG, Vice-President
J. C. APPELS, Sec'y & Treas.

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.



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.

A Big Lift In Business

Are our FREIGHT ELEVATORS of any capacity. Our SCALE TRUCK is and 800-lb scale combined with the regular warehouse truck. We also make Engines, Boilers, Smokestacks, Iron and Brass Castings, Steel Culvert Pipe and General Machine Work.

Repairs done in any part of the state. Reach us any hour, day or night, by long distance phone.

Lansing Boiler & Engine Works,
Lansing, Mich.

Fruits and Produce.

Increasing Foreign Trade in American Products.

A bulletin prepared by Frank H. Hitchcock, chief of Section of Foreign Markets, Department of Agriculture, and reprinted from the year book for 1897, gives a good idea of the methods by which the department is working to enlarge the export outlets for American agricultural products.

The pamphlet first shows the dependence of our country upon foreign outlets for its surplus productions and the enormous present extent of our foreign trade. It describes the increasing competition of other nations and the importance of a careful study of the tastes and requirements of consuming nations in order that this competition may be successfully met by our agricultural producers.

Speaking of this phase of the subject the bulletin says:

"These facts relative to our export trade show how important it is for our exporters to familiarize themselves with the exact requirements of the markets sought. In the face of the keener competition that is now being waged by the great producing countries, this policy becomes all the more essential. Not only must the goods offered be of the highest grade and quality, but they must also be adapted in every particular of style and flavor to the peculiar taste or fancy of the desired purchaser. Even the nature of the receptacle or covering in which the goods are sold, the size and shape of the package, must be regarded. These minor requirements of the trade differ materially in different countries. The style of package that is popular in one quarter may prove to be a decided disadvantage in another. Only recently our exporters discovered that one of the reasons why American butter did not find a readier sale in England was because it had been the practice to ship it in round tubs, such as are commonly used for packing the article in the United States, whereas the customs of the British market make a square package more desirable. In order to compete successfully in the butter markets of the United Kingdom, therefore, American exporters find it almost as essential to regard this preference for a square package as it is to satisfy the British taste in respect to the color and flavor of the article itself.

"Upon the careful observance of such matters of taste and custom as are illustrated by these references to our foreign trade in the matter of butter depends largely our future success in competing with other nations for the world's markets. In this contest for trade the first requisite is a thorough knowledge of the conditions to be met. To assist in supplying such a knowledge is the object of the Section of Foreign Markets."

The bulletin goes on to show the methods by which the Agricultural Department is striving to obtain and disseminate knowledge of foreign requirements which will aid in the development of export trade and to advertise our products abroad in such manner as will eventually attract more favorable attention to them and overcome unfavorable prejudice where such exists.

In regard to practical results of the work so far accomplished in regard to the butter trade in particular, it says:

"The United Kingdom is the principal butter market of the world. During the calendar year 1897, according

to the British trade statistics, the total importations reached the enormous aggregate of 360,393,712 pounds, valued at \$77,459,647. Of this amount, less than 5 per cent. came from the United States. The chief source of the British supply has been Denmark. Of the butter imported during 1897, fully 40 per cent. was of Danish origin. About 14 per cent. was furnished by France, 9 per cent. by Sweden, and 8 per cent. by the Netherlands. While it is true that these European countries are all more conveniently situated as regards proximity to the British market than is the United States, the modern system of transporting butter under refrigeration renders this an advantage of little importance, and it should be easily offset by the superiority of our agricultural resources. The failure of the United States to compete more successfully in the British butter trade can no longer be attributed to remoteness from the market. Even far away Victoria, four weeks' distant by steamer from Liverpool, sends more butter to the United Kingdom than we do. The British import trade in Australian butter has sprung up almost entirely within the past decade, and now each succeeding year sees its further development. Similarly, there has been a rapid increase during the last few years in the importations into the United Kingdom of Canadian butter.

"In view of the important gains that were thus being made by our competitors in the British market, coupled with the fact that a surplus production of butter in the United States threatened to overstock our own markets and depress prices, the Department decided to take active measures for the extension of our export trade. The chief obstacle to be overcome in the accomplishment of this purpose was the impression prevalent among foreign buyers that United States butter is as a rule inferior to that furnished by other countries. This impression had resulted from the fact that in past years it was a common practice to send abroad only our lower grades, whereas the British consumer generally requires the very best obtainable. In order to refute this unfavorable opinion of our butter and convince the foreign purchaser of its superior quality, the plan of making experimental shipments of our best grades to the British market has been put into operation. These shipments, made under the direction of the dairy division, consist of selected lots of the finest American creamery butters, prepared with special reference to the requirements of the foreign consumer. Thus far they have been consigned to the London market, where they are disposed of under the supervision of a representative of the Department, who sees that each package is plainly labeled and advertised in order to show its United States origin. In this way it is hoped to remove the prejudices that have existed abroad in regard to our butter and to prove to the satisfaction of the British importer that the best grades produced in the United States compare favorably with the finest received from other countries. When this reputation for our butter is once fairly established in England the disposal of our surplus product in the British market will be a matter of little difficulty."

The results of the Department's work can not fail to be greatly advantageous to all branches of the butter industry of this country.

Find out what nature intended you for, get at it, and stick to it and succeed.

We want to exchange our **CASH** for your

BUTTER AND EGGS

any quantity, at your station. Write us before shipping elsewhere.

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

Main Office, 33 W. Woodbridge St

Branch Store, 353 Russell St., op. Eastern Market.

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.

Butter and Eggs

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

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

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

J. WILLARD LANSING
BURGE D. CATLIN

Lansing & Catlin

Wholesale Dealers in

L & C Butter and Eggs

44 W. Market St.

103 Michigan St.

Buffalo, N. Y.

Now that the weather is getting warmer, greater care should be taken with dairy products: there is a good demand for Butter for storage purpose, and we can handle large receipts of both Butter and Eggs, as trade is active. Write us for produce quotations. We solicit your consignments.

ESTABLISHED 1893

T. L. BRUNDAGE,

WHOLESALE COMMISSION MERCHANT

54 and 56 Central Ave., Cleveland, Ohio.

Only Exclusive Butter and Egg House in the City

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

EARLY FRUITS AND VEGETABLES

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

F. J. DETTENTHALER,

117-119 MONROE STREET, GRAND RAPIDS, MICH.

American Butter in the Orient.

Consul Harris writes from Nagasaki, Japan: "There was imported into the port of Nagasaki, during the year 1897, 33,884 pounds of butter, mostly from the United States and France. Small quantities were received from Australia, Denmark, Canada and Holland. The butter is packed in tubs and tins; that in tubs is from the United States, each tub containing about 60 rolls of two pounds each, in brine. The tub butter is mostly used for cooking purposes, and retails now for 65 sen (32½ cents gold) per pound; the table butter comes in tins holding half a pound, one pound and two pounds—the one-pound package being the favorite. French tins are stained either red or gold, or a combination of the two colors. The names of the brand, the manufacturer and the place where manufactured are also painted on the tin, thus giving the package a very bright and neat appearance; the soldering, too, is smoothly and nicely done.

A small amount of butter is imported in tins from the United States. The packages are the same size as the French, but are not as neat in appearance; the soldering is not as smooth, the tins are not stained, and they soon become rusty. The label of the manufacturer, being printed and pasted on the package, soon gets loose, and, if the package remains long on the shelves, it becomes covered with fly specks and dust and its appearance prejudices the consumer. The result is that the package is sold for cooking purposes and the dealer loses money. I find no complaint of the butter coming from the United States; objections are confined to the package.

From importers here, the largest two being Americans, I learn that not in five years have they lost or had to sell for cooking purposes a package of French table butter in tins. Consumers will not purchase any other than French butter for table purposes, if it can be had, as they know from long use that they can depend on its quality. The neatness of the package also, to a great extent, controls its sale; it must be pleasing to the eye before the consumer will even think of purchasing. Pound packages sell for 75 to 80 sen (37½ to 40 cents gold). At present the demand for fine table butter is from the foreign population almost exclusively, although a few Japanese buy the best article regularly. It is my opinion that the imports of butter into this port can be increased by educating the natives to its use, which can easily be done by reducing the price. The best French butter costs the importer in his store here 65 sen per pound, which is equal to 32½ cents gold.

There is no good reason why the buttermakers of the United States should not control, to a great extent, the importation of fine table butter in Japan, as they now do the butter in tubs. To gain that control, the manufacturer must see that the butter and the package are "gilt edge;" the standard must be kept up, and every precaution taken to hold the trade. The importers here are ready and willing to give United States butter the preference as soon as they are assured that they will have no trouble in selling the package."

Consul John Goodnow at Shanghai, in his consular report for May, gives interesting information as to butter trade in Shanghai. He says that most of the Shanghai butter comes from France, but good American butter is welcomed

whenever it appears, notwithstanding the preponderance of the French article. It commands a price of about 45c per pound and is gaining ground.

Further in the report the consul says: "It is folly to send poor butter to this market and all shipments should be hermetically sealed in tins or jars. To allow a fair average to the retailer, so that he will find it to his interest to push our butter, it should be laid down here at 25c gold, per pound. I must reiterate one point—do not send poor butter. The journey and the climate are hard on butter and the best in New York is poor enough by the time it is put on the table at Shanghai. The European and American consumers are willing to pay for a good thing."

Asparagus Culture in Missouri.

The Missouri Agricultural College Experiment Station has issued a bulletin, prepared by Prof. J. C. Whitten, the horticulturist of the station, upon the winter forcing of asparagus in the open field in Missouri and the asparagus culture in this State. The bulletin makes the surprising statement that the finest quality of asparagus may be profitably grown in the open field in midwinter in Missouri and describes the method of its culture. Steam is brought in direct contact with the soil, heating the whole asparagus bed uniformly. The asparagus thus produced is larger and of a finer quality than that raised by any other method. Besides, the bed produces longer. This asparagus recuperates by being allowed to grow one summer without cutting, while asparagus transplanted for forcing is ruined by the process.

The forcing of a plant of asparagus 25 feet square in this way for two months costs only \$1.82. Steam was turned into the six tunnels along the asparagus plot a total of 17 minutes daily, and produced a yield of asparagus at the rate of 9,982 bunches per acre. The experiments were under the immediate care of Joseph Ambs, of St. Louis, the station gardener. The bulletin describes in detail the culture and care of asparagus beds and states that Missouri is as well located as any state in the Union for such culture. A description is given of the character and variety of young plants to be set and the cultivation of them and when the bed is properly prepared. Fertilizers are discussed. The bulletin will be of great value to all interested in vegetable culture. Copies may be had free by addressing Dr. H. J. Waters, director of the Agricultural Experiment Station.

Queered the Sale.

An indignant Kansas merchant has brought suit against a local paper because he claims that by a curious typographical error it queered for him a big clearance sale. The advertisement read: "More furniture, bedding and rugs than we care to carry in stock." The compositor made it "bugs," and the suit is the result.

WANTED

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

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.

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

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.

HARVEY P. MILLER.

EVERETT P. TEASDALE.

MILLER & TEASDALE CO.

WHOLESALE BROKERAGE AND COMMISSION.

FRUITS, NUTS, PRODUCE

NEW POTATOES A SPECIALTY.

835 NORTH THIRD ST.,
830 NORTH FOURTH ST.

ST. LOUIS, MO.

RIPE Strawberries

at consumers' prices. Pineapples, Bananas, Oranges, Lemons, Tomatoes, Green Onions, Radishes, Cucumbers, Spinach, Asparagus, Pie Plant, New Potatoes, New Cabbage, Beets, Peas, New Dry Onions, Turnips, Carrots, Squash.

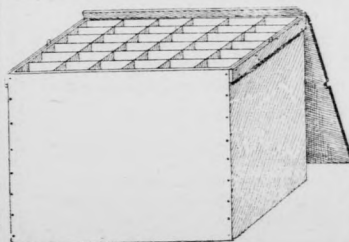
BUNTING & CO., Jobbers, Grand Rapids, Mich.

WANTED

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

Detroit Commission & Manufacturing Co.,

27 Farmer Street, Detroit, Mich.

**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.

Must Small Meat Dealers Go To the Wall?

Written for the TRADESMAN.

During the last few years of financial depression and hard times, the statement has often been made that a war would improve existing conditions more than any one thing which could happen to the country. Now that the opportunity is offered to demonstrate the truth or error of this prediction, a large class of small business men who were discontentedly waiting for something to turn up find themselves face to face with serious conditions; and, while it is likely that the present war with Spain will ultimately result in a great commercial revival, it seems more than probable that many small dealers who were doing business at the beginning of the war will not be able to hold out against adverse circumstances long enough to reap the benefits from improved conditions.

The wholesale and retail meat dealers of the State are a numerous class of small tradesmen who will suffer great hardship from the changed conditions consequent upon the prosecution of a great war by this Nation. Already the news begins to come of the closing of many small shops and meat houses in cities and villages throughout the State. The conditions which bring about these results in connection with this line of business, although not apparent on the surface, are easily understood when the real facts in the case are known. True, the long-wished-for time has come when the price of meat can be put up, but the increase in the selling price does not nearly equal the increase in the cost of live stock and carcasses of dressed meat. A majority of the men engaged in this line of trade have only a limited supply of ready cash and must buy largely on credit. Moneyed men are becoming very suspicious and conservative and decline to extend credits. The small dealers are most embarrassed by the recent increase in the cost of live stock for the reason that this increase has been greatest on the grade of stock which they handle, namely, common cows, bulls and oxen and light handy cattle. The extremely high prices which have been paid of late, in all markets, for canners' cattle are occasioned, of course, by the increased demand for the canned product for army and navy equipment. Some quite ordinary fat cows brought \$4 per hundred-weight in the Detroit live stock market last week and were sent to Chicago. There is little prospect of relief in the near future, as the outfitting of an army of 200,000 men is no small matter when the meat which they eat must be drawn from an available supply of common cattle much smaller than has been known for several years. It is possible that the early advent at Chicago of "Texas grassers" will relieve the situation to some extent, but it seems hardly probable that the supply of common cow-stuff will again equal the demand during the present season—or, in fact, during the next two years, no matter what the circumstances which control the trade.

So much for the conditions which at present stimulate the demand for common, cheap grades of cattle. The demand for good handy butchers' cattle for home consumption is influenced by conditions equally important. Immediate relief in this latter case is not to be hoped for. The demand for stockers and feeders has been strong for the last two years, but during the last few months the demand for this class of stock has

been becoming more active, from week to week, and bids fair to increase, rather than grow less, as the season advances. A peculiar fact which has characterized the stocker trade of the present season has been the marked effort on the part of buyers of this class of stock to purchase well-bred, half-fat cattle, the very thing which the butcher needed most in his business. The effect of such conditions can not be otherwise than disastrous to the interests of local meat dealers. Western cattle received from Chicago during the last year have been of such poor quality as not to be available for the better class of local butcher trade and there is little doubt but that these conditions will grow worse instead of better, as the season advances, for it is a fact acknowledged by all who are acquainted with the determination of Western ranchmen that they positively refuse to sell any native stock which can be used for breeding purposes.

The effect of the active stocker demand upon the veal trade is of great importance. Very few well-bred calves, or even those of common scrub stock which are thrifty, are allowed to go to the block. Growers and feeders are watching all markets very closely and picking up nearly all of the stock which is really fit to kill and shipping it West or taking it out into the farming districts to recruit the local herds of breeding animals. The effect of the above conditions upon the general quality of our local supplies of dressed veal can easily be imagined.

The scarcity of sheep has kept prices for mutton and lamb on a high plane for the past year and present indications seem to offer little encouragement. Spring lambs are scarce and high and the yearling lambs coming to hand at present are entirely too fat and heavy to suit the demands of the trade.

The prices at which live hogs have been selling during the past winter have been quite out of proportion with the cost of other meats, but the exigencies of war are beginning to affect this branch of the trade, also, and prices are going up rapidly. Pork is still by far the cheapest meat in sight, but all indications point to a higher range of values at an early date. It should not be forgotten that it is only five years since live hogs brought \$7.90 per hundred-weight at Chicago during the month of May, with nothing then in sight which compared with present indications of a large consumptive demand before another crop is available.

H. H. MACK.

When a mind like Gladstone's is sized up, it makes the whole royal family seem small.

Elgin System of Creameries

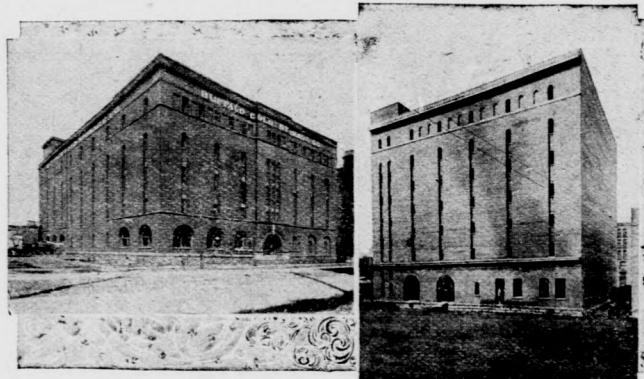
It will pay you to investigate our plans and visit our factories if you are contemplating building a Creamery or Cheese factory. All supplies furnished at lowest prices. Correspondence solicited.

R. E. Sturgis, Allegan, Mich.

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

Buffalo Cold Storage Co., Buffalo, N. Y.

D. E. Knowlton, Pres. and Gen'l Mgr.



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.

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.

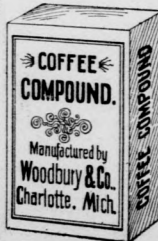
All Grocers

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. Pleases customers. Order trial case and see how quickly it sells.

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

FOUR DAY LIMIT.

New Rule Shortening the Term of Free Storage.

From the New York Commercial.

Produce Exchange men who are distributing agents for Western merchandise have no intention of submitting, without a contest, to the decision of the railroads not to store goods longer than four days at the New York terminals, transferring them after that to warehouses at the expense of the consignee. Before this decision was announced, last week, goods had been allowed to remain in the terminal warehouses for an indefinite period, and no word of complaint had been heard about this custom until the announcement of the railroads. Among those who inveigh against the injustice of this action of the railroads there are not wanting some who declare that the companies are working entirely in the interests of the storage warehouse concerns in which directors of the railroads are interested.

"We should like to know what is at the bottom of this decision," said Horace W. Calef, of the Produce Exchange. "It looks very much as though we were being victimized in order that some one may make money out of us. If the goods are not removed at the time stipulated by the railroads they are to be carted away by any one whom the company may designate, and if the storage warehouse is only across the way the carrier can charge whatever he pleases, for no one will look after the interests of the consignee. Then, when they are stored, the storage warehouseman can charge twice or thrice the usual amount and have us at his mercy, for we will have no agreement with him, and he will have the goods to hold on to until he is paid. It is a most arbitrary proceeding all through, and we shall fight it to the end.

"What business man can be sure of taking his goods from the hands of the railroad companies within four days after their arrival in New York? Supposing there is some mistake in the bill of lading of goods arriving from the West, and it is necessary for the consignee to write back and have the matter straightened out before getting the goods, or supposing that there is a delay in the notification of the despatching of the goods, or supposing half a dozen other things that are always happening in the rush of business—is a man to be put to the trouble and expense of rescuing his goods from the hands of storage warehousemen and paying all sorts of charges on them because of these unforeseen happenings? We think that seven days would be short enough allowance of time for free storage.

"It is a distinct advantage to the Western exporter who has the choice of several Atlantic ports, while the New York exporter has only one. The Western man can send his goods to Boston, Baltimore, Philadelphia, or even to the Southern ports, and meet with fair treatment at the terminal, while in New York we are fenced around with all manner of unjust charges. In other cities the wishes of interior concerns are catered to, while here we have to fight for our rights all the time. Our terminal expenses are heavy enough now, and if the commerce of this city is to increase they should be reduced and not added to as the railroad companies are doing in this instance.

"I am aware that the railroad companies say they are cramped for room, owing to the limited facilities granted by the city, and there is some truth in this, but it is time that the matter was agitated thoroughly, and this we intend to do."

Mr. Calef was one of many prominent members of the Produce Exchange who expressed similar views.

"It is such an outrageous proceeding," said H. M. Bogert, "that I do not see how the railroads can refrain from changing their decision when they fully realize what an injustice they are doing to the New York business men who receive goods from the West."

"I have written two letters to the

Grand Trunk lines," said W. W. Patrick, "and am waiting to hear what answer they will make. The arbitrary action is most unfair to the flour trade, and we shall fight it until some concession is made."

"It is a most obnoxious measure," Andrew M. Sherrill declared, "and will have the effect of driving business to other cities. The railroads in their own interests should refrain from taking steps that antagonize the merchants of New York who are interested in the Western trade."

"We are feeling very indignant in the fruit and bean trade," Stephen H. Wakeman said, "and shall join forces with any one who takes action to induce the railroads to change their decision."

"It will injure trade," remarked Edward D. Robinson. "There are too many hindrances to making a living profit without the railroads putting us at the mercy of storage warehousemen."

"There should be some means of successfully fighting a measure of that kind," said David C. Link, "and we shall find out what it is and put it to the fullest possible test. Meanwhile I suppose there is nothing to do but submit, although we feel very angry about it."

The Mission of Compound Lard.

From the Grocery World.

Although compound lard at times becomes a nuisance on account of its tendency to masquerade as pure, there is no doubt that in times like the present it does a great deal of good in keeping the price of pure lard within bounds. Old lard authorities assert that if there were no compound lard at present on the market the pure would go to 10 to 15 cents per pound. This it used to do in past years when hogs were scarce with the demand good.

If it were not for compound lard pure lard would be selling to-day easily for 10 cents per pound, and possibly more. There is about 2 cents per pound difference between the two, and this makes the mixed product a safety valve for the pure, preventing it from going beyond a certain point.

About four or five years ago pure lard reached a price of 13 to 14 cents per pound. Compound was selling at 10 to 11 cents, and if it had not been for this the price of the pure would have gone much higher.

What Bad Butter Color Can Do.

Another case of fatal poisoning from swallowing "less than a teaspoonful" of a butter color supposed to contain some preparation of coal tar is recorded. The victim was a 2-year-old boy of Chippewa county, Wis., who was discovered in the act of tasting the contents of a bottle containing the color. It was taken away from him almost instantly, but the mother was not greatly alarmed (supposing that a material sold for use in butter could hardly be dangerous), and did not send for a physician until four hours later, when the child began to vomit. Collapse and coma followed, succeeded by an agonizing death in the afternoon of the next day.

American Butter in China.

J. C. Goodchild, late manager of the Hongkong hotel, the largest hotel in the colony, imported last year from San Francisco over 1,200 pounds of pickled and creamery butter. He placed it on the table and his guests had to eat it. The result was that it was liked, and residents of the city fell into the habit of sending to him for rolls for their private use. He imported it in barrels of one hundred rolls, each roll weighing one and three-fourths pounds, and it was laid down in Hongkong for from 26 to 32 cents per pound.

How He Greeted His New Brother.

Father—Well, Tommy, how do you think you will like this little fellow for a brother?

Tommy (inspecting the infant somewhat doubtfully)—Have we got to keep him, papa, or is he only a sample?

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.

PROFIT AND LOSS.

To our Friends and Shippers in Michigan: While we had our branch house in Grand Rapids many of the country merchants did not sell us. Why? Because some other people quoted higher prices. Did they get their money? Nit! About all they received was quotations. We have been here in this same store for nearly fifty years, have always paid a hundred cents on the dollar and shall do the same for the next fifty years. We want your Butter and Eggs every week on commission, and you can rest assured of quick sales and prompt returns at full market value.

Eggs are selling here this week at 12 cents. Dairy Butter, packed in clean sugar barrels, is selling at 10½@12 cents, and we can handle all you can ship. Fancy Creamery Butter is selling here to-day at 15@16½ cents, with prospects of higher prices all along the line. Let us have your shipments every week.

Yours for solid business methods,

W. R. BRICE & CO.

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.

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.

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81, 83 AND 85 CAMPAU ST., 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.

Status of the Cheese Market at Utica.

Utica, N. Y., May 31—Early last week the prices of cheese declined $\frac{1}{4}$ c in New York, ostensibly because the goods offered were fodder stock and it was necessary to keep them moving. There was also some apprehension lest the receipts might prove considerably heavier. Owing to a break on the Erie railroad, the cheese due in New York on Monday did not arrive, and on Tuesday when they did come, together with the proper arrivals of that day, the receipts of the two days ran up to 7,000 boxes. Had this continued, the price of cheese would have gone lower still, but fortunately the receipts diminished and it became evident that there would be no more stock than could be used, providing the course of events was not again disturbed. On Thursday, however, the steamship companies gave it out that freight room for cheese on the boats sailing Saturday would be scarce, and business was brought almost to a standstill or was done on a conditional basis, with the provision that if the stock taken had to be held over to the next week the price should be governed by the current prices then ruling. With this understanding the receipts of large sized stock were fairly well cleaned up.

In small sizes there was a very good trade during the week. Home buyers are apparently short of last year's goods, and are taking new cheese rather than pay the premium demanded for old. There is fully $\frac{1}{2}$ c difference now between them, and this premium works decidedly in favor of new stock. Of course, the old is in comparatively small compass now and is concentrated in a few hands, where the price is stiffly maintained. Those who want that class of goods must pay for them in accordance with their value, and not according to the fluctuation on the everyday market.

The best price for new white and colored large, and small colored cheese is $7\frac{1}{2}$ c. Small white seems to be more plentiful and somewhat in surplus, and their value does not exceed $7\frac{1}{4}$ c. The best light skims sell slowly at $6@6\frac{1}{4}$ c, while the heavier skimmed stock is hard to dispose of at prices $1@2$ c lower.

The weather of the past week was highly favorable for the production of milk. There was considerable rain and grass grew rapidly. The yield of milk at the factories is increasing, but not so fast as might be imagined, because there are many calves that have not yet been disposed of. A year ago last week we had weather cold enough to make a light skimming of ice on water standing out of doors, but there was no frost here last week nor did the thermometer go below 40 degrees. But we doubt if the flush of milk will be reached this week, particularly if the weather remains as cool as it has been.

Large cheese was $1\frac{1}{4}$ c higher a year ago than it is at present, and small cheese $2\frac{1}{4}$ c higher. The drop from those high prices, however, was sudden, being $1\frac{1}{4}$ c in the week corresponding to this week. Although our fodder cheese is not yet all marketed, or at most only just marketed, those who

have watched the course of events, and know how small the production of cheese has been down to the present time, do not look for any heavy decline this season. It is not believed that the war ought to exercise an unfavorable effect on the cheese market. Grain and meats are almost unprecedentedly high, and this fact ought to favor a steady rising market on cheese. If the production continues to be on a moderate scale, it would not be unreasonable to look for an improvement in the price of cheese before the first of July.

Legitimate Outcome of the Department Store.

When in a department store, if there is anything you want and don't see, just ask a floor-walker and he will direct you. You may have to walk half a mile, but you will find it. Here is a program of a busy woman who puts in an afternoon at a department store—all under one roof. First she goes to the legal department and gets some advice as to her liability in case a certain damage suit is brought. Then she goes to the meat market and purchases some chops and a roast. Afterward she ascends to the photograph gallery and sits for one dozen cabinets. On her way downstairs she stops at the dentist's and has a tooth extracted and makes application at the intelligence office for a maid servant. She goes to the waiting room and writes several letters. Then she visits the bicycle department and sees an exhibition of fancy riding. At the music counter she selects several songs and hears them played. While wandering around she buys an assortment of sundries—flower seeds, kitchen utensils and ribbons. Suddenly she remembers she needs a dog. So she goes to the dog department. After that she is manicured and has her hair dressed, buys two theater tickets and takes a dancing lesson. There are other things to be done and found in a department store, but not all in one afternoon.

What will it come to? Already one department store has talked of putting in free vaudeville shows for the entertainment of patrons, and another has wondered if it would not be a good idea to have a popular price hotel annex for the convenience of out-of-town patrons. When the railroads extend branch lines to the department stores and the visitor is landed inside the main entrance he won't have to go outside the building to find all the luxuries, the conveniences and the proper forms of entertainment to be had in a big city.

New Kind of Servant.

Husband—Anything you want down town to-day, my dear? Shall I order some more of that self-rising flour?

Wife—We have plenty left; but I wish you would stop at an intelligence office and order me a self-rising servant girl.

It is rather discouraging to a man to be forced to wait until he is dead in order to discover what a good fellow he was.

FANCY CREAMERY BUTTER

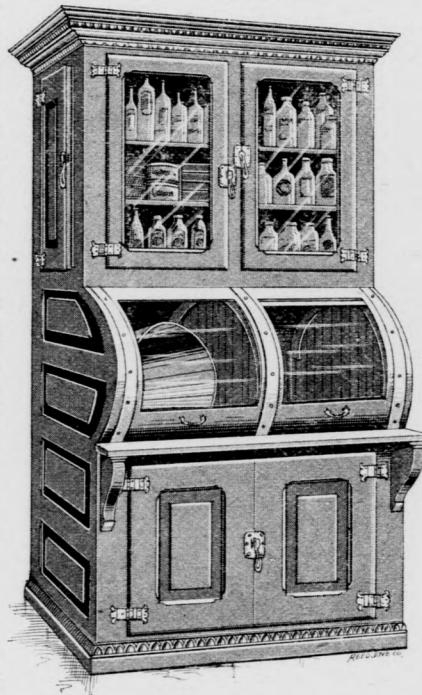
for fine retail trade, in the only
Air Tight Fibre Packages.
of 1, 2, 3 or 5 lb.
Creamery Market Prices
MAYNARD & COON, Grand Rapids, Michigan.

Now Settled

in our new building at 14 and 16 Ottawa Street, with ample side track, elevator and storage service at your disposal. If you care to profit by our liberal assortment of seasonable Fruits and Vegetables at the most economical market price, ask for our free market review, to be mailed to you regularly during the season.

**Vinkemulder Company
Grand Rapids.**

Manufacturers and Jobbers of Spices, Baking Powder and Grocers' and Meat Dealers' Sundries.

**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.**

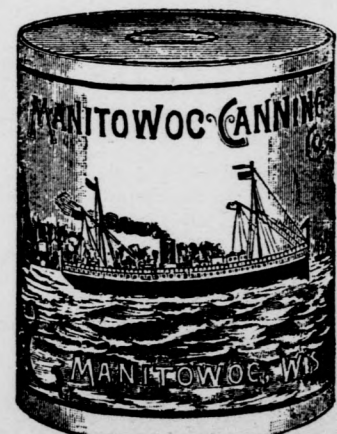
Grand Rapids, Mich.

PRINTING FOR PRODUCE DEALERS Tradesman Company
Grand Rapids.**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.



Commercial Travelers

Michigan Knights of the Grip.

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

Michigan Commercial Travelers' Association.

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

United Commercial Travelers of Michigan.

Grand Counselor, J. J. EVANS, Bay City; Grand Secretary, G. S. VALMORE, Detroit; Grand Treasurer, W. S. WEST, Jackson.

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.

Experience Necessary to Success on the Road.

I have traveled twenty years and never missed a season. I have been married eight years and spent only one Christmas with my wife. But I would rather be a traveling salesman than a lawyer or a doctor.

Perhaps it is true that to succeed at anything a man must prefer that thing. If I am to be guided by my own experience, there are also other essentials to even a reasonable success. Know your goods, know your market, know your customers. Work by day and travel by night. Keep your digestion and your temper even. Keep your eye clear and your hand steady, and tell your customers the truth—not fairy stories, not even "good stories."

The commercial traveler who carries a pistol, a pack of cards, a bottle of whisky and a box of cigars in his satchel doesn't hold out. As a type he is rapidly disappearing. The merchants of the United States have gotten educated beyond him.

Goods are no longer sold on friendship. They must have merits of their own, and they must be offered for sale at the right time. Anticipation is half the battle.

In the development of this country the part played by commercial travelers is rarely considered. Yet it is a most important one. But it is a great deal easier to go out and do a thing than it is to tell how it is done.

Instead of the commercial traveler's work being a picturesque spree, with good stories, good cigars and perpetual parlor car seats, it is after all governed by exactly the same rules as those which regulate any other business. He is the middle man between the seller and the buyer, and he must command the respect of each of them.

In order to do this he can't well avoid being truthful, courteous and polite. Instead of loafing, drinking and exchanging jokes with the people along his route, he must work hard each day, say one town a day, and travel by nights to the next stopping place. It is hardly necessary to say that he must feel well and keep well to be able to do this, and his digestion must be equal to almost any kind of food he finds.

If my own experience is of any value to young men who may think of starting out in this business, they are welcome to it. I began on the road about the time I reached my majority; already I had served a useful apprenticeship in the retail trade.

Why was that useful? Because you can't sell goods unless you know them; you can't convince a customer unless you can answer his questions and anticipate his objections. There's no use

wasting time in trying to make friends with him unless you can sell him goods. Drinking with him and telling him good stories does not count for much nowadays. It's more and more straight goods and straight business.

Every week I get letters from friends asking advice about the road. I believe it is true that I am the oldest man in my line, dry goods specialties, traveling out of New York. For twenty years I have made regular trips through the Southwest. I have never carried a pistol in that time, and never needed one—in spite of the saying that when you need a pistol in Texas you "need it like h—l." I never saw trouble that I felt I had to take any part in.

Indeed, I never carried a weapon since my early days, when there were not so many railroads and I had to make wagon trips sometimes by night, from one backwoods town to another, with a colored man driving me and a rifle on the seat by my side.

When a young man asks how he can start all I can say is, begin in a small way. Experience and reputation, in your line, are absolutely necessary to secure employment with a good house at good money. Until you have these, try for them as a retail salesman anywhere. Unknown quantities are not wanted in big houses.

There are certain kinds of trade, such as the shoe, the hat and the clothing, which do nearly all their business by means of traveling salesmen. And they do nearly all of it in four or five months of the year. These salesmen go out in May and June to take their fall orders, and they go again in November and December to take their spring orders.

A salesman who would travel ten months in the year and carry five times as many goods could not sell any more than they do in four or five. Which indicates that there are two kinds of salesmen, the "pikers," who grind away all the time, and the men who bunch their hits, to use a baseballism, anticipate their customers' demands, sell spring goods, say, in my line, in November and December, go out in March to keep in touch with their customers and then spend the warm months in New York selling goods in their own houses to their road customers who have come on there to buy for the fall.

While it is true that it is the advance business that pays, it is also true that there isn't any man who can make what I call a salary unless he sells goods in New York as well as on the road. While merchants came to New York twenty years ago more than they do now, it is still true that they continue to come on now at certain times. It is in New York then that the traveling salesman who has been in their stores and mixed with them knows what they want.

For integrity traveling men are away above the average. The old-timer who drank hard and told stories is no longer "in it." The merchant of to-day knows when he is "getting a run for his money." It doesn't do any harm to "jolly" him a bit; naturally, you wouldn't take your troubles to him. Tact and truthfulness generally win. And sometimes you tell him a story you have heard.

Concentration is what pays the house as well as its travelers. Know your market, know your customers and know your special line of goods. Every successful road salesman has offers to take out side lines. But I have always refused; it's better to have one thing to sell and to sell that and nothing else.

In all my twenty years on the road I have never been insulted, never had a personal altercation. And the one Christmas that my wife did spend with me she traveled 2,000 miles to do it.

But I love my business. I wouldn't give it up, even if, like some habits, it does "unfit a man for anything else."

HENRY W. CHAPMAN.

Gripsack Brigade.

The commercial traveler seldom gets rich, not because he does not earn enough, but because he does not save enough. He spends a dollar the way a rich man does a dime, and everybody loves him for it, especially if they get the dollar.

A large number of the wholesale dealers in New York and other large cities are paying their traveling men their regular salaries while they are in military uniform. The money is sent to their families, or, if single, kept by the firm until their return.

Wm. A. Townsend, for the past six years in the retail and wholesale departments of H. Leonard & Sons, takes the road for the old-established house of the Toledo Tinware and Manufacturing Co., covering Michigan, Indiana, Ohio and Northern New York.

I. W. Bird has retired from the Franklin House (Montague), leaving it vacant, and has leased the large resort hotel at Sylvan Beach. During five years at Montague, Mr. and Mrs. Bird have made many friends among the commercial travelers, whom they expect to greet at their new hostelry.

The ninth annual convention of the Travelers' Protective Association of the United States is being held at Omaha this week. The sessions began Tuesday forenoon and close Friday forenoon. Joseph Wallerstein, of Richmond, Va., is a candidate for re-election as President. Chicago, New Orleans and St. Louis are in the field for the next convention. Louis Ochs, of New Orleans, took 200 live alligators to the convention, to be distributed among those who promise to vote for New Orleans.

A traveling salesman of considerable experience, in speaking the other day concerning the introduction of new lines of shoes, remarked: "Manufacturers who get out new lines of footwear frequently expect immediate returns in the shape of orders. They don't seem to take into consideration that any new line which is shown to the trade requires several seasons in which to work up any considerable amount of business. Manufacturers who put up new lines of goods before the trade must not blame the salesman altogether if a good business is not immediately secured on them. No matter how meritorious these goods may be, there are so many rival lines that the best salesman in the world can't accomplish immediate results."

A Boston shoe salesman said the other day: "A good many traveling men who are not able to sell certain parties on the first two or three visits take it for granted thereafter that they can never sell them. If they call on these firms at all they make a perfunctory visit, merely enquiring if there is anything in their line and dodging out almost before an answer has been given. Anyone who makes up his mind that he can't sell a party will never sell him. The only way for a salesman to do is to keep right on calling when he is making his trips and putting his best foot forward in the way of argument for his line. If he keeps on doing this, he will without doubt eventually make a sale, but

if he merely says, "Good morning" and then walks out, he can't expect anyone to run after him and ask permission to place an order."

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 downtown business and hotel districts. Other railroads using this station are the Atchison, Topeka & Santa Fe, Wabash, Chicago & Eastern Illinois, Chicago, Indianapolis & Louisville, and Erie. No transfer will, therefore, be necessary for passengers to or from the above mentioned lines.

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

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

The following is a condensed schedule:

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

C. L. LOCKWOOD,
General Passenger and Ticket Agent.

Grand K. O. T. M. Excursion.

Via the Michigan Central to Detroit, Tuesday, June 7. A special train will leave union station at 6:15 a. m., arriving at Detroit at 11:15 a. m. Returning, leave Detroit at 7 p. m. Tickets will be sold at the very low rate of \$3.10 for the round trip.

W. C. BLAKE, City Ticket Agt.

Bank clearings show the usual contraction for the last week of May, although they were 30 per cent. larger than for the same week of last year. The amount was \$1,188,828,000—10 per cent. less than for previous week. Failures showed an increase of 20, numbering 231.

Put men who do not like each other in a tight place and they will bury their differences, and very likely both get tight together.

MEARS HOTEL, Whitehall, Mich.

Newly furnished and renovated throughout. Especial pains taken to please Commercial Men. Brass and string band in connection. Rates reasonable. Carriage at trains and boats.

Wm. Cherryman, Prop.

HOTEL BUTLER.

I. M. BROWN, Proprietor. Rates \$1.00 and upward. Newly furnished and refitted throughout. Office and dining room on first floor. Washington Ave. and Kalamazoo St., LANSING.

THE WHITNEY HOUSE

Rates \$1.00 to \$1.25 per day. Complete Sanitary Improvements. Electric Lights. Good Livery in connection. State Line Telephone. Chas. E. Whitney, Prop., Plainwell, Mich.

HOTEL WHITCOMB

ST. JOSEPH, MICH.

A. VINCENT, Prop.

\$2 PER DAY.

FREE BUS.

THE CHARLESTON

Only first-class house in MASON, MICH. Everything new. Every room heated. Large and well-lighted sample rooms. Send your mail care of the Charleston, where the boys stop. CHARLES A. CALDWELL, formerly of Donnelly House, Prop.

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.

The Druggist as a Photographer.

I do not mean that the druggist should compete with the local "artist" in furnishing four tin-types for a quarter, or "Ivory-types, this style, \$2 per dozen," but he should be what one might term an "expert amateur." He should know enough of photography to be able to take a good and effective bit of landscape, to get up striking effects in pictures of the little folks and to compose a group of picnickers before the lens.

Many who are tempted to take up photography fear that they can not master the art—a fear often too well founded, for in it there are but few masters—but while it is difficult to "master" the art, it is amazingly easy to take a snap shot which will be satisfactory to the operator, if not to the subject. If the druggist has a series of views, figures or groups taken by himself on view as a demonstration of the fact that "anybody can take a picture," these timid people will be encouraged to spend their money for photographic materials.

The primal field of usefulness of the hand camera is to photograph "the baby." If the druggist is blessed with a big-eyed, curly-headed tot of his own, he should study lighting and posing effects on her or him. If not so blessed, he should borrow a baby from a neighbor, the prettier the better, and get up a series of photographs which will be worth showing of themselves, and doubly worth showing on account of the personal interest attaching to the subject and the photographer.

The great charm which attaches to many amateur photographs of children lies in the fact that the camera has caught them unawares in perfectly natural poses, full of unstudied grace and frequently rich in unconscious humor. These photographs please because the subject is well chosen, and are pleasing even although somewhat faulty from a technical point of view, and this fact is encouraging to the prospective amateur who has a babe in the house.

Next in interest to photographs of children rank those of groups, but it unfortunately happens that both children and groups are difficult to "take."

The lens of the ordinary hand camera, such as is most popular with amateurs, is lacking in "depth," the result of which is that in taking groups unless the persons composing the group are very carefully placed, some of them will be out of focus. The main point for the amateur to observe in this class of work is to have each member of the group as near as possible equally distant from the camera. To effect this, the group

should be arranged on the arc of a circle of a radius equal to the distance from the central figure of the group to the lens of the camera. In such photographs it is also unwise to endeavor to crowd the plate with figures, as those on the extreme edges of the plate will be more or less distorted.

All of these points, however, will be found brought out in the various hand books of photography with which the market is so plentifully supplied.

I have found that albums containing specimens of the druggist's art serve a good purpose if placed where those who sit and wait may look them over. By beguiling the time they make the period of waiting seem shorter. When the views and groups are of local scenes or people and are properly labeled, as they always should be, they will prove of interest even if not exceptionally artistic or well executed. In fact, a few technical faults will rather serve to encourage beginners who see that photographs of well-selected subjects may be of interest despite unskillful treatment.

There are many other ways in which the results of the work with the camera may be utilized, one of the most ingenious of which is for the druggist photographer to "take" everything he can which has any local interest whatever—take photos of picnic parties, public meetings, occasional crowds of any kind and mount these on cards on the front of which appear the name and business of the druggist in a modest, neat type, while the back bears an advertisement of the store and of any specialty being run by the druggist. These pictures should be prominently displayed, in conjunction with an announcement that the choice of any of them would be given to customers purchasing, say, two dollars' worth of goods. A record of the goods purchased can be kept by giving to each customer a card bearing figures on the margin, which are to be punched to correspond with the amount purchased at different times. When the entire amount settled on, it may be two or two and a half dollars, has been purchased, the punched card is exchanged for any of the photographs desired.

Any experience which the druggist may have had in photography will prove a bond of mutual interest between himself and his customers, and will also place him in a position to give advice on technical details, which will be much appreciated by beginners.

Aside, however, from the commercial advantages of being a photographer as well as a dealer in photographic supplies, any druggist who has any artistic impulses whatever will find much pleasure in the pursuit of photography.—American Druggist.

If the young women who are anxious to get to the front as nurses during the present war can show medical certificates that they possess immunity from yellow fever, have had a hospital training, are over 30 years of age and not more than 50, and can present indorsements from some member of the Daughters of the Revolution, there is a slight prospect that their applications may be considered. This is not intended to unduly discourage the patriotism of the large reserve army of would-be nurses, but may help to sift out the applicants for the time being.

Even the quietest woman can make a bustle if she wants to.

After man came woman—and she has been after him ever since.

The Passing of Alexander Smith.

J. W. Gilbert in American Druggist.

Alexander came to me recommended as a youth who had considerable "get up and get" about him, so I took him on a month's probation, to see if I could enlighten him in the mysteries of compounding medicines.

He had been with me about two weeks when he began to show evidence of genius that was more remarkable than commendable.

His pet ambition was to concoct some wonderful nostrum, that would cure anything from a sore throat to an ingrown toenail.

If he hadn't put his theories into practice, nothing would have occurred, but he longed to see his own productions stamp out disease in the human system.

He was alone in the store one day when an elderly lady came in and enquired for the "boss."

"Do you refer to the young man who has charge of this establishment, or to the man who simply owns it?"

"I would rather see the man who pays you your salary. I want something for chapped hands."

"Here you are, madam; Alexander Smith's Society Cream, when once used, means a farewell to chapped hands. Twenty-five cents—Thank you." She took her purchase and walked out.

In a short time he had dispensed several bottles of "Smith's Liver Agitator," "Smith's Hair Renovator, warranted to grow hair on a bald fur coat," and "Smith's Electrified Oil."

When I came back, Alexander was busy experimenting. The first object that met my gaze was the store cat having a series of convulsions on the floor. The store smelled like the lee side of a slaughter-house, and Alexander was stirring a muddy-looking liquid in a big mortar. I asked him what in the name of the sacred horned spoon he was trying to do. Before he could explain an elderly lady came in with both hands done up in cloths and asked for a glimpse of "the runt who sold her Society Cream." She was followed by a very sick looking individual who carried a bottle of Liver Agitator in one hand and a potato masher in the other. The returns began to come in rapidly.

Electrified Oil patients with blistered skins and a righteous wrath demanded satisfaction of the most sanguinary sort. It took me twenty minutes to get

things quiet and after I got the store cleared, I took Alexander behind the prescription case, and said: "Young man, you came to me recommended as having considerable 'get up and get' about you. I want you to put that quality into active use immediately. There's your hat."

Alexander gave me a reproachful look, and took a lingering farewell glance at his "remedies" and went forth into the glad sunshine, with bitter thoughts, feeling that his genius was not appreciated. The next day a card bearing these words:

BOY WANTED

appeared in the window, and I was careful to select one from the applicants whose bump of scientific research was not so largely developed.

The Drug Market.

There are few changes to note this week.

Opium—Is steady at unchanged prices.

Morphine—Is firm, in sympathy with the price of opium, but no advances have taken place.

Quinine—Powers & Wightman and the New York Quinine & Chemical Co. reduced their prices 2c per oz. last Thursday. Foreign is steady at unchanged prices.

Beeswax—The market is firm, owing to scarcity.

Corks—Higher prices will soon be made by jobbing trade, as manufacturers have already advanced the commons. The Spanish war is the cause of this advance, as most of the corkwood comes from that country.

Glycerine—The demand is active and an advance has taken place, on account of crude having advanced abroad. Higher prices are surely coming.

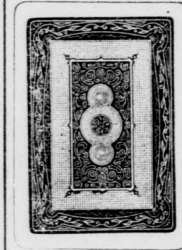
Nitrate Silver—The price has been advanced by the manufacturers 1c per oz., on account of advance in metal.

Oil Anise—Is firm and advancing.

A woman can talk as sweet as peaches and cream to another woman she hates, while two men would be punching each other's heads before they had exchanged a dozen words.

AMERICAN PLAYING CARDS

Best Value for the Money.



Quality and price put together are sure to win, and we have got them. No other line of playing cards offers the inducements that the American does.

Rover Playing Cards are the cheapest enameled card on the market, and at the price are without a competitor. Send for samples and prices.

THE AMERICAN PLAYING CARD CO.,
KALAMAZOO, MICH.

The Hard Luck Tunc

is never sung by retailers who offer

Queen Flake Baking Powder and Northrop Flavoring Extracts.

Sold at good profit and low prices, quality considered, and guaranteed to give entire satisfaction. Manufactured only by

Northrop,
Robertson
& Carrier,
Lansing, Michigan.



WHOLESALE PRICE CURRENT.

Advanced— Declined— Acidum Aceticum..... 60¢ 3 Benzozolium, German..... 70¢ 75 Boricum..... 15¢ 15 Carbonicum..... 29¢ 41 Citricum..... 42¢ 44 Hydrochlor..... 30¢ 5 Nitrosum..... 80¢ 10 Oxalicum..... 13¢ 14 Phosphorilum, dil..... 15¢ 15 Salicylicum..... 60¢ 65 Sulphuricum..... 13¢ 15 Tannicum..... 1 25¢ 1 40 Tartaricum..... 38¢ 40 Ammonia Aqua, 16 deg..... 40¢ 6 Aqua, 20 deg..... 60¢ 8 Carbonas..... 13¢ 14 Chloridum..... 13¢ 14 Aniline Black..... 2 00¢ 2 25 Brown..... 80¢ 1 00 Red..... 45¢ 50 Yellow..... 2 50¢ 3 00 Bacca. Cubese..... po. 18 13¢ 15 Juniperus..... 60¢ 8 Xanthoxylum..... 25¢ 30 Balsamum Copaiba..... 60¢ 65 Peru..... 2 25¢ 2 50 Terabin, Canada..... 45¢ 50 Tolutan..... 60¢ 65 Cortex Abies, Canadian..... 18¢ 18 Cassia..... 12¢ 12 Cinchona Flava..... 18¢ 18 Euonymus atropur..... 30¢ 30 Myrica Cerifera, po..... 30¢ 30 Prunus Virgini..... 12¢ 12 Quillaia, gr'd..... 14¢ 14 Sassafras..... po. 18 12¢ 12 Ulmus..... po. 15, gr'd 12¢ 12 Extractum Glycyrrhiza Glabra..... 24¢ 25 Glycyrrhiza, po..... 28¢ 30 Hematox, 15 lb box..... 11¢ 12 Hematox, 1s..... 13¢ 14 Hematox, 1/4s..... 14¢ 15 Hematox, 1/8s..... 16¢ 17 Ferru Carbonate Precip..... 15¢ 15 Citrate and Quinia..... 2 25¢ 2 50 Citrate Soluble..... 70¢ 75 Ferrocyamidum Sol..... 45¢ 50 Solut. Chloride..... 15¢ 15 Sulphate, com'l..... 2 50¢ 3 00 Sulphate, com'l, by bbl, per cwt..... 50¢ 50 Sulphate, pure..... 70¢ 75 Flora Arnica..... 12¢ 14 Anthemis..... 15¢ 15 Matricaria..... 30¢ 35 Folia Barosma..... 23¢ 28 Cassia Acutifol, Tinnevely..... 18¢ 20 Cassia Acutifol, Alx..... 25¢ 30 Salvia officinalis, 1/4s and 1/8s..... 12¢ 20 Ura Ursi..... 80¢ 10 Gummi Acacia, 1st picked..... 40¢ 45 Acacia, 2d picked..... 25¢ 30 Acacia, 3d picked..... 25¢ 30 Acacia, sifted sorts..... 60¢ 80 Aloe, Barb. po. 18 12¢ 14 Aloe, Cape..... po. 15 12¢ 14 Aloe, Socotri..... po. 40 30¢ 30 Ammoniac..... 55¢ 60 Assafetida..... po. 30 25¢ 28 Benzoin..... 50¢ 55 Catechu, 1s..... 13¢ 14 Catechu, 1/4s..... 40¢ 43 Catechu, 1/8s..... 40¢ 43 Camphora..... 40¢ 43 Euphorbium..... po. 35 40¢ 43 Galbanum..... 40¢ 43 Gamboge..... po. 25 65¢ 70 Gualacum..... po. 25 65¢ 70 Kino..... po. 83.00 30¢ 30 Mastic..... po. 45 60¢ 60 Myrrh..... po. 45 60¢ 60 Opil..... po. 55.00 25.30 3 75¢ 3 00 Shellac..... 25¢ 30 Shellac, bleached..... 40¢ 45 Tragacanth..... 50¢ 80 Herba Absinthium..... oz. pkg 25¢ 25 Eupatorium..... oz. pkg 20¢ 20 Lobelia..... oz. pkg 20¢ 20 Majorum..... oz. pkg 28¢ 28 Mentha Pip..... oz. pkg 28¢ 28 Mentha Vir..... oz. pkg 39¢ 39 Rue..... oz. pkg 39¢ 39 Tanacetum Voz..... oz. pkg 22¢ 22 Thymus, V..... oz. pkg 22¢ 22 Magnesia Calcined, Pat..... 55¢ 60 Carbonate, Pat..... 20¢ 22 Carbonate, K. & M..... 20¢ 25 Carbonate, Jennings..... 35¢ 36 Oleum Absinthium..... 3 25¢ 3 50 Amygdale, Dulc..... 30¢ 50 Amygdale, Amar..... 8 00¢ 8 25 Anisi..... 2 10¢ 2 20 Aurantii Cortex..... 2 25¢ 2 40 Bergamoti..... 2 40¢ 2 80 Caliputi..... 80¢ 85 Caryophylli..... 75¢ 80 Cedar..... 35¢ 65 Chenopadi..... 2 75¢ 2 75 Cinnamoni..... 1 60¢ 1 70 Cironella..... 45¢ 50 Conium Mac Copaiba..... 35¢ 50 Cubebae..... 1 15¢ 1 25 Ezechthitis..... 1 00¢ 1 10 Erigeron..... 1 00¢ 1 10 Gaultheria..... 1 50¢ 1 60 Gessanum, ounce..... 75¢ 75 Gossippi, Sem. gal..... 50¢ 60 Hedeoma..... 1 00¢ 1 10 Junipera..... 1 50¢ 2 00 Lavandula..... 90¢ 2 00 Limonis..... 1 30¢ 1 50 Mentha Piper..... 1 60¢ 2 20 Mentha Verid..... 1 50¢ 1 60 Morrhine, gal..... 1 10¢ 1 25 Myrica..... 4 00¢ 4 50 Olive..... 75¢ 3 00 Picea Liquida..... 10¢ 12 Picea Liquida, gal..... 10¢ 35 Ricina..... 99¢ 1 10 Rosmarini..... 1 00¢ 1 00 Rosse, ounce..... 6 50¢ 8 50 Succini..... 40¢ 45 Sabina..... 90¢ 1 00 Santal..... 2 50¢ 7 00 Sassafras..... 55¢ 60 Sinapi, ess., ounce..... 1 70¢ 1 80 Thyme..... 40¢ 50 Thyme, opt..... 1 60¢ 1 60 Theobromas..... 15¢ 20 Potassium Bi-Carb..... 15¢ 18 Bichromate..... 13¢ 15 Bromide..... 50¢ 55 Carb..... 12¢ 15 Chlorate, po. 17 19¢ 18 Cyanide..... 35¢ 40 Iodide..... 2 60¢ 2 65 Potassa, Bitart, pure..... 28¢ 30 Potassa, Bitart, com..... 15¢ 15 Potass Nitras, opt..... 10¢ 12 Potass Nitras..... 10¢ 11 Prussiate..... 20¢ 25 Sulphate po..... 15¢ 18 Radix Aconitum..... 20¢ 25 Althea..... 22¢ 25 Anchusa..... 10¢ 12 Arum po..... 10¢ 25 Calamus..... 20¢ 40 Gentiana..... po. 15 12¢ 15 Glycyrrhiza, pv. 15..... 16¢ 18 Hydrastis Canaden..... 60¢ 60 Hydrastis Can. po..... 65¢ 65 Hellebore, Alba, po..... 18¢ 20 Inula, po..... 15¢ 20 Ipecac, po..... 2 80¢ 3 00 Iris plox..... po. 35 35¢ 40 Jalapa, pr..... 25¢ 30 Maranta, 1/4s..... 35¢ 40 Podophyllum, po..... 22¢ 25 Rhei..... 75¢ 1 00 Rhei, cut..... 1 25¢ 1 25 Rhei, pv..... 75¢ 1 35 Spigelia..... 35¢ 38 Sanguinaria..... po. 15 30¢ 35 Serpentaria..... 30¢ 35 Senega..... 40¢ 45 Similax, officinalis H..... 40¢ 45 Smilax, M..... 10¢ 12 Sella..... po. 35 10¢ 12 Symplocarpus, Foetidus, po..... 25¢ 25 Valeriana, Eng. po. 30..... 15¢ 20 Valeriana, German..... 12¢ 16 Zingiber..... 25¢ 27 Semen Anisum..... po. 15 12¢ 12 Apium (graveleons)..... 13¢ 15 Bird, 1s..... 40¢ 6 Carul..... po. 18 10¢ 12 Cardamon..... 1 25¢ 1 75 Coriandrum..... 80¢ 10 Cannabis Sativa..... 40¢ 44 Cydonium..... 75¢ 1 12 Chenopodium..... 10¢ 12 Dipterix Odorate..... 2 00¢ 2 20 Foeniculum..... 10¢ 10 Foenugreek, po..... 70¢ 9 Lini..... 3 1/2¢ 4 1/4¢ Lini, gr'd..... bbl. 34 40¢ 44 Lobelia..... 35¢ 40 Pharlaris Canarian..... 40¢ 44 Rapa..... 4 1/4¢ 5 Sinapis Albu..... 70¢ 8 Sinapis Nigra..... 11¢ 12 Spiritus Frument, W. D. Co. 2 00¢ 2 50 Frument, D. F. R..... 2 00¢ 2 25 Frument..... 1 25¢ 1 50 Juniperis Co. O. T..... 1 65¢ 2 00 Juniperis Co..... 1 75¢ 3 50 Sacharum N. E..... 1 90¢ 2 10 Spt. Vini Galli..... 1 75¢ 6 50 Vini Oporto..... 1 25¢ 2 00 Vini Alba..... 1 25¢ 2 00 Sponges Florida sheeps' wool carriage..... 2 50¢ 2 75 Nassau sheeps' wool carriage..... 2 00¢ 2 00 Velvet extra sheeps' wool, carriage..... 1 25¢ 1 25 Extra yellow sheeps' wool, carriage..... 1 00¢ 1 00 Grass sheeps' wool, carriage..... 1 00¢ 1 00 Hard, for slate use..... 75¢ 75 Yellow Reef, for slate use..... 1 40¢ 1 40 Syrups Acacia..... 50¢ 50 Aurantii Cortes..... 50¢ 50 Zingiber..... 50¢ 50 Ipecac..... 50¢ 50 Ferri Iod..... 50¢ 50 Rhei Arom..... 50¢ 50 Smilax Officinalis..... 50¢ 50 Senega..... 50¢ 50 Sella..... 50¢ 50 Seila Co Tolutan..... 1 25¢ 1 50 Prunus virg..... 1 25¢ 1 50 Tinctures
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GROCERY PRICE CURRENT.

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

AXLE GREASE.	
Aurora.....	doz. gross 55 6 00
Castor Oil.....	doz. 60 7 00
Diamond.....	doz. 50 4 00
Frazier's.....	doz. 75 9 00
IXL Golden, tin boxes.....	doz. 75 9 00
Nica, tin boxes.....	doz. 75 9 00
Paragon.....	doz. 55 6 00

BAKING POWDER.	
Absolute.....	doz. 45 45
lb cans doz.....	85 85
lb can doz.....	1 50 1 50
Acme.....	doz. 45 45
lb cans 3 doz.....	75 75
lb can 1 doz.....	1 00 1 00
Bulk.....	10 10
Arctic.....	doz. 85 85
6 oz. Eng. Tumblers.....	75 75
El Parity.....	doz. 75 75
lb cans per doz.....	1 20 1 20
lb can per doz.....	2 00 2 00
Home.....	doz. 35 35
lb cans 4 doz case.....	55 55
lb cans 4 doz case.....	90 90

JAXON

lb cans, 4 doz case.....	45 45
lb cans, 4 doz case.....	85 85
lb cans, 2 doz case.....	1 60 1 60
Jersey Cream.....	doz. 2 00 2 00
1 lb. cans, per doz.....	1 25 1 25
9 oz. cans, per doz.....	85 85
6 oz. cans, per doz.....	85 85
Our Leader.....	doz. 45 45
lb cans.....	75 75
lb can.....	1 50 1 50
Peerless.....	doz. 85 85
Queen Flake.....	doz. 2 70 2 70
3 oz., 6 doz. case.....	3 20 3 20
6 oz., 4 doz. case.....	4 80 4 80
9 oz., 4 doz. case.....	4 00 4 00
1 lb., 2 doz. case.....	9 00 9 00
5 lb., 1 doz. case.....	9 00 9 00

BATH BRICK.

American.....	doz. 70 70
English.....	doz. 80 80

BLUING.

CONDENSED PEARL BLUING

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

BROOMS.

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

CANDLES.

8s.....	7 7
16s.....	8 8
Paraffine.....	8 8

CANNED GOODS.

Lakeside Marrowfat.....	95 95
Lakeside E. J.....	1 15 1 15
Lakeside, Cham. of Eng.....	1 20 1 20
Lakeside, Gem. Ex. Sifted.....	1 45 1 45
Extra Sifted Early June.....	1 75 1 75

CATSUP.

Columbia, pints.....	2 00 2 00
Columbia, 1/2 pints.....	1 25 1 25

CHEESE.

Acme.....	@ 84 84
Amboy.....	@ 84 84
Byron.....	@ 9 9
Elsie.....	@ 9 9
Emblem.....	@ 84 84
Gem.....	@ 84 84
Gold Medal.....	@ 84 84
Ideal.....	@ 84 84
Jersey.....	@ 84 84
Lenawee.....	@ 8 8
Riverside.....	@ 8 8
Springdale.....	@ 11 11
Edam.....	@ 70 70
Leiden.....	@ 17 17
Limburger.....	@ 12 12
Pineapple.....	@ 50 50
Sap Sago.....	@ 17 17
Chicory.....	@ 5 5
Red.....	@ 7 7

CHOCOLATE.

German Sweet.....	23 23
Premium.....	34 34
Breakfast Cocoa.....	45 45

CLOTHES LINES.	
Cotton, 40 ft. per doz.....	1 00 1 00
Cotton, 50 ft. per doz.....	1 20 1 20
Cotton, 60 ft. per doz.....	1 40 1 40
Cotton, 70 ft. per doz.....	1 60 1 60
Cotton, 80 ft. per doz.....	1 80 1 80
Jute, 60 ft. per doz.....	96 96
Jute, 72 ft. per doz.....	96 96

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

CREAM TARTAR.	
5 and 10 lb. wooden boxes.....	30-35 30-35

COFFEE.	
Green.....	
Rio.....	
Fair.....	9 9
Good.....	10 10
Prime.....	11 11
Golden.....	12 12
Peaberry.....	13 13

Santos.	
Fair.....	12 12
Good.....	13 13
Prime.....	14 14
Peaberry.....	15 15

Mexican and Guatemalas.	
Fair.....	15 15
Good.....	16 16
Fancy.....	17 17

Maracaibo.	
Prime.....	19 19
Milled.....	20 20

Java.	
Interior.....	19 19
Private Growth.....	20 20
Mandehling.....	21 21

Mocha.	
Imitation.....	20 20
Arabian.....	22 22

Roasted.	
Clark Jewell-Wells Co.'s Brands	
Fifth Avenue.....	29 29
Jewell's Arabian Mocha.....	29 29
Wells' Mocha and Java.....	24 24
Wells' Perfection Java.....	24 24
Sancaibo.....	21 21
Breakfast Blend.....	18 18
Valley City Maracaibo.....	18 1/2 18 1/2
Ideal Blend.....	14 14
Leader Blend.....	12 12

Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight, and 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 his shipping point, including weight of package, also 1/2 c a pound. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases.

Arbuckle.....	10 50 10 50
Jersey.....	10 50 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 75
Felix 1/4 gross.....	1 15 1 15
Hummel's full 1/4 gross.....	85 85
Hummel's tin 1/4 gross.....	1 43 1 43

CLOTHES PINS.	
5 gross boxes.....	40 40

COUGH DROPS.	
C. B. Brand.....	1 00 1 00

CONDENSED MILK.	
4 doz in case.....	6 75 6 75
Gail Borden Eagle.....	6 75 6 75
Crown.....	6 25 6 25
Daisy.....	5 75 5 75
Champion.....	4 50 4 50
Magnolia.....	4 25 4 25
Challenge.....	3 75 3 75
Dime.....	3 25 3 25

COUPON BOOKS.	
Tradesman Grade.....	
50 books, any denom.....	1 50 1 50
100 books, any denom.....	2 50 2 50
500 books, any denom.....	11 50 11 50
1,000 books, any denom.....	20 00 20 00

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

ONE CENT COUPON	
Universal Grade.....	
50 books, any denom.....	1 50 1 50
100 books, any denom.....	2 50 2 50
500 books, any denom.....	11 50 11 50
1,000 books, any denom.....	20 00 20 00

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

Coupon Pass Books.	
Can be made to represent any	
denomination from \$10 down.	
20 books.....	1 00 1 00
50 books.....	2 00 2 00
100 books.....	3 00 3 00
250 books.....	6 25 6 25
500 books.....	10 00 10 00
1,000 books.....	17 50 17 50

Credit Checks.	
500, any one denom'n.....	3 00 3 00
1,000, any one denom'n.....	5 00 5 00
2,000, any one denom'n.....	8 00 8 00
Steel punch.....	75 75

ONE CENT COUPON	
Universal Grade.....	
50 books, any denom.....	1 50 1 50
100 books, any denom.....	2 50 2 50
500 books, any denom.....	11 50 11 50
1,000 books, any denom.....	20 00 20 00

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

Coupon Pass Books.	
Can be made to represent any	
denomination from \$10 down.	
20 books.....	1 00 1 00
50 books.....	2 00 2 00
100 books.....	3 00 3 00
250 books.....	6 25 6 25
500 books.....	10 00 10 00
1,000 books.....	17 50 17 50

Credit Checks.	
500, any one denom'n.....	3 00 3 00
1,000, any one denom'n.....	5 00 5 00
2,000, any one denom'n.....	8 00 8 00
Steel punch.....	75 75

DRIED FRUITS—DOMESTIC	
Apples.....	@ 5 5
Sundried.....	@ 5 5
Evaporated 50 lb boxes.....	@ 8 8

California Fruits.	
Apricots.....	@ 8 8
Blackberries.....	@ 7 1/2 7 1/2
Nectarines.....	@ 7 1/2 7 1/2
Peaches.....	@ 6 1/2 6 1/2
Pears.....	@ 8 8
Pitted Cherries.....	@ 7 1/2 7 1/2
Raspberries.....	@ 7 1/2 7 1/2

California Prunes.	
100-120 25 lb boxes.....	@ 5 1/2 5 1/2
90-100 25 lb boxes.....	@ 5 1/2 5 1/2
80-90 25 lb boxes.....	@ 5 1/2 5 1/2
70-80 25 lb boxes.....	@ 5 1/2 5 1/2
60-70 25 lb boxes.....	@ 5 1/2 5 1/2
50-60 25 lb boxes.....	@ 5 1/2 5 1/2
40-50 25 lb boxes.....	@ 5 1/2 5 1/2
30-40 25 lb boxes.....	@ 5 1/2 5 1/2

Raisins.	
London Layers 3 Crown.....	1 45 1 45
Loose Muscatels 2 Crown.....	3 1/2 3 1/2
Loose Muscatels 3 Crown.....	4 1/2 4 1/2
Loose Muscatels 4 Crown.....	5 1/2 5 1/2

FOREIGN.	
Patras bbls.....	@ 7 1/2 7 1/2
Vostizias 50 lb cases.....	@ 7 1/2 7 1/2
Cleaned, bulk.....	@ 8 1/2 8 1/2
Cleaned, packages.....	@ 8 1/2 8 1/2

Citron American 10 lb bx	
Lemon American 10 lb bx.....	@ 12 12
Orange American 10 lb bx.....	@ 12 12

Raisins.	
Ondura 28 lb boxes.....	@ 8 1/2 8 1/2
Sultana 1 Crown.....	@ 8 1/2 8 1/2
Sultana 2 Crown.....	@ 8 1/2 8 1/2
Sultana 3 Crown.....	@ 8 1/2 8 1/2
Sultana 4 Crown.....	@ 8 1/2 8 1/2
Sultana 5 Crown.....	@ 8 1/2 8 1/2
Sultana 6 Crown.....	@ 8 1/2 8 1/2
Sultana package.....	@ 14 14

FARINACEOUS GOODS.	
Farina.....	
24 1 lb. packages.....	1 65 1 65
Bulk, per 100 lbs.....	4 00 4 00

Grits.	
Walsh-DeRoo Co.'s.....	
24 1 lb. packages.....	2 75 2 75
100 lb. kgs.....	4 13 4 13

Hominy.	
Barrels.....	2 50 2 50
Flake, 50 lb. drums.....	1 00 1 00

Beans.	
Dried Lima.....	3 1/2 3 1/2
Medium Hand Picked.....	1 30 1 30
Macaroni and Vermicelli.....	
Domestic, 10 lb. box.....	60 60
Imported, 25 lb. box.....	2 50 2 50

Pearl Barley.	
Common.....	2 00 2 00
Chester.....	2 25 2 25
Empire.....	3 00 3 00

Peas.	
Green, bu.....	95 95
Split, per lb.....	2 1/2 2 1/2

Rolled Oats.	
Rolled Avena, bbl.....	4 55 4 55
Monarch, 1/2 bbl.....	4 40 4 40
Monarch, 1/4 bbl.....	3 35 3 35
Monarch, 90 lb sacks.....	2 10 2 10
Quaker, cases.....	3 20 3 20
Huron, cases.....	1 75 1 75

Sago.	
German.....	4 4
East India.....	3 1/2 3 1/2

Tapioca.	
Flake.....	3 1/2 3 1/2
Pearl.....	3 5 3 5
Anchor, 40 1 lb. pkgs.....	5 5 5 5

Wheat.	
Cracked, bulk.....	3 1/2 3 1/2
24 2 lb packages.....	2 50 2 50

Fish.	
Cod.....	
Georges cured.....	@ 5 5
Georges genuine.....	@ 5 1/2 5 1/2
Georges selected.....	@ 6 6
Strips or bricks.....	@ 6 1/2 6 1/2

Herring.	
Holland white hoops, bbl.....	35 35
Holland white hoop, keg.....	80 80
Holland white hoop mchs.....	11 00 11 00
Norwegian.....	2 75 2 75
Round 100 lbs.....	1 30 1 30
Round 40 lbs.....	1 30 1 30
Scaled.....	13

STARCH.



Kingsford's Corn.

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

Kingsford's Silver Gloss.

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

Diamond.

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

Common Corn.

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

Common Gloss.

1-lb packages..... 4 1/2
3-lb packages..... 4 1/2
6-lb packages..... 4 1/2
40 and 50 lb boxes..... 3 1/2
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 63
Powdered..... 5 63
XXXX Powdered..... 5 69
Granulated in bbls..... 5 38
Granulated in bags..... 5 38
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 00
No. 2..... 5 00
No. 3..... 5 00
No. 4..... 5 00
No. 5..... 4 91
No. 6..... 4 88
No. 7..... 4 81
No. 8..... 4 75
No. 9..... 4 63
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..... 35 00

Ure Unkle..... 35 00

Ruhe Bros Co.'s Brands.

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

TABLE SAUCES.

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

VINEGAR.

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

Washing Powder.



00 12 oz pkgs..... 3 50

WICKING.

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

Fish and Oysters

Fresh Fish.

Whitefish..... Per lb. 8
Trout..... 8
Black Bass..... 8
Halibut..... 10
Ciscos or Herring..... 4
Bluefish..... 10
Live Lobster..... 16
Boiled Lobster..... 18
Cod..... 10
Haddock..... 8
No. 1 Pickerel..... 7
Pike..... 6
Perch..... 2 1/2
Smoked White..... 8
Red Snapper..... 10
Cool River Salmon..... 12
Mackerel..... 20

Oysters in Cans.

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

Shell Goods.

Oysters, per 100..... 1 25 @ 1 50
Clams, per 100..... 20 @ 1 25

Hides and Pelts.

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

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

Pelts.

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

Tailow.

No. 1..... @ 3
No. 2..... @ 2

Wool.

Washed, fine..... @ 18
Washed, medium..... @ 23
Unwashed, fine..... @ 11
Unwashed, medium..... @ 18

Oils.

Barrels.

Eocene..... @ 11 1/2
XXX W. W. Mich. Hdt..... @ 8 1/2
W. W. Michigan..... @ 8 1/2
Diamond White..... @ 7 1/2
D. S. Gas..... @ 8 1/2
Deo. Naptha..... @ 24
Cylinder..... @ 25
Engine..... @ 11
Black winter..... @ 8

Candies.

Stick Candy.

Standard..... bbls. pails 6 1/2 @ 7
Standard H. H..... 6 1/2 @ 7
Standard Twist..... 6 @ 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
Conserve..... @ 7 1/2
Royal..... @ 8 1/2
Ribbon..... @ 8 1/2
Broken..... @ 8 1/2
Cut Leaf..... @ 8 1/2
English Rock..... @ 8
Kindergraten..... @ 8 1/2
French Cream..... @ 8 1/2
Dandy Pan..... @ 10
Valley Cream..... @ 12

Fancy-In Bulk.

Lozenges, plain..... @ 8 1/2
Lozenges, printed..... @ 9
Choc. Drops..... @ 14
Choc. Monumentals..... @ 11
Gum Drops..... @ 6
Moss Drops..... @ 8
Sour Drops..... @ 8
Imperial..... @ 9

Fancy-In 5 lb. Boxes.

Lemon Drops..... @ 50
Sour Drops..... @ 50
Peppermint Drops..... @ 50
Chocolate Drops..... @ 50
H. M. Choc. Drops..... @ 75
Gum Drops..... @ 30
Licorice Drops..... @ 75
A. B. Licorice Drops..... @ 50
Lozenges, plain..... @ 50
Lozenges, printed..... @ 50
Imperial..... @ 50
Mottoes..... @ 55
Cream Bar..... @ 50
Molasses Bar..... @ 50
Hand Made Creams..... 80 @ 1 00
Plain Creams..... 60 @ 90
Decorated Creams..... @ 90
String Bees..... @ 90
Burnt Almonds..... 1 25 @ 90
Wintergreen Berries..... @ 90

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..... @
Fancy Navels 112..... @ 3 00
126 to 216..... @ 3 50
Choice..... @ 3 50
Medt Sweets..... @ 2 75

Lemons.

Strictly choice 360s..... @ 3 50
Strictly choice 300s..... @ 3 50
Fancy 360s or 300s..... @ 4 00
Ex. Fancy 300s..... @ 4 00
Ex. Fancy 360s..... @ 4 50

Bananas.

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

Foreign Dried Fruits.

Figs.
Choice, 10 lb boxes..... @
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
lb cases, new..... @ 6
Sairs, 60 lb cases..... @ 4 1/2

Nuts.

Almonds, Tarragona..... @ 13
Almonds, Ivaca..... @ 11
Almonds, California, soft shelled..... @ 13
Brazil new..... @ 8
Filberts..... @ 11
Walnuts, Greenobles..... @ 13
Walnuts, Calif No. 1..... @ 10
Walnuts, soft shelled Calif..... @ 10
Table Nuts, fancy..... @ 10
Table Nuts, choice..... @ 9
Pecans, Med..... @ 8
Pecans, Ex. Large..... @ 10
Pecans, Jumbos..... @ 12
Hickory Nuts per bu., Ohio, new..... @ 1 60
Cocoanuts, full sacks..... @ 4 00
Peanuts.
Fancy, H. P., Suns..... @ 7
Fancy, H. P., Flags..... @ 7
Choice, H. P., Extras..... @ 4 1/2
Choice, H. P., Extras, Roasted..... 5

Grains and Feedstuffs

Wheat.

No. 1 White..... 1 00
No. 2 Red..... 1 00

Winter Wheat Flour.

Local Brands.

Patents..... 7 10
Second Patent..... 6 60
Straight..... 6 10
Clear..... 6 10
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, 1/2s..... 6 75
Diamond, 1/4s..... 6 75
Diamond, 1/8s..... 6 75
Worden Grocer Co.'s Brand.
Quaker, 1/2s.....
Quaker, 1/4s.....
Quaker, 1/8s.....

Spring Wheat Flour.

Clark-Jewell-Wells Co.'s Brand.
Pillsbury's Best 1/2s..... 6 80
Pillsbury's Best 1/4s..... 6 70
Pillsbury's Best 1/8s..... 6 60
Pillsbury's Best 1/2s paper..... 6 60
Pillsbury's Best 1/4s paper..... 6 60
Pillsbury's Best 1/8s paper..... 6 60

Ball-Barnhart-Putman's Brand.



Duluth Imperial, 1/2s..... 7 00
Duluth Imperial, 1/4s..... 6 90
Duluth Imperial, 1/8s..... 6 80

Lemon & Wheeler Co.'s Brand.

Gold Medal 1/2s..... 7 25
Gold Medal 1/4s..... 7 15
Gold Medal 1/8s..... 7 05
Parisian, 1/2s..... 7 25
Parisian, 1/4s..... 7 15
Parisian, 1/8s..... 7 05

Olney & Judson's Brand.
Ceresota, 1/2s..... 7 25
Ceresota, 1/4s..... 7 15
Ceresota, 1/8s..... 7 05

Worden Grocer Co.'s Brand.

Laurel, 1/2s.....
Laurel, 1/4s.....
Laurel, 1/8s.....

Meal.

Boiled..... 2 25
Granulated..... 2 50

Feed and Millstuffs.

St. Car Feed, screened..... 17 50
No. 1 Corn and Oats..... 16 50
Unbolted Corn Meal..... 16 00
Winter Wheat Bran..... 14 00
Winter Wheat Middlings..... 15 00
Screenings..... 15 00

Corn.

Car lots..... 38
Less than car lots..... 40

Oats.

Car lots..... 32
Carlots, clipped..... 35
Less than car lots..... 37

Hay.

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

Fresh Meats.

Beef.

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

Pork.

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

Mutton.

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

Veal.

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

Provisions.

Swift & Company quote as follows:

Barreled Pork.

Mess..... 12 50
Back..... 13 00
Clear back..... 12 75
Short cut..... 12 50
Pig..... 16 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 1/2
Hams, 16 lb average..... 8 1/2
Hams, 20 lb average..... 8 1/2
Ham dried beef..... 6 1/2
Shoulders (N. Y. cut)..... 8 @ 9
Bacon, clear..... 8 @ 9
California hams..... 6 1/2
Boneless hams..... 9
Cooked ham..... 10 1/2 @ 13

Lards. In Tierces.

Compound..... 4 1/2
Kettle..... 7 1/2
55 lb Tubs..... advance 1/2
50 lb Tubs..... advance 1/2
50 lb Tins..... advance 1/2
10 lb Pails..... advance 1/2
5 lb Pails..... advance 1/2
3 lb Pails..... advance 1/2

Sausages.

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

Beef.

Extra Mess..... 11 25
Boneless..... 14 00
Rump..... 14 00

Pigs' Feet.

Kits, 15 lbs..... 70
1/4 bbls, 40 lbs..... 1 50
1/2 bbls, 80 lbs..... 2 60

Tripe.

Kits, 15 lbs..... 70
1/4 bbls, 40 lbs..... 1 50
1/2 bbls, 80 lbs..... 2 60

Casings.

Pork..... 16
Beef rounds..... 4
Beef middles..... 11
Sheep..... 60

Butterine.

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

Canned Meats.

Corned beef, 2 lb..... 2 75
Corned beef, 14 lb..... 13 00
Roast beef, 2 lb..... 2 50
Potted ham, 1/2s..... 70
Deviled ham, 1/2s..... 1 10
Dressed ham, 1/2s..... 70
Potted tongue, 1/2s..... 1 10
Potted tongue, 1/2s..... 1 10

Crackers.

The National Biscuit Co. quotes as follows:

Butter.

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

Soda.

Soda XXX..... 7 1/2
Soda XXX, 3 lb. carton..... 8
Zephyrette..... 8 1/2
Long Island Wafers..... 11
L. I. Wafers, 1 lb carton..... 13

Oyster.

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

SWEET GOODS-Boxes.

Animals..... 11 1/2
Bent's Cold Water..... 15
Belle Rose..... 8 1/2
Cocoanut Taffy..... 13
Coffee Cakes..... 11
Frosted Honey..... 13 1/2
Graham Crackers..... 8 1/2
Ginger Snaps, XXX round..... 8
Ginger Snaps, XXX city..... 8
Gin. Snps, XXX home made..... 8
Gin. Snps, XXX scalloped..... 8
Ginger Gems..... 8 1/2
Imperial..... 8 1/2
Jumbles..... 12 1/2
Molasses Cakes..... 8 1/2
Marshmallow..... 10
Marshmallow Creams..... 17
Pretzels, hand made..... 9 1/2
Pretzelites, Little German..... 7 1/2
Sugar Cake..... 8 1/2
Sultanas..... 13 1/2
Sears' Lunch..... 8 1/2
Sugar Squares..... 9 1/2
Vanilla Wafers..... 15
Pecan Wafers..... 16 1/2
Mixed Picnic..... 12 1/2
Cream Jumbles..... 13
Boston Ginger Nuts..... 10
Pineapple Glace..... 17
Penny Cakes..... 9
Marshmallow Walnuts..... 17
Belle Isle Picnic..... 11 1/2

Crockery and Glassware.

AKRON STONWARE.

Butters.

1/2 gal., per doz..... 4 1/2
1 to 6 gal., per gal..... 4 1/2
8 gal., each..... 38
10 gal., each..... 48
12 gal., each..... 47
15 gal. meat-tubs, each..... 90
20 gal. meat-tubs, each..... 1 20
25 gal. meat-tubs, each..... 2 25
30 gal. meat-tubs, each..... 2 70

Churns.

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

Milkpans.

1/2 gal. flat or rd. bot., doz..... 45
1 gal. flat or rd. bot., doz..... 4 1/2

Fine Glazed Milkpans.

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

Stewpans.

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

Jugs.

1/2 gal., per doz..... 40
1/2 gal., per doz..... 42
1 to 5 gal., per gal..... 5 1/2

Tomato Jugs.

1/2 gal., per doz..... 42
1 gal., each..... 5 1/2
Corks for 1/2 gal., per doz..... 20
Corks for 1 gal., per doz..... 30

Preserve Jars and Covers.

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

Sealing Wax.

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

LAMP BURNERS.

No. 0 Sun..... 35
No. 1 Sun..... 40
No. 2 Sun..... 50
Tubular..... 50
Security, No. 1..... 65
Security, No. 2..... 65
Nutmeg..... 85
CLIMAX..... 1 25

LAMP CHIMNEYS-Common.

Per box of 6 doz.
No. 0 Sun..... 1 32
No. 1 Sun..... 1 48
No. 2 Sun..... 2 18

First Quality.

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

XXX Flint.

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

CHIMNEYS-Pearl Top.

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

La Bastie.

Hardware

Sale of Sundries by the Hardware Dealer.

From the Stoves and Hardware Reporter.

On every side one hears the advice that dealers in hardware will have to broaden their lines to successfully compete with the department stores, which are making some havoc in hardware trade. There are stocks which can embrace sundries that do not occupy much space in the store, yet pay a good profit and sell readily. Where a demand is found for it this may be in sporting goods, which have not everywhere been ousted from their place by the preference for bicycle riding, although it is well known that the cycle trade which may be done ought to compensate for the decrease in the sale of sporting goods. When speaking of sundries, bicycle accessories might be included in the list. Although patterns are always changing more or less, they are sufficiently stable to admit of the investment in a varied line of them. Among other things it would be well for the hardware dealer to have an employee with paraphernalia to do the repairing which is absolutely necessary at times. If people are not surprised to find rather unusual goods like groceries, etc., in department stores, then they will not be shocked at what the hardware man may choose to keep in conjunction with his stock. In truth they may be highly appreciative of the convenience in being able to procure different goods at the same place. Sales are facilitated in a marked degree by the mere fact that people go into the store to buy a certain thing and see another they fancy or need and buy it also. An example of this is the woman who comes into the store to buy some utensil and sees linoleum mats and buys one or two of those, which are both useful and ornamental for the floor.

A Hardware Fable.

From the Iron Age.

A pocketknife was returned to the hardware man with a blade broken off short. "How did you break the blade?" asked the hardwareman. "I broke it while cutting a little soft pine stick," said the man, who, like our beloved Washington, never told lies about hatchets, knives or other articles of hardware. "Very well," said the hardware man, "I will give you another and return your broken knife to the manufacturer." Soon after this a small, well-dressed boy came in and threw down a 25-cent knife which also had a blade that had come to grief, and the boy said, "Knife's no good." "What is the trouble?" asked the hardware man. "I broke it whittling on a little pine stick," said the boy, who was a regular attendant at a Sunday school. "You shall have another, my boy." During the week there were three additional knives returned, all of which had been broken cutting little pine sticks, and each of the purchasers was given a new knife. But one day a ragged little fellow came into that store and said, "I broke that knife you sold me, and I want to buy another. It was a good knife, but dad tried to get a cork out of a bottle with the small blade, and I broke the large blade trying to split a big bickory stick." The hardware man threw his arms around the little boy's neck, and, in a voice choked with emotion, said, "Take a dozen knives, my dear little fellow, a bicycle, a fishing rod, a sled and anything else that you would like to have. You are the first one to return a pocketknife to me that did not say it was broken by being used to whittle a little pine stick."

Look After the June Weddings.

It is obvious to all practical people that a merchant can not expect to secure any of the benefit which the June weddings bring, unless he makes some well-directed efforts to secure it. We realize that a great deal of this trade goes to the larger cities, many people making special trips for this purpose,

yet a large share of it will fall to the local merchant's lot if he will make attractive and complete window displays of goods suitable for the occasion which his stock contains, and also advertise the goods simultaneously in the newspapers. At such times it might be advisable to get up a circular letter. This could be mailed to those whom the merchant knows are about to enter the bonds of matrimony, as in every medium-sized town such an exciting event is heralded abroad for months previous to its consummation. Goods suitable to their needs could be described in this letter, by all means quoting prices, as but few are so rich that they are above figuring on the cost of their outfit. Where practical, some discounts might be hinted at where a large quantity is bought on cash payment. Where possible, people like to save something, especially where a heavy expense is being incurred. A demur may be made that a discount swallows some of the profits, but it doesn't consume them nearly so effectively as a competitor may. We would strongly advise hardware dealers to make the fitting out of newly married couples one of the principal features of this month's business.

How to Utilize the Show Window.

Why should not the hardware dealer have a summer opening in his store as well as other merchants? Has he not goods which are intended for summer use fully as much as the diaphanous fabrics displayed at the dry goods stores? Surely, then, such an opening may be made, which should do something toward increasing trade. It is true that the spring trade is not wholly over, but it requires a good deal of urging to sustain it, and this is one of the means by which it may be prolonged into the summer. A sensible, if not poetic, display might be made of summer stoves and all goods for summer use. Such displays are not hard to make, but require some care and thought in their arrangement. At this period of the year a fresh green background should be used, composed of foliage, which can be readily obtained; let branches of palms overhang the arch at the back corners, filling in the vacant spaces and giving the effect of a vine-wreathed kitchen. At one side the latest designs of, say two summer stoves, could be placed; then all the rest of the equipment could be naturally arranged so as to look homelike and convenient for working purposes. It would be more effective if there were only necessary articles put in this display. They would appeal more strongly to passers-by and cause no confusion, besides giving an opportunity to show each article to the best advantage.

How Shoe Eyelets Are Made.

Shoe eyelets are made of brass, by machines whose operation is almost entirely automatic. Three or four machines are required to produce the eyelet in the form in which it is sold, the brass being fed into the first machine in thin, flat strips. As sold to the shoe manufacturer, the eyelet is turned down at one end only. The eyelets look as much as anything like so many little hats with narrow brims, and without any tops in the crowns. The upper end of the crown, which is like the end of a little cylinder, is put through the hole in the shoe, the finished brim or flange of the eyelet resting against the leather upon the outside.

After the eyelet has thus been put in place, its inner end is turned down upon the leather by a machine made for that purpose. In the manufacture of the eyelets a number of very slight vertical indentations are made at equal distances apart in the outside of the eyelet around the smooth, straight end. When the shoe machine slashes down the inner side of the eyelet, the metal parts at these indentations are spread uniformly, thus giving it a secure hold.

Had Good Backing.

Biggs—I wonder if Diggs has much money behind him?

Higgs—He had the other day when I saw him; he was leaning against a bank.

Novelty Blue Flame Oil Stoves



Superior to and safer than Gasoline. The Novelty is conceded by every one to be the best one now on the market. We sell it at factory price. Write for circular.

Foster, Stevens & Co., Grand Rapids.

Clark-Rutka-Jewell Co.

Ionia Street,
Grand Rapids, Mich.

Opposite Union Depot.

New Wholesale Hardware House

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

Write us for prices.

Clark-Rutka-Jewell Co.

Buckeye Paint & Varnish Co.

PAINT, COLOR AND VARNISH MAKERS

Mixed

Paint

White

Lead

Shingle

Stains

Wood

Fillers



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

THE OLD CLERK.

Pathetic Picture Frequently Seen in the Business World.

He is a familiar figure in almost every business house—the old clerk. White-haired, thin, with clothes that are always of a decent black and scrupulously brushed, he has sat behind the same desk or stood behind the same counter for dear knows how many years, growing thinner and older and mustier as the time went by. Sometimes we meet him in the early morning going down to office or store, walking the same route he has trod for twenty or thirty years with a regularity so perfect that the very policeman on the beat might set his watch by his movements. Often, late at night, when we are going home from the theater, we see him through the iron-grated window, still bending over his ledger, for he works slowly nowadays and must work overtime to make up his accounts. His eyes are growing dim, and he fumbles with his glasses, his hands are losing their trick of deft penmanship and his brain its swiftness. He does not understand it, but the fly boys all about him, young enough to be his sons, rush through their tasks and are out and gone while he is still laboring over his. Slowly but surely it is being borne in on him that he can not compete with them. In the manager's office he is already becoming a problem. Customers have begun to complain of his slowness. A man, not intentionally cruel, called out that he wanted somebody who was alive to wait on him, not that old fossil. A woman complained that he had not matched a sample, and asked why they kept blind people. The old clerk heard them, and it sounded like the knell of his own foreboding thoughts. He knows that the time is coming when he must go. He has seen it happen before with others. First, he will be retired to some other department with less work and less pay. They will remember for a time the many years of faithful service, in which he has seen the firm grow from small beginnings to present wealth. Then, after a time, they will forget even that, and one day, when he has been slower than usual, or some mistake has passed unnoticed by his dim eyes, they will send for him to come to the President's room and he will be told that they think it best to put a boy in that department—somebody who is young and quick and can get about swiftly. Sometimes they give him a little pension. Oftener not, but in either case he goes out a poor, heartbroken old man. They talk to him of enjoying leisure, but he has never learned the art of idling, and he hangs about the store, after he is dismissed, walking by it through sheer force of habit. To others it is a commonplace enough store or office. To him it is the mausoleum where lies buried his youth, with all its dreams and hopes and ambitions, and there is a tear under the smile on his wintry old face as he says that he has left Blank & Blank's and has got too old to work.

The Foundation of a Great Fortune.

Not long since, John D. Rockefeller told how he used to sleep under the roof, where he could hear the rain and through which he could see the sky.

"I had a hard struggle to get a foothold," he said. "As a boy just out of school, I found myself looking for a situation early in life. I walked all over town in an attempt to find something to do. I visited every railroad office, every store, and, in fact, every place in the city where I thought I could find employment. Everywhere I met with discouragement, until I found one man, God bless him, who took me into his office and gave me work, and that man was H. B. Tuttle. That was the beginning, and a few years later I started a little business of my own with a partner. In a short time came a crisis in our affairs, and it was necessary for our young firm, which was beginning to branch out, to raise more money. I remembered my friends and acquaintances, and called on them, one after another. Many expressed the most profound interest in our firm, but that's all.

"Just at this critical moment I bethe-though me to try the bankers, and I finally visited the office of a dear friend of mine—I mean T. P. Handy. He asked me how I proposed to conduct my business and how much money I wanted. Gentlemen, it was an enormous sum, and I scarcely dared to name it to him; it was \$2,000. 'All right, Mr. Rockefeller, you can have the money,' said Mr. Handy; and, as I went out of that bank, full of hope, I stood up straight and erect, as I then considered myself one of the business men of Cleveland, you know." He then read from a little yellow-covered book, which was his ledger in boyhood. "I place great value on this little book," he said. "I have not seen it before for twenty-five years, but you could not buy it for all the modern ledgers in New York and what they would bring in. It reports what I received and paid out for several years. Here is an item: 'Income from January 26, 1855, to January 26, 1856, \$50,' and I lived within my income. Out of that I paid my washerwoman, my board, and saved a little and put it away. I see that I paid in the Sunday School one cent, which was all I could afford. I was as independent in those days as Mr. Astor. I remember the clothes I bought—not fashionable, but cheap and good.

"My clothing, from November, 1855, to November, 1856, cost me just nine dollars and nine cents. Here are some bits of extravagance which had escaped my memory: 'One pair of gloves, \$2; mittens, three shillings; gave away \$5.58; missionary cause, November 25, 15 cents ministerial student, 10 cents; night society, 75 cents; Sabbath school, 5 cents; present to Sunday School superintendent, 25 cents.' I was living in Cleveland then; I must have felt sorry for New York, for here is an item, 'Five Points Mission, twelve cents.'

"All these little things helped me to get into sympathy with many undertakings, both religious and philanthropic. My opinion is that no man can trust himself to wait until he feels charitable; he must give away some money continually."

"Get all the money you can; get it fairly and justly, and then give away all you can."

This man, whose clothes cost him nine dollars a year, has given \$7,000,000 to Chicago University, and his other charities are so large that he employs a man on a large salary to look after them.

"What is success?" asks Mr. Rockefeller. "Is it to get money? Is that success? Who is the poorest man in the world to-day? The poorest man I know is the man who has nothing but money, nothing else in the world but money—only money."

Money alone will not bring happiness. The respect of our fellowmen and the consciousness of right doing are essentials to a life that can be called successful.

Retaining Home Trade.

In making an effort to keep his trade at home, a merchant should show customers that they can obtain a portion of their supplies at his store, and they can gradually be taught to depend on him more and more. This can be brought about by more frequent visits on the merchant's part to the source of supplies to keep his stock well assorted. Lower cost in transportation will enable him to sell his goods more cheaply than they can be bought at remote points, and by impressing these facts on the minds of customers he can induce them to buy their goods from him.

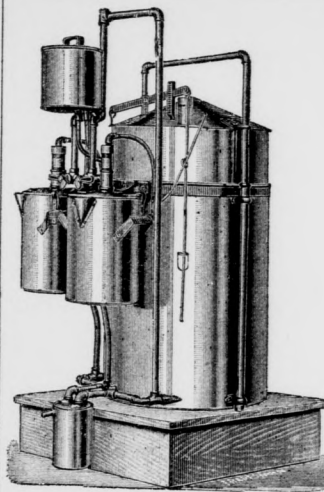
The Truth for Once.

"Gosh darn you and your old grocery!" shouted the man who had backed up against the fresh paint.

"Didn't you see that sign, 'Fresh paint?'" asked the grocer.

"Of course I did, but I've seen so many signs hung out here announcing something fresh that wasn't that I didn't believe it."

Between a woman's yes and no, a man could not stick a pin.



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.

Michigan Acetylene Gas Co., Ltd.
Jackson, Mich.

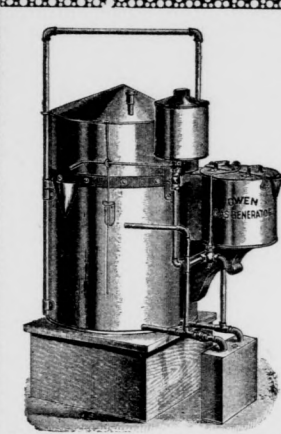
Mt. Morris, Mich., April 22, '08.
THE MICHIGAN ACETYLENE GAS CO., LTD.,

GENTS:—I have used one of your 45 light machines since December last and find it gives entire satisfaction, being cheaper than cost of oil and chimneys; does away with heat, smoke and dirt; gives a better light than coal gas and is equal, if not superior, to electricity, and can cheerfully recommend it.

Very respy,
MANN'S CASH STORE,

Sproul & McGurrian,
General Agents for Western Michigan.
DISPLAY ROOMS, 184 E. FULTON ST., GRAND RAPIDS, MICH.





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.

DON'T GET WET

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

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

Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids.

Echoes from the Lake Odessa Egg King.

Hastings Banner: Many anxious creditors desire to know the whereabouts of Lon Hager, of Lake Odessa. Hager, whose credit up to the time of his departure was good, offered New York prices for eggs and "he paid the freight." The result was that eggs were rushed to him by the carload. He sold about \$20,000 worth of hen fruit and then departed without leaving any directions as to where his future address would be. We understand several firms of this city were taken in.

Hastings Herald: A butter and egg dealer in Lake Odessa has skipped out and we are informed that Joseph Rogers, of this city, was let down about \$600. It seems that the Lake Odessa man agreed to pay so much for the goods that it would not pay Mr. Rogers to ship East, but like all men who swell the market at one end and are not able to hold it up at the other, they will in time make themselves scarce. We are also informed that H. Mosher, of Cloverdale, donated about \$160 and G. Otis, of Shultz, shelled out about \$75. And there are others.

Delton correspondence: B. C. Pen-nock was at Lake Odessa last Friday looking after the man he sold eggs to, but the man has gone nobody knows where. B. C. is not the only one. There are others who would like to see him.

Holland City Times: Attorney George E. Kollen has started suit this week against the Lake Odessa Savings Bank in the Ionia county Circuit Court to recover the sum of \$2,300 for the surrounding country merchants for eggs shipped to A. C. Hager, a wholesale dealer at Lake Odessa. Nearly every one of the merchants in the surrounding country were shipping eggs to A. C. Hager, for which Hager sent checks. The country merchants sent these checks to the Lake Odessa bank through their local banks, and the Odessa Bank, instead of promptly protesting these checks on the day they were received, held them for several days. The country merchants, believing that the checks had been paid, shipped more eggs to Hager, but on May 14 the Lake Odessa Bank protested all the checks. Two or three days later Hager disappeared. According to law the Lake Odessa Bank can be held for the amount of the checks and suit was brought accordingly. It is known that nearly every one of the merchants in the surrounding villages of Hamilton, Fillmore, Overisel, Noordeloos, Zeeland, East Saugatuck, Saugatuck, Vriesland, Borculo, etc., were victims to the amounts of from \$200 to \$600. Attorney Kollen believes that the amount can be recovered from the Lake Odessa Savings Bank.

Marking Goods in Plain Figures.

From the Dry Goods Economist.

We have received from an out-of-town subscriber a request for some advice as to whether goods should be marked in plain figures. At first sight it might seem that the marking of goods in characters unintelligible to the customer savored of antiquity—of the days when every store had two or three prices and the shopper "traded" in the literal sense of the word. This form of marking is calculated to give the customer a sensation of uncertainty as to whether she is being asked the lowest selling price and to make her feel apprehensive lest the quotation may be put up or down according to her appearance.

For this reason, with the lower classes of trade, the marking of goods in plain figures is usually found the best policy. Confidence on the part of the shopper is thus inspired, while she is afforded a good opportunity to study the quality of goods and form an idea as to whether she can afford an article or not. In this way goods become silent salesmen.

On the other hand, houses which do a fine trade seldom mark their goods in plain figures. And the reason of this is very clear: A lady who buys a made-up garment or a hat has no desire that her neighbor or acquaintance should know what she paid for it and will shun a store which would give another

woman an opportunity to say: "See that suit Mrs. So-and-So is wearing. I saw that marked \$35 at Blank's."

Retail concerns which also do a jobbing business frequently find it very disadvantageous to mark their goods in plain figures. It is embarrassing to have wholesale customers say, "It is not fair for you to charge me that price, when I see that you are selling the goods yourself at retail for the same figure."

Some retailers, however, who are jobbers, also, have taken a broader view. They mark their goods in plain figures and tell their customers who buy at retail, "Yes, we have made that price and we can not do any better for you at wholesale. We do not know how long we shall sell those goods at retail at that price, but you will observe that we are open and above board about it. You know just what we are doing, and if you feel that you can not afford to purchase the goods we shall have to let that part of the bill go."

This question of marking prices is one in which, as the adage says, circumstances alter cases. The merchant ought to figure out which plan is better adapted to his trade and watch the workings of the method employed. Sometimes it is quite practicable to mark prices in plain figures in one department and to use private marks in another.

Excursion to Detroit.

On June 6 and 7 the Michigan Central will sell excursion tickets to Detroit, on account of the K. O. T. M. Great Camp and Great Hive reviews, at one fare for the round trip. Good to return until June 11, inclusive.

W. C. BLAKE, City Ticket Agt.

M. B. Hazeltine, Secretary and Treasurer of the Hazeltine & Perkins Drug Co., has purchased a half interest in the duck and drill goods factory of Geo. H. Connor & Co., at Chicago, and will remove to that city and assist in the management of the business, which will hereafter be conducted under the style of Connor & Hazeltine. Mr. Hazeltine's successor with the Drug Co. is Lee M. Hutchins, who was identified with the drug business of W. R. Cutler, at Ionia, for about a dozen years, but for the past eleven years has been connected with the wholesale drug house of Williams, Davis, Brooks & Hinchman Sons and its predecessors, Williams, Davis, Brooks & Co. and James E. Davis & Co. Mr. Hutchins enters upon the duties of his new position June 10.

Frank Jewell (Clark-Jewell-Wells Co.) attended church on the Little River Sunday, ostensibly so as to be able to fish on that stream all day Monday. He met a mishap Sunday in the loss of his lunch basket, which rolled down the bank and floated away. This naturally suggests the query, What was Mr. Jewell doing on the bank of the river Sunday?

The statement in last week's issue that the R. L. Carl Furniture Co. had been organized at Charlotte by R. L. Carl and W. G. Wisner is incorrect. Mr. Carl will conduct the business in his own name, Mr. Wisner being in his employ.

Any big coal pile will do for a naval base of supplies if protected by gunboats that will prevent the enemy from coming and stealing the pile.

It seems that there is nothing too good for our military men these days. General Merritt is going to have a young and pretty wife.

The Spanish squadron sent out to destroy Dewey won't have the least bit of trouble in finding him.

Time to Crush the Serpent.

From Boots and Shoes Weekly.

It is announced that the Boot and Shoe Workers' Union of America proposes to begin a vigorous agitation throughout the country for the purpose of increasing the demand for shoes bearing the stamp of that organization. All labor unions are to be requested to instruct their members to wear only union made shoes. It is understood that the Hatters' Union has decided to impose a fine upon any member wearing shoes not made by union labor.

Gradually, it will be seen, the claims of union tyranny and slavery are being wound around the people of this country, and sometime, if matters go as they are going, liberty, which we prize so much, will be a thing of the past. Men are no longer permitted to work in certain lines unless they belong to a union; and now an effort is to be made to compel people to buy union-made shoes and, probably, union-made everything else.

It may be necessary for the general public to refuse to purchase anything that bears a union stamp. That would be a very good way to meet this tyrannical movement on the part of the Boot and Shoe Workers' Union.

It is pretty nearly time that the people of this country put their heel upon the snake of labor unionism and crushed it. It is not too much to say that thousands of men connected with unions in different parts of the country would be only too glad to be emancipated and have an opportunity once more to exercise the rights of freemen, to be their own masters, work for what wages they please and as many hours as they please.

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.

The largest fruit plantations in the world are in Jamaica. They are owned and operated by an American company, the area of whose fruit farm is 44,000 acres. They own 28,000 acres and the other 16,000 acres are held by them under lease. Their principal crops are bananas and coconuts, and last year they shipped 3,000,000 bunches of bananas and 5,000,000 coconuts, besides other fruits, to America and elsewhere, employing twelve steamers belonging to the company.

All the boy babies up to date have been named Dewey; but there may be more coming along to be called Sampson or Schley.

Come to think of it, the French are becoming real polite to us the past few days.

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.

WILL EXCHANGE—IMPROVED REAL estate for boots and shoes or general merchandise valued from \$8,000 to \$10,000. Property will rent for \$75 per month. Address A. C. E., care Michigan Tradesman. 619

HAVING PURCHASED THE LUMBER AND general merchandise stock at No wood, Mich., formerly owned by the Rittenhouse & Embree Co. I offer the merchandise stock for sale at low price. It is one of the best places in Michigan for general merchandise business and the handling of fruit and other farm products. The amount of business done in the last sixteen years has averaged about \$3,000 per month. Reason for selling, wish to devote my whole attention to lumbering. Stock will inventory about \$7,500. Terms, \$5.00 cash. Write or call on L. J. Nash, Norwood, Mich. 616

ABOUT \$3,000 CASH WILL BUY A FIRST-class, clean stock of general merchandise in a lumbering town in Northern Michigan; also good farming country. Annual sales, \$30,000. Good reason for selling. No better chance in existence for capital invested. Address No. 614, care Michigan Tradesman. 614

FOR SALE—STOCK OF DRUGS, GROCERIES, hardware, crockery, dry goods, notions, etc., i. voicing about \$3,600; a great bargain for cash; large building; well located in a thriving Northern village. Address No. 615, care Michigan Tradesman. 615

FOR SALE—DRUG AND GROCERY STOCK in best town in Southern Michigan; good trade, good reasons for selling. Address No. 610, care Michigan Tradesman. 610

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, 8,000 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 RAIL-road 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

THE BEST OPENING IN MICHIGAN FOR an active business man with \$10,000 or \$2,000 to step into a well-established, paying wholesale business. For particulars, address Business, care Michigan Tradesman. 606

FOR SALE—DRUG STOCK; OR WILL TAKE partner with small capital. Address No. 609, care Michigan Tradesman. 609

HAY, HAY HAY! FOR SALE AT RIGHT prices. Correspond with Michigan Tradesman Co., Lansing, Mich. 607

FOR SALE—A DESIRABLE CORNER DRUG store, hardwood modern fixtures. Price low, terms easy. Address Opportunity, care Michigan Tradesman. 612

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 & Rollison, Hamburg, Mich. 599

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, 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—BUILDING AND GENERAL stock; test 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. 584, care Michigan Tradesman. 584

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

FIREPROOF SAFES

GEO. M. SMITH, NEW AND SECONDHAND safes, wood and brick building mover, 157 Ottawa street, Grand Rapids. 613

MISCELLANEOUS.

WANTED—A BAKER. NONE BUT FIRST class workman need apply. Red Trout Bakery, Eaton Rapids, Mich. 618

WANTED—A BUSINESS MAN WITH SOME capital to take charge of a furniture factory, an old established line. I. Frankford, 53 West Bridge St. Phone 1236. 617

WANTED—POSITION IN GROCERY. I make a specialty of teas and coffees; age, 27. Frank Bentley, Ludington, Mich. 588

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 10:30pm * 8:20am

Traverse City, Charlevoix and Petoskey.
Lv. G'd Rapids.....7:30am 5:30pm
Parlor and Sleeping Cars on afternoon and night trains to and from Chicago.
*Every day. Others week days only

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

Detroit.
Lv. Grand Rapids.....7:00am 1:35pm 5:35pm
Ar. Detroit.....11:40am 5:45pm 10:20pm
Lv. Detroit.....8:00am 1:10pm 6:10pm
Ar. Grand Rapids.....12:55pm 5:20pm 10:55pm

Saginaw, Alma and Greenville.
Lv. G R 7:10am 4:20pm Ar. G R 12:20pm 9:30pm
Parlor cars on all trains to and from Detroit and Saginaw. Trains run week days only.
Geo. DeHaven, General Pass. Agent.

GRAND Trunk Railway System Detroit and Milwaukee Div

(In effect May 15, 1898)

Leave EAST. Arrive.
* 6:45am Sag., Detroit, Buffalo & N Y. + 9:55pm
+10:10am Sag., 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. +10:06am
* 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

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 + 3:25pm
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.

Chicago Trains.
TO CHICAGO.
Lv. Grand Rapids. +7:10am +2:10pm *11:35pm
Ar. Chicago. 2:0 pm 9:10pm 6:30am

FROM CHICAGO
Lv. Chicago. +3:02pm *11:45pm
Ar. Grand Rapids. 9:20pm 7:25am
Train leaving Grand Rapids 7:10 a. m. has buffet parlor car to Chicago. Train leaving Grand Rapids 11:35 p. m. has coach and Pullman sleeping car to Chicago.
Train leaving Chicago 3:02 p. m. has buffet parlor car to Grand Rapids. Train leaving Chicago 11:45 p. m. has coach and Pullman sleeping car to Grand Rapids.

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
Sunday trains leave Grand Rapids 9:00 a. m. and 7:00 p. m. Leave Muskegon 8:35 a. m. and 6:35 p. m.
+Except Sunday. *Daily +Saturday only.
C. L. LOCKWOOD,
Gen'l Pass. and Ticket Agent.
W. C. BLAKE,
Ticket Agent Union Station.

DULUTH, South Shore and Atlantic Railway.

WEST BOUND.
Lv. Grand Rapids (G. R. & I.) +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

MANISTEE & Northeastern Ry. Best route to Manistee.

Via C. & W. M. Railway.
Lv. Grand Rapids.....7:00am
Ar. Manistee.....12:05pm
Lv. Manistee.....8:30am 4:10pm
Ar. Grand Rapids.....1:00pm 9:55pm

TRAVEL VIA F. & P. M. R. R.

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

THE FORGOTTEN PAST

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TRADESMAN COMPANY,
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Manufacturer of and wholesale and retail dealer in

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J. A. MURPHY, General Manager.

FLOWERS, MAY & MOLONEY, Counsel

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ADAMS & HART,

GRAND RAPIDS, MICH.

The President of the United States of America,

To

HENRY KOCH, your clerks, attorneys, agents, salesmen and workmen, and all claiming or holding through or under you,

GREETING:

Whereas,

it has been represented to us in our Circuit Court of the United States for the District of New Jersey, in the Third Circuit, on the part of the ENOCH MORGAN'S SONS COMPANY, Complainant, that it has lately exhibited its said Bill of Complaint in our said Circuit Court of the United States for the District of New Jersey, against you, the said HENRY KOCH, Defendant, to be relieved touching the matters therein complained of, and that the said

ENOCH MORGAN'S SONS COMPANY,

Complainant, is entitled to the exclusive use of the designation "SAPOLIO" as a trade-mark for scouring soap.

Now, Therefore,

we do strictly command and perpetually enjoin you, the said HENRY KOCH, your clerks, attorneys, agents, salesmen and workmen, and all claiming or holding through or under you, under the pains and penalties which may fall upon you and each of you in case of disobedience, that you do absolutely desist and refrain from in any manner unlawfully using the word "SAPOLIO," or any word or words substantially similar thereto in sound or appearance, in connection with the manufacture or sale of any scouring soap not made or produced by or for the Complainant, and from directly, or indirectly,

By word of mouth or otherwise, selling or delivering as "SAPOLIO," or when "SAPOLIO" is asked for,

that which is not Complainant's said manufacture, and from in any way using the word "SAPOLIO" in any false or misleading manner.

Witness,

[SEAL]

ROWLAND COX,

Complainant's Solicitor

[SIGNED]

S. D. OLIPHANT,

Clerk

FOUR REASONS



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

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Highest Price Paid for Empty Carbon and Gasoline Barrels.



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