

MICHIGAN TRADESMAN

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Volume XV.

GRAND RAPIDS, WEDNESDAY, JUNE 8, 1898.

Number 768

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.

BICYCLE SUNDRIES

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

ADAMS & HART,
GRAND RAPIDS, MICH.

FLEISCHMANN & CO.'S COMPRESSED YEAST

PURITY AND STRENGTH!



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.

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.



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.

There Never Was a Better Time

to push high-grade coffees.

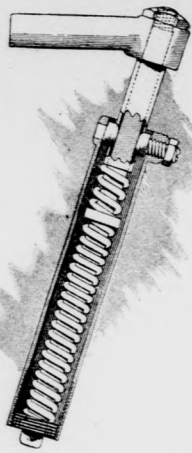
Our Coffees not only help to retain old customers, but make new ones as well. They build business on a solid foundation.



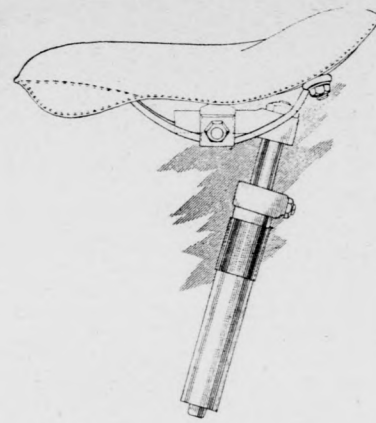
The J. M. Bour Co.,

113-115-117 Ontario St., Toledo, Ohio.
129 Jefferson Avenue, Detroit, Mich.

BOUR'S COFFEES MAKE BUSINESS



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.



TANGLEFOOT

Sealed Sticky Fly Paper

ONE OF THE MOST PROFITABLE THINGS YOU SELL.

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

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



YOUR
WHOLESALE
SELLS
TANGLEFOOT.

PRICE, 30 CENTS A BOX.—\$2.55 A CASE.

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.



J. H. Prout & Co.,

Proprietors of

The City Roller Mills

Howard City, Mich.

Wholesale and Retail Dealers in

Flour, Feed and Grain

Our Prout's Best is a trade winner. Try it.

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....UNKLE

10c. Cigar

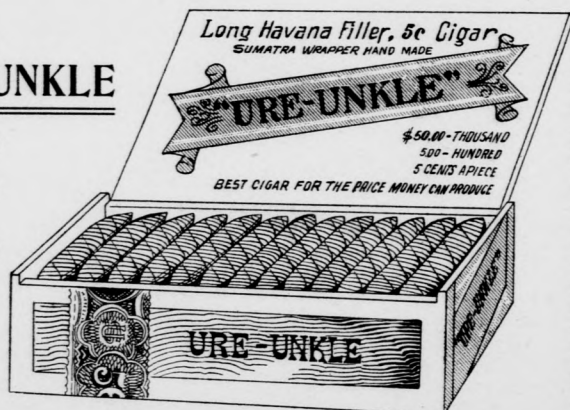
For 5c.

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

MICHIGAN TRADESMAN

Volume XV.

GRAND RAPIDS, WEDNESDAY, JUNE 8, 1898.

Number 768

If You Hire Help

You should use our

Perfect Time Book and Pay Roll.

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

BARLOW BROS.,
GRAND RAPIDS, MICH.

PREFERRED BANKERS LIFE ASSURANCE COMPANY OF DETROIT, MICHIGAN.

Commenced Business September 1, 1893.

Insurance in force.....	\$2,746,000.00
Net Increase during 1897.....	104,000.00
Net Assets.....	32,738.49
Losses Adjusted and Unpaid.....	None
Other Liabilities.....	None
Total Death Losses Paid to Date.....	40,001.00
Total Guarantee Deposits Paid to Beneficiaries.....	\$12.00
Death Losses Paid During 1897.....	17,000.00
Death Rate for 1897.....	6.31
Cost per 1,000 at age 30 during 1897.....	8.25

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

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 Tuesday, June 21, until Saturday evening, June 25. Expenses allowed. No harm done if you don't buy.

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

Private Credit Advances, Collections and Commercial Litigation. References furnished on application.

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 Dollar

TRADESMAN COUPONS

Improved Condition of the Banks—Municipal Financiering.

The condition of the banks, as shown by the May statements, indicates that there will be no blanks in the semi-annual drawings of dividends in July. There is not a bank in town that has not undivided profit sufficient for a substantial dividend, and in another month upwards of \$100,000 will be released among the stockholders. The dividends will not be extravagant, but it may be remarked that the condition is very unlike that within the memory of man when any kind of a dividend would have been an extravagance. The fact is, the banks are in a better, more solid and more satisfactory condition to-day than they have been in recent years. The five years of business depression, while hard to endure and painful to remember, have not been without their profitable lessons. It is needless to recount what these lessons have been, for there is not a banker in town who does not know what they are and what they have cost.

During the years of hard times the banks have been writing off bad assets and now, when the business prospects are favorable for the future, they find the decks nearly free of "dead hoss." It is stated that one bank has in five years written nearly \$100,000 in bad assets, and this writing off process has been done out of the profits of the business. Another bank, it is said, has improved its assets to a similar amount and it is safe to say that others have been doing the same good work to an extent that would astonish that part of the world which imagines that banking is all profit. The exact amount that has been written off by the banks in the last five years can not be ascertained, but it is probable that half a million dollars would be nearer the amount than a quarter of a million. The statements of May 4, 1893, showed the total undivided profits and surpluses of the five national and four savings banks to have been \$806,339.38. The statements of May 5, 1898, just five years later, made this account \$715,956.90, or \$90,382.48 less. These figures are significant, as showing the extent of the losses sustained and the rigidity with which the losses have been written off, especially as it will be recalled that during the five years the payment of dividends has not been kept up by nearly all the banks.

A statement showing the net earnings of one of the banks for the last six years was interesting as a barometer of how business has been. The figures will not be given, but the net earnings of 1892 will be represented by 100 per cent. In 1893, the year of the panic, when the banks sought how to keep their heads above water rather than to make any money, the net earnings dropped to about 60 per cent. In 1894 there was a rally to about 80 per cent. In 1895 the earnings were 10 per cent. greater than in 1892, or 110 per cent. The year 1896 was the year of the free silver campaign and the earnings dropped to about 70 per cent. Last year they rallied to about 90 per cent. and the indications

for the first six months of 1898 are that this year will show a very material improvement over any of the preceding years.

* * *

The municipal financiering is something wonderful. The city has a balance of \$482,000 in the city depository and this will be increased to approximately three-quarters of a million by the payment of the city taxes in July. Of the amount in the depository nearly \$200,000 is in what is known as the sinking fund. The sinking fund was originated during the aldermanic career of Hon. O. A. Ball, and created by raising \$25,000 by taxation each year, its purpose being to pay the city's bonded indebtedness—or at least to provide for its payment. In other cities having sinking funds, the money is placed in the hands of a commission appointed to handle it in a manner to the best interest of the municipality. In this city the fund is under the control of the Common Council and it is a fund from which the Council feels entirely at liberty to borrow to make up deficiencies in other funds. The money, instead of being invested separately, is deposited in the city depository with the other municipal funds and the small interest paid on it goes into the general fund, instead of being credited to the sinking fund, as it should be. The poor financiering in the aldermanic management of the sinking fund is shown in the sale this week of \$200,000 5 per cent. street improvement bonds. These bonds brought a premium of \$7,063, making them net about 4½ per cent., and were sold to an outside investment firm. Had the bonds been purchased with the idle money in the sinking fund, the city would have had a good investment and \$200,000 would not be dumped into the market to unsettle things.

Japan's advance in civilization is marked by the proposition of the government to increase the number of voters five-fold. This means that the people are becoming better able to govern themselves, and are, therefore, fit to be intrusted with the ballot to a greater extent than has been considered prudent heretofore. It also seems to mean that the government has great confidence in the people, as otherwise it would not be so ready to call them to its aid and set them to work governing themselves.

Bathing suits will be of National colors this season, and a fair show bather at the seaside will look like a goddess of liberty when she washes herself for public entertainment.

Missouri is now producing one million pounds of lead each week. Some of this should be led into the interior of the Spaniards, who ought to remember the Maine.

The strength of a man's patriotism does not depend upon the size of his commission.

A woman is a great deal better than her neighbor, and she always knows it, too.

A Fair Report.

As the end of the fiscal year approaches and it is found possible to give an estimate of what has been done in the business world for the twelve months almost completed, the result is more than pleasing, when for the last ten months the balance of trade in our favor foots up to more than \$514,000,000. With the end of the year so near, it is safe to forecast a little of the financial result and June 30 will give an excess of exports over imports, exceeding \$600,000,000. To this enormous amount add the currency of the country and the result will furnish a pretty fair report of the present finances of the United States.

A little comparison of the present condition of things with other years will not be found discouraging. The largest favorable trade balance this country had ever known was in 1897. Then the total amounted to \$357,000,000, with rates of money in New York and Chicago so low that millions of American dollars was invested in the money centers of Europe. In 1896, this same trade balance was \$324,000,000; so that in three years this country has gained from abroad the sum of \$1,381,000,000, an amount that would wipe from the books our National debt and leave something over. The account, satisfactory as it is, does not include the income from the crops. They are promising. If they are only fair in other countries where trade stuffs are grown, the report will continue to be cheering; but the prospect suggest that much more can be counted on to swell the already gratifying sum.

Under these favorable conditions there can be but one result: Enterprise will take a start in every direction. Railroad interests will revive. Mining will increase. Manufacturing of all kinds, with renewed life, will go on all over the country and the traditional waste places will be made to blossom like the rose. Every indication shows that the country is at the beginning of unparalleled prosperity, the Golden Age of modern times, it is to be hoped, and a fitting close to the eventful Nineteenth Century.

General Ray Stone, the apostle of good roads, estimates that the farmers of the United States, in marketing the produce of their farms, haul 500,000,000 tons of freight yearly over 1,500,000,000 miles of public roads. As a rule the roads are bad roads. General Ray Stone estimates that the loss because of the difficulty of transportation is not less than \$600,000,000 per year, and that this yearly loss would pay the interest at 3 per cent. upon the outlay of money sufficient to rebuild all the bad roads and maintain them in proper repair afterward.

A man who says a bright thing simply makes himself uncomfortable. His friends brag about it and expect him to say another.

Cervera may point with pride to himself and say that he is not running away from the enemy.

Dry Goods

The Dry Goods Market.

Staple Cottons—Light-weight brown goods, while selling more freely than bleached, have been quiet for the last few days, and other lines of staples are without feature worthy of special note. Denims are particularly quiet. Ticks in low grades have sold fairly well, but better grades are quiet.

Prints and Ginghams—Fancies have been irregular in all lines, some departments reporting quite good sales. There have been some lines of dark fancy calico shown, but prices have not been made public. The general idea is that prices, when they are named, will be lower than have been quoted in any previous season.

Hosiery—The only points of interest in the hosiery market are with the fancy styles of half hose and golf stockings. The demand for the latter is still for plain legs with fancy tops, as it has been for several months. Medium prices rule. In the former, business has been chiefly confined to lines intended to retail at from 25@50c a pair.

Knit Goods—The knit goods market has been comparatively free from cancellations; that is, free as compared with the woolen and other markets. Yet there has been some of this, principally on account of non-delivery and irregularity. The manufacturers had enough business, however, to keep them moving, and were not particularly worried over this. They are busy now on fall goods, and the majority of them do not care. Mills are preparing to make deliveries on fall goods in a more satisfactory manner and will probably accomplish their object.

Blankets—Large quantities of colored blankets have been removed from the stocks which were on hand in various places, both all wool and some cotton mixed goods. The general conditions of the market are brighter than last week, and there are a considerable number of enquiries from buyers, who are beginning to feel that they may not get what they want unless they hurry.

Carpets—The manufacturers of ingrain are hopeful of a larger demand this season as compared with last, as the industrial condition of the country is improving all the time. A line of ingrain, with Brussels effects, is having a good run. Manufacturers have also completed their samples in C. C. and union ingrain. The jobbers come to the market, and are placing some initial orders.

Draperies—Summer draperies are receiving a large share of attention—much more than formerly—and the manufacturers have produced many varied and attractive designs at reasonable prices. Silkline yarn has been used in producing some very nice effects in light and dark shades, with stripes of red, yellow and blue. Striped muslins with lace trimmings are also very popular, with designs of moss rosebuds; also pink roses and lilies of the valley.

Clothing—Reports from every section of the country indicate that the retailers seem satisfied that the spring and summer season will terminate more favorably than it has begun, provided they are blessed with seasonable weather. They also seem to have a greater degree of confidence in the coming fall season than was anticipated, for they are placing their usual orders for fall and winter goods with the travelers, who are now visiting them. In fact,

many of them have placed larger orders than they did a year ago, basing their action on their opinion, which has a good deal of foundation in fact, that prices will be considerably advanced later. This is very likely to be the case, as, not taking into consideration the probable increase in the price of woolen fabrics, tailors in all clothing manufacturing centers are restive as the usual strike season approaches. They have been murmuring recently about the pay which they are receiving, and it is quite probable that manufacturers in every clothing manufacturing market in the United States may in the near future be forced to pay a pretty large advance in the price of labor. Should the weather be very hot during June a scarcity of summer clothing will certainly occur, as the manufacturers have not made very extensive preparations, so that even a moderately large demand would rapidly exhaust the visible supply, especially of black alpacas, Siciliennes, brilliantines, "skeleton" serges, etc. Fancy washable vests are also in excellent demand, although plain white ducks seem to be most popular.

Far-reaching Effect of Price Cutting.

From the Dry Goods Economist.

The merchant who has failed to keep in the van of or in pace with his competitors and resorts to price cutting as a last resort commits mercantile harakiri. Price cutting is a trade evil for which there is rarely any excuse. Even if your rival practices it there is no justification in similar action on your part, merely to get even. To indulge in it is to "cut off one's nose to spite one's face." There is never any profit in selling goods at a loss, regardless of the fact that it may seem wise and justified by the exigencies of the occasion.

One of the most pernicious things about this practice is the effect it produces upon the customer. If the merchant sells a line of goods, say at 75 cents a yard, when it is known that he and all the trade as well have always sold the same thing at \$1 a yard, he has set a price which will be looked for in the future. If, when the occasion which he thought warranted his action has passed, he tries to bolster up the price to a legitimate level, he will find it mighty difficult to get his customers to pay it.

This isn't strange; it is perfectly natural. The customer reasons that if the merchant sold the goods at one time for 75 cents he can do so to-day. She knows that he is in the business to make money, and when he asserts that he sold the goods below cost, she simply doesn't believe him, and sooner than pay the old price she makes her purchases elsewhere, rather than, as she looks upon it, be imposed upon.

Still Going.

Mrs. Bingley—George, I wish you'd put an advertisement in the paper for a girl.

Mr. Bingley—Why? Where's Hannah?

Mrs. Bingley—Oh, she left this morning, without as much as saying good-by.

Mr. Bingley—That's nice. I wonder what made her do it?

Mrs. Bingley—The oil can.

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.

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.



Underwear that Fits

is the kind we sell. It wears better, is more comfortable, sells better and costs no more than the poorly-made, ill-fitting stuff some jobbers sell. You may have run short of summer weights; if so, we are in position to

fill all kinds of orders.

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

Ladies' Waists Gents' Laundered Shirts

\$4 50 per dozen and upwards.

Sell on Sight.

P. STEKETEE & SONS, Jobbers,
Grand Rapids, Mich.

Personal Popularity Essential to Business Success.

Written for the TRADESMAN.

The question is often asked, by individuals about to engage in retail trade, "What is most essential to success in retail business lines?"

A good location is often designated, by those attempting to answer this important question, as the one thing upon which the success of the retailer must depend. Location is an important thing, as the dealer will soon find who is shortsighted enough to settle in an out-of-the-way place, simply for the reason that a few dollars in rent can thus be saved. A good location is always cheap at any price, as a site upon which to build a thriving retail trade; a poor location should never be considered for a moment.

Others attempting to answer the question referred to will urge that an adequate cash capital is the most important requisite to the permanent establishment of any business in which rock-bottom buying is the foundation upon which success mainly depends. A liberal supply of ready money is an important thing, as the incautious will soon find who launches out in an extensive retail business without sufficient capital or gilt-edge collateral with which to turn himself readily when occasion demands. An extensive credit is indispensable to success in such a line and to begin business without funds is to invite defeat at the very outset.

But, after all, of what use are location, cash or credit without a liberal patronage? I maintain, therefore, that the thing which the retailer needs most, and for which he should work most industriously, is a long list of substantial, permanent, cash customers. But how shall such a list of customers be secured and retained? As a disinterested observer of the ups and downs in commercial life, I firmly believe that success can not be achieved, in this important undertaking, unless the foundation policy is an outgrowth of the strictest practical observance of the moral code. There can be no rule of action laid down for men to follow in business life which quite equals the Golden Rule. The average American woman who does her own shopping is a close student of human nature. She reads with an unerring accuracy the life of the tradesman with whom she deals and unconsciously forms an estimate of his character, from which she draws conclusions which control future action. A well-satisfied customer is a walking advertisement, a sign-board always pointing to your store. A dissatisfied customer is a thorn in the flesh and no estimate can be made of the injury which may be brought about by one or two such persons in a community, and especially if they be influential.

The wholesaler, as a rule, is more anxious than the average retailer to hold each individual customer. I do not wish to imply that this carelessness on the part of the retailer is, by any means, universal, but that it is far too common can not be denied. The retailer, when this subject is mentioned, argues about as follows: "There is no need of trying to please everybody. Their trade is not worth so very much after all. Let them go." On general principles, the wholesaler argues differently. It is not hard for him to see that the loss of a regular customer means something and he does everything in his power to hold his confidence and his trade. It must be conceded that the retailer who argues as above has many important reasons for so doing. Still, the thoughtful, candid man must admit that the results of an upright, uniform business policy which has for its chief end and aim the satisfaction of the buying public, re-

gardless of immediate profits or present inconvenience, is of much more importance to the retail dealer than to his neighbor in the wholesale business. In the first place, the direct effects of such a policy must be essentially different when brought to bear upon two classes of patrons so radically different in their habits of thought and action. The buyer at wholesale, as a rule, keeps his own counsel. Not so with the retail buyer. The retailer is often entirely at the mercy of the gossips of the community from which he receives his trade, with no chance of getting even in this world. The merchant who, under all circumstances, treats his customers squarely will have his patience sorely tried, but retaliation is out of the question. He will come in contact with the most base and thankless ingratitude. He will meet with surprises which will well-nigh destroy his confidence in human nature. He will feel like asking the question, Has the entire community joined the dead-beat contingent? Notwithstanding all of these discouraging conditions, the high-minded man can well afford to "bottle his wrath" and bide his time, relying for comfort upon the assurance that, in the end, the policy which he has adopted must win out.

Experience teaches that one of the most important essentials to success in commercial lines is a large personal following. The man who is immensely popular in the community at large can hardly fail of success when he asks for the patronage of that community. Still, there are those who argue that a personal following is of little account. They urge that the public expects to be humbugged, and would be greatly disappointed if its expectations were not realized in any particular case. Be this as it may, one thing is certain, a man who endeavors to build up an extensive and lucrative business by resorting to sharp practices and flim-flam tactics will find that the long-suffering public at last refuse to nibble at that kind of bait. The writer has in mind a peculiar case which, while it happened outside of the retail line, serves well as an illustration of the importance of an extensive personal following as an essential to complete business success. A wealthy young man, falling heir to a large block of stock in a wholesale business, was duly elected president and manager of the same. Although almost entirely without previous experience, he began immediately to introduce certain radical reforms in the management. The firm had in its employ a man of mature years and sound business judgment who had charge of the buying. The new manager immediately began to criticize the policy of the veteran buyer, intimating that if changes in policy were not immediately made he would transfer him to another branch of the business and undertake to do the buying himself. "But," said the veteran, "many of these men are my personal friends and I can handle them better than you can." "That is just where you fail," answered his egotistical young critic. "If you had fewer friends among these men you would be able to give better satisfaction to your employers." The result was the old man had to go and the young man undertook the work. Although without experience, at the very outset, he became one of the best judges in the market of the commodity in which he was dealing. In this respect he was a prodigy and at the end of six months from the time he first entered the market he was at the head of the list as far as technical knowledge was concerned. But as much could not be said for the business policy which he introduced. His sharp practices were not relished by the patrons of the market and it soon became painfully apparent that the firm which he represented was rapidly losing prestige. One year of this sort of thing sufficed to demonstrate to the other members of the firm the utter inutility of the reform attempted and the old buyer was again placed in charge—a complete and unanswerable vindication of the alleged importance of a large personal following and a uniform and equitable business policy.

H. H. MACK.



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 of particular people, keep the Seymour Cracker. Made by

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

Ladies' Neckwear Specialties

Made to order, during this season of the year, in all the Up-to-Date Styles and in popular colors in Silks and Satins at popular prices.

**ENTERPRISE NECKWEAR CO., KORTLANDER BLOCK,
GRAND RAPIDS, MICH.**

Around the State

Movements of Merchants.

Ferry—Bernice Archer has engaged in the furniture business.

Fremont—F. E. Holt has added a line of drugs to his grocery stock.

Delray—H. Orth has opened a grocery and provision store here.

Chesaning—A. C. Christian has embarked in the grocery business.

Columbia—Stone & Thompson succeed C. C. Brack in general trade.

Flint—Wm. Ronald has purchased the meat business of Knowles & Teeters.

Northville—Woodman & Cray succeed Jacob Miller in the meat business.

Clio—E. O. Knapp has sold his meat market to Charles Thayer and Guy Fuller.

Cadillac—Gleason & Paquette succeed Fred H. Hutchinson in the meat business.

Thompsonville—C. O. Smith has purchased the furniture stock of G. L. Erdle.

Escañaba—The grocery store of N. C. Gallagher has been closed under chattel mortgage.

Adrian—R. W. Boyd now occupies his handsome new grocery and meat market on South Main street.

Petoskey—F. W. Hillier has taken charge of the People's Pharmacy. Mr. Hillier hails from Detroit.

Ypsilanti—W. A. Fox, a former merchant, has opened a general store here, which will be known as the Fair.

Ludington—Czapran Bros., who conducted a grocery store and meat market here, will locate in Massachusetts.

Bay City—Geo. Gougeon has added a stock of bazaar goods and tinware to the department store on North Henry street.

South Boardman—Dr. S. Neihardt, who conducts a drug store at this place, has established a general merchandise store at Lodi.

Stetson—M. Cafry has removed his meat market to Carr settlement, which he will conduct in connection with a small grocery.

Lansing—Chas. S. Loomis has purchased the stock of groceries of C. Goodnoe, at the corner of Michigan avenue and Cedar street.

Boyer—A. B. Steele, general dealer at Advance, has embarked in general trade at this place, and will divide his time between the two stores.

Wacousta—J. C. Oding, of Riley, has purchased a store building and stock of general merchandise and will shortly embark in business at this place.

Chesaning—The style of the Babcock Columbian Bazaar Co., of which A. G. Babcock was proprietor, has been changed to the Babcock Mercantile Co.

Jackson—Frank H. Saxton, for many years junior member of the firm of Harris & Saxton, has associated himself with the clothing house of C. B. Farnham.

Niles—John Henkel, of the firm of Henkel & Son, dry goods merchants, and one of the substantial residents of Berrien county, died last week, aged 60 years.

Berrien Springs—A. E. Wilson has sold his grocery stock to Geo. Eidson and Jule Pennell, who will continue the business under the style of Eidson & Pennell.

Clyde—W. W. Baker has sold his interest in the general store of Baker & McColl to his partner, Ira McColl, and will devote his attention to his elevator business.

Kalamazoo—E. M. Kennedy, who recently sold his drug stock on South Burdick street to Hall Bros. & Co., has purchased the W. J. & L. L. Holloway drug stock.

Benton Harbor—C. W. Teetzel has purchased the interest of his partner, Wm. Haydon, Jr., in the jewelry firm of Teetzel & Haydon. Mr. Haydon retires on account of poor health.

Cadillac—Ben Haskell, who has been engaged with the Boston store as clerk for some time, has leased a store at Greenville and will embark in business on his own account sometime in August.

Saranac—Edwin Wallington, who has been in the employ of S. A. Watt, general dealer, for the past twelve years, has formed a copartnership with his employer under the firm name of S. A. Watt.

Maple Rapids—Frank L. Convis, of Ithaca, and L. H. Hayt, of Alma, have purchased the general stock of the late Wm. L. Aldrich and will continue the business under the style of Convis & Hayt.

Alma—Cable & Hall will erect an addition to their hardware building, extending back about 32 feet. They intend putting in a line of buggies and wagons in connection with their hardware stock.

Marion—A. J. Conway has purchased the grocery stock of E. J. Hall and will continue the business at the same location. Mr. Hall will remove to his new store, as soon as completed, putting in a new line of goods.

Saginaw—Cash Stewart has accepted the position of manager of the Grand Union tea store, made vacant by the resignation of Edward Champion, who resumes his old position as manager of the stationery business of the late W. F. Twelvetrees.

Traverse City—A. V. Friedrich will erect a three-story building adjoining the Friedrich block on the site now occupied by the jewelry store of L. M. Bennett and the millinery store of Miss Tackaberry, which will be leased by the furniture dealer, J. W. Slater.

Honor—The A. B. Case Co. has been organized with a capital stock of \$5,000 to engage in general trade at this place. The officers of the corporation are as follows: President, W. N. Case, Jackson; Vice-President, W. L. Case, Benzonia; Secretary and Treasurer, C. E. Case, Benzonia; Manager, A. B. Case, Honor.

Ionia—The hardware stock of M. J. Young was levied on last Thursday by virtue of a judgment for \$2,000, held by R. D. Cain, who obtained the judgment in 1892. Inasmuch as the stock was already covered by a mortgage held by Buhl, Sons & Co., of Detroit, litigation is likely to follow as the result of the execution.

Manufacturing Matters.

Wells—The Escanaba River Co. has been incorporated, with a capital stock of \$200,000.

Marquette—J. M. Longyear has embarked in the hemlock bark and hardwood log business.

Menominee—The Girard Lumber Co. has received orders for 1,500,000 feet of shop lumber to go by rail.

Greenland—Penegor Bros.' saw and shingle mill, which burned on May 16, will be rebuilt at once.

Wolverine—S. Simon & Co.'s shingle mill at Pigeon River is cutting 40,000 shingles daily, being operated both day and night.

Pickford—Frank Taylor has leased the Pickford creamery and will operate the plant to its full capacity.

North Lansing—Lawrence Klenn, formerly of Texas, has formed a copartnership with A. D. Hughes to conduct the Hart flouring mills.

Cheboygan—Pelton & Reid are receiving twenty carloads of logs at St. Ignace daily, from which point they are rafted to the firm's mill at this place.

Hastings—Geo. S. Tomlinson, who for many years was closely connected with the lumber business in this city, has opened a lumber yard in Sunfield.

Saginaw—The Saginaw Lumber & Salt Co. is talking of putting on a night crew. The plant has been running twelve hours daily to keep up with its orders.

Detroit—The County Clerk has been notified that the Fee & Brown Co. has ended its legal existence and transferred its property and assets to the Avery Preserving Co.

Bay City—The DeCourvall shingle mill, which was recently totally destroyed by fire, will be rebuilt at once on larger and more modern plans. It will be operated by Geo. Penniman, Jr., who conducted the old mill.

Saunders—The Buckeye Stave Co. has purchased the necessary site and soon will begin the erection of a large stave factory at this place. It will be fully as large as the factory at Iron River.

Falmouth—Wagner & Robbins, who operate a saw and shingle mill at this place, have also established a general store, which they will conduct in connection with their lumber business.

Bay City—The mill of the South End Salt & Lumber Co. started last week and is cutting Canada logs, turning out some fine stock, the logs running large and many of them averaging 1,000 feet. The mill is running eighty hands.

Edmore—The new shingle mill of John Dallavo will begin operations next week, employing about twenty-five men. A side track is being put in a mile and a half this side of Riverdale, where the product of the mill will be delivered.

Ludington—Albert Vogel has about 5,000,000 feet of hardwood lumber scattered around through Mason county, all of which has been sold. It is being hauled to Ludington for shipment. He has shipped more than 600,000 feet this spring to Wisconsin points.

Detroit—The Tecumseh Salt Co. is erecting a large warehouse on its dock in Ecorse. The warehouse is made necessary by the continued increase in the salt trade. This is the fourth salt company along the river that has had to enlarge its storage capacity since January 1.

Detroit—The E. A. Bresler Co., for buying, selling and manufacturing mantels, grates, tiling, mosaic and ganolithic work, etc., has been incorporated. The capital stock is \$10,000, all paid in. The stockholders are Joseph M. Bresler, 150 shares; Belle Tootill Bresler, 125; Peter E. Park, 250; Eugene A. Bresler, 475 shares.

Saginaw—The Briggs-Cooper Co., successors to Briggs & Cooper, have filed articles of incorporation with the County Clerk. The concern will engage in the buying and selling of timber, logs, bark, lumber, lath and shingles. The capital stock is \$25,000, all paid in, divided into 2,500 shares of \$10 each. The officers of the company are Jas. Cooper, President; D. W. Briggs, Vice-President, and Charles W. Kuehl, Secretary.

Detroit—Articles have been filed incorporating the Ives-Rapp Manufacturing Co. for the manufacture and sale of bicycles, with a paid up capital of \$8,000. Following are the stockholders: M. G. Ives, Dearborn, 400 shares; Samuel H. Rapp, Detroit, 100; Orrin P. Gulley, Dearborn, 100; Wm. Ives, Detroit, 100; Mary Ives Cowlam and Ellen Esther Ives, Detroit, 50 shares each.

East Tawas—The mill plant of the Tawas Bay Lumber Co. is ready for business, having undergone repairs to the extent of \$5,000. The company will saw 10,000,000 feet of logs for the Spanish River Lumber Co. and expects to saw about the same quantity for Hale & Booth, the Canadian firm which, with that of Booth & Gordon, expects to send 40,000,000 feet of logs over from Georgian Bay this season.

Sold Out on Short Notice.

Shelby, June 7—Sam Rosenberg, who has been conducting a small clothing, dry goods and notions business here for the past year and who recently branched out in a more pretentious manner, has sold his stock to Rosen Bros., of Muskegon and Montague, the bill of sale being filed at 11 p. m., last night, the town clerk being called out of bed to officiate. It is claimed that creditors are interested in the transfer to the extent of \$2,000, but it is not likely they will realize anything on their claims, Rosenberg having left on the afternoon train to-day for Chicago. Israel Hamburger, of Ludington, who was here trying to collect an installment on a \$1,200 obligation which Rosenberg owed him, upon learning the situation attacked Rosenberg on the street. He was arrested for assault and battery and paid \$13.80 fines and cost.

Can Handle Butter in Barrels, Pails or Tubs.

Cleveland, Ohio, June 7—I am in the market now to buy dairy butter packed in sugar barrels, pails or tubs and will make price on truck to country merchants of your State that have this class of goods to ship. My outlet for it is unlimited, as I have orders from exporters who handle this class of goods in large quantities.
T. L. BRUNDAGE.

June Weddings

Are now on tap. We make a specialty of wedding invitations, both printed and engraved on copper, and cheerfully submit samples and quote prices on application.

TRADESMAN COMPANY,
GRAND RAPIDS.

WANTED

1000 Cases Eggs each week.
5000 Pounds Butter, highest market price. Remember your interest to sell eggs where you can market your butter all the year around. Also Hides, Pelts and Poultry. Reference: Any wholesale Grocer in Grand Rapids.

E. M. SMITH

CEDAR SPRINGS, MICH.

Grand Rapids Gossip

The Grocery Market.

Sugar—It was announced Monday by the American Sugar Refining Company that it would guarantee buyers of refined sugar against lower prices from those now quoted during the balance of June. The new equality or factor plan of selling sugar agreed on at New York between the refiners and the Western jobbers is in working order, the new rate books having been sent out Monday. The States affected by the new schedule are Illinois, Indiana, Michigan, Wisconsin, Minnesota, North Dakota, South Dakota, Iowa, Nebraska, Kansas, Missouri, Kentucky and Ohio. Jobbers of these States agree to sell sugar at a smaller profit, $\frac{1}{8}$ c per pound instead of 3-16c as heretofore, and the American Sugar Refining Company agrees to back them up in maintaining prices and the factor plan, and violators of the plan will be put under the ban of the refining company, who will refuse to sell them sugars.

Tea—The passage by the Senate of the bill providing an import tax of 10 cents per pound on tea is regarded with favor by those concerns which have tea on hand, and it is inducing some buying by retailers who are counting on the law being made operative by July 1.

Coffee—The demand is still largely on package goods, notwithstanding the fact that the run on these coffees has filled the demand from any retailers for some time to come. The extremely low price of coffees has certainly increased the consumption to a remarkable degree. The general market is dull and no good prospect is now discernible for a betterment so long as the crop to come and the present surplus are so large. It is a possibility that the Brazilian government will place an export duty on coffee, but it is thought that this will have an effect only on the reproducers to cut their profits without increasing the price abroad. It is very apparent that the supply is too large for the demand, great as the demand is.

Rice—The estimated shortage of the crop in Japan is 17 per cent. To make up this deficiency Japan has had to resort to importing rice from Burmah. The usual exports to all countries in average Japan crop is only 4 per cent. of the entire crop of rough. Exports from Japan to May 1 show a falling off of 73 per cent., compared with last year, and to all countries, including Europe, Canada, United States and Australia, the exports were 14,780 tons, against 61,871 tons last year. Exports of rough to America, including Canada, were 5,141 tons, against 10,217 last year. Of this year's exports 3,750 tons were shipped to New York to May 1. The main shortage has been in the amount shipped to Europe. The amount of rough thus shipped was 7,544 tons, against 49,584 tons last year, and of polished, 142 tons this year, against 7,188 tons last year.

Dried Fruits—Apricots have advanced and are scarce at that. Opening prices will be comparatively high, for frosts have cut down the crop, and the demand for fresh and canned fruits will take a considerable portion of the crop. The spot stocks of peaches are also very low. Prunes are very firm at the last advance named. Raisins are also firm at the advance noted last week. The movement of dried fruits is but ordinary, but there will be a much better movement in the course of a month or two, if the

season is a normal one. The call for foreign dried fruits is comparatively light. Late advices from the coast report loose muscatel raisins of sound quality and first crop to be very scarce, but they seem to be wanted only in a small way. The rain-damaged second crop is being moved off in many ways at from \$18 a ton upward. The prospects for the growing crop are reported to be very good.

Fruit Jars—The retailer, as well as the jobber, is buying glass fruit jars with unusual liberality. The advance of \$3.50 per gross on the prices prevailing at the opening of the season, and the fear of another advance of \$1 soon, are the chief causes of the demand. All interests are counting on a big season for fruit, and are preparing for it. The available supply has been seriously depleted by three large fires this season, and production will entirely cease at the end of the present month. The market for coffee is firm, although dull.

The Produce Market.

Asparagus—20@30c per doz. for home grown.

Bananas—The stocks are ample and the market is firm, with comparatively good prices. The demand is steady, both with the shipping and the city trade.

Beet Greens—25@35c per bu.

Beets—New, 25@35c per doz. bunches.

Butter—Dairy is without material change, receipts being much larger than the consumptive demand, in consequence of which an outlet is sought in Eastern markets. Prices range from 5@12c, the latter for extra fancy. Creamery is weaker and lower, being held at 14@14 $\frac{1}{2}$ c.

Cabbage—Mississippi, \$2.25@2.50 per crate; Baltimore, \$1.50@1.75; Cairo, \$1@1.25.

Carrots—25c per doz. bunches.

Cocoanuts—4@5c.

Cucumbers—40@50c per doz. for home grown; 25@30c for Southern stock.

Eggs—The market is stronger and firmer in the East, but the advent of warm weather in Michigan is likely to hammer down the price somewhat, owing to the increasing deterioration of receipts. Local dealers pay 7 $\frac{1}{2}$ @8c on track, holding at 8 $\frac{1}{2}$ c, case count, and 9@10c for candled, according to the closeness with which the selection is made.

Green Onions—12@15c per doz. for silver skins.

Green Peas—\$1.25 per bu. for home grown.

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

Lemons—The market is very firm at the quotations given last week. There is a free movement now and a better one is expected as the weather grows warmer. Fair stocks are reported both of Messinas and Californias.

Lettuce—8c per lb.

Onions—Dry stock from Mississippi commands \$1.50 per bu.; California, \$2.50 per 1 $\frac{1}{2}$ bu. sack.

Oranges—The market has advanced outside prices on navels, but other varieties are unchanged in price. The demand on the entire list is good and stocks are yet ample, but the receipts from the coast will soon cease.

Pieplant—30@40c per package of about 50 lbs.

Pineapples—Floridas, \$1.75@2.25 per doz.

Pop Corn—50c per bu.

Potatoes—Old stock is higher, commanding 60@65c per bu. Dealers confidently predict a 75c market before the end of the week. New stock is strong and without change, ranging about \$1.40 for red, and \$1.50 for white stock.

Radishes—10c per doz. bunches.

Spinach—15c per bu.

Strawberries—Benton Harbor and home grown are in ample supply, commanding \$1.35@1.50 per crate of 16 qts. Benton Harbor stock is large in size and fine in quality. The home grown crop has been saved by the copious rains of June 7 and 8, which came just in time to prevent the crop from drying up.

Tomatoes—\$2.50 per 4 basket crate.

Wax Beans—\$1.25@1.75 per bu.

The Epicurean Squab as Seen Near Grand Rapids.

Written for the TRADESMAN.

The squab is not seen on the Grand Rapids dinner table as often as roast beef—in fact, it is possible a great many good citizens would not know what a squab is without consulting the dictionary. For the benefit of the unenlightened it may be said that a squab is a young pigeon or dove and, properly dressed and cooked, is esteemed a great delicacy in epicurean and midnight lunch circles.

A few years ago, to procure a mess of squabs, all that had to be done was to go into the woods north of town with a bag, club and butterfly net. That was before the wild pigeons had been exterminated and when they were as thick, in spots, as the leaves of the forest in which they dwelt. For several seasons there was a pigeon "roost" a few miles northwest of town and when the birds had become fairly settled in their house-keeping arrangements the hunter for squabs could bring them fluttering down by the bushel, just by hitting with a club the trees in which the nests were built, or by giving them a sharp shake. The pot hunters pursued the pigeons so fiercely and relentlessly that the birds no longer visit Michigan. They not only raided the roosts for squabs, but shot the old birds and caught them in nets and snares, regardless of season or other conditions, and, so far as this State is concerned, they are now practically exterminated.

The squab of to day is an artificial product. They are procured, not from the forest, but from the dovecots, and, to supply the market, squab farms have been established. So far as known, there is only one squab farm in Michigan, and Grand Rapids has it. The farm is located on the Clyde Park avenue road about three miles south of the city, and F. J. Bernreuther, for several years floor walker in Voigt, Herpolsheimer & Co.'s store, is its proprietor. The farm is not an expensive affair—there is nothing of the broad fields about it, but merely a big wire cage, in which the doves are kept. The cage is 80x120 feet in area and about 20 feet high, the wire netting on the sides and above being supported on poles. On the north side of the big cage is the building where the doves do their housekeeping. The roof slants, to give a southern exposure, and the boards are extended up to break the wind. It gives the doves a place to sun themselves; and it is a pretty sight to see them enjoying the warmth of these June days. The building is not very high. It is divided by partitions into little rooms about ten feet square. The "rooms" are banked upon all sides with boxes about a foot square, and it is in these boxes that the doves make their nests. Above the eaves the building is open the entire length, and this open space is equipped with poles for the doves to roost on.

Mr. Bernreuther has 300 pairs of doves and, while they constitute one big family, in their domestic habits they are models in their morals and family life. When the doves mate it is for life and, once mated, a "handsomer man" seems to have no attraction for the lady bird. They share together the work of building the nest. Two white eggs are laid and the twenty-one days of incubation are days of anxious waiting for both the male and the female. When the young birds come from the shell the work of feeding them is performed by both parents. Four weeks after hatch-

ing, the young bird becomes a squab and a merchantable article. Its feathers are grown and it is pretty and soft and innocent to look at; but it is not yet able to fly—and, alas, never will be. When it becomes a squab the dove is put into a box and, as a prelude to going to the dove heaven, is deprived of food for twenty-four hours, to clear its crop of foreign matter. A sharp knife point opens a vein under the tongue and, rapidly bleeding to death, a few flutters end the brief existence of the pretty creature. The drama closes with plucking of the feathers, washing out the crop and putting the remains in a tub of water to cool. The next day the squabs are packed in ice and shipped to the New York market.

Homing pigeons are the best for squab raising—not because of any particular delicacy of the flesh, but because the old birds are diligent in hatching their eggs and are the best providers for the young, keeping their little crops constantly filled. But fancy breeds are not cultivated by the squab farmer—just plain doves are good enough, and they are great breeders. A pair of doves will bring out anywhere from six to ten broods in the course of a year, each brood containing a pair. Often eggs for a fresh setting are in the nest before the offspring of the previous setting are out of it. Such birds are profitable and are prized. But not all doves are so industrious in well-doing. The breeding season covers about ten months in the year, with two months of rest; but, as the doves do not all rest at the same time, the supply of squabs is continuous. The capacity of the Grand Rapids squab farm averages about three dozen a week and the squabs bring from \$1.50 to \$3.50 a dozen. In the East there are farms much larger than the farm here, with 1,000 to 1,500 pairs of old birds; but the method of doing business is the same. Success in the business is attained only after long study and observation—and even then discouraging accidents will happen.

Flour and Feed.

The past week has been another very quiet one, so far as flour sales are concerned. With harvest now only about four weeks ahead and wheat gradually declining, only a hand-to-mouth business can be expected until the new crop begins to move and values have become more settled. A bountiful harvest is expected and the trade very generally believes in lower prices. It must not be forgotten, however, that central storage points are practically bare of wheat and that stocks at country points in the hands of millers, grain dealers and farmers are much smaller than usual. The conservative buying of flour for two months or more prior to harvest will also reduce flour stocks to a very low point. It would be natural, therefore, considering all the conditions and the fact that a state of war exists, to expect a good demand for both wheat and flour as soon as the new crop begins to move, and at good, fair prices, for the bidding will be strong and spirited until central storage points again begin to show a large surplus.

The city mills are jogging along steadily, expecting to make some needed repairs the latter half of the month.

Feed and meal are in rather light demand, with prices tending lower. Mill-stuffs are in very good demand, with prices a shade easier. Wm. N. Rowe.

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

Woman's World

Her Shopping Bag.

'Tis made of lustrous velveteen
Drawn tight with silken strings,
But I am sure you couldn't guess
What very curious things

It has to hold from day to day,
So I will name a few—
You'll find they range from pins and lace
Quite to an oyster stew:

A leg of lamb, a slice of ham,
Bon-bons and patty-pans,
A Charlotte russe, a cafe mousse,
Lamp wicks and paper fans.

Love letters, cards and hateful bills,
Quail, sausage and grape fruit—
I do declare it is enough
To strike a brave man mute:

And many books, and locks, and hooks,
With small things two or three,
Like scent-bags, pills and banjo strings,
Cough drops and Oolong tea.

And, when from weekday duties free,
On Sunday it goes hence,
Enshrining in its ample folds
Prayer book and Peter pence:

On birthdays and on holidays
The things it's made to hold
Would turn a miser pale with greed
And make a pirate bold.

'Tis made of lustrous velveteen
Drawn tight with silken strings—
This magic bag—this shopping bag—
That holds such curious things.

ANNA M. FOWLER.

The Sweet Girl Graduate and Her Mission.

You have been telling me that you are about to graduate in all the ologies and isms and a perfect love of a ruffled organdy, and I feel my heart thrill in sympathy with so much youth and enthusiasm. Dear, dear, how sweet it all is! How lovely a class of young girls always look in their commencement frocks, like a bed of tall lilies in the sun, and how the old phrase about "where the brook and river meet" comes back to one at such a time, because the very heart of truth is imbedded in its amber.

Everybody feels privileged to give travelers who are starting forth on a long journey a lot of counsel that they don't want and that they are sure to throw overboard as soon as they are out of sight. You will have advice to burn. Your teachers will tell you to join university extension courses and take up systematic reading and keep up your studies. Learned orators will try to enlighten you as to woman's sphere and discourse on woman's influence and all the time-honored platitudes of the occasion, and everything will be delightfully vague and far off. There won't seem any hurry about the most of the advice you get. You can take it any time in the next thirty years, when you happen to feel like it, but there are a few things near at hand that are worth your immediate consideration:

For one thing, don't know too much. This probably seems an impossibility to one who belongs to the awe-inspiring class of college girls. You know it all. You feel that you do and that an anxious world is waiting to have you set it right. This is an illusion. There is a deep and ineradicable prejudice against women who know too much, and the worst part of it is that it is just. Women haven't learned how to conceal information yet and you can't form any idea of how formidable knowledge can become until a woman gets possession of it. A woman can make you more tired with one single, solitary fact than a man can with a whole encyclopedia of information. You have seen men who had degrees conferred on them by foreign universities for great learning or proficiency in dead languages or marvelous scientific discoveries and who were still as simple and unpretentious as a little

child; but the moment a woman learns a right angle triangle from a meat chopper or masters the first Greek letter, she can't keep from dangling it over your head to save her life. And it keeps you in a cold shiver of apprehension because you never know when she is going to let it loose and devour you. By all means learn all you can, but keep it to yourself until it is called for.

Don't overestimate your talents until you try them. We all know girls who, like Charles Lamb's hero, could be anything if they had a mind to. They give us to understand that the only reason that they are not Maria Mitchells or George Eliots or Helena Modjeskas is because they don't care about it. There is a lot of difference between theory and practice. You may have observed that the college man is never as imposing a creature as the college girl. One reason is that just as soon as he is out of college he has to bring his school knowledge into competition with the knowledge of people who are already doing things, and he emerges from that experience with a chastened and humble spirit. It would do every girl good to run up against just such cold, hard facts, and find out how little she really does know. You may have been the shining light in your higher mathematics class, but it takes the whole side of a piece of wrapping paper to figure out how much a muslin dress comes to at 16 $\frac{3}{4}$ ¢ a yard, while the little shop girl can do the sum in her head without winking. Your compositions were probably the pride of the school, but you couldn't sell them to any editor living for 10¢ a dozen. You have a medal for elocution as big as a breast-plate, but an actor would tell you that you didn't know how to even pronounce your words. Don't brag about your talents until you have some better authority for it than the opinion of your schoolmates.

Don't take yourself too seriously. Of course, you feel you have a mission now. Everybody does when they are young. You don't know what it is exactly, but it is something great and solemn and noble and has to do with the reforming of the universe. You feel you have a duty to the world. It is very lovely and ideal, but, my dear child, it won't last. After you have gotten older, and have made mistakes and repented them, and strayed from the path you meant to tread, and got lost and only found your way back after you have torn your hands on the briars and stumbled and fell and hurt yourself, then you will feel that you have about all you can do to take care of yourself and keep yourself out of trouble. You won't be so anxious then to undertake to reform other people or engage in the mission work on general principles.

Don't be too contemptuous of those sisters who have never had the advantages of the higher education for women. There are other sources of information besides text books and the day will surely come, when you are married and in a home of your own and Adolphus Augustus makes scathing remarks about the food, that you would be glad to exchange your degree in chemistry for some reliable information about how to make bread, raise and when you will discover with tears and lamentations that a complete course in political economy hasn't fitted you to cope with the butcher bills and the ice man.

Don't run off with the career craze. It is the greatest misfortune that besets womankind to-day. Of course, you

and your chum have been indulging in heroic dreams where you scorned the ordinary domestic lot of women and agreed that it would be a shame for two such transcendent geniuses to be lost to the world by marrying and becoming merely housekeepers. You have thought that you would like a flat, where you could live girl bachelor fashion, with a latch key and a chafing dish and other Bohemian and dyspeptic appurtenances, and be famous and all the rest of it, that is so dead easy in romance and so hard and heartbreaking in reality. My dear girl, if you have the necessity of earning your living, go forth as bravely and earnestly as you may, and God help you, but if you have a good home and a father able and willing to support you, for goodness' sake stay in it and behave yourself. Every woman who has a "career" pays for it with youth and health and strength and tears and loneliness, and it isn't worth the price. Don't worry about knowing too much or think that your fine education will be wasted. You are liable to need all that you know, and a little more, just in common everyday life.

Don't snub your parents. In spite of all that is said to the contrary, those who are nearest and dearest to us do not always appear surrounded by a halo. Your mother may seem to you a very ordinary woman, with old-fashioned ideas and an execrable taste in dress and household decoration. There's nothing in the least romantic looking to you about her and you have never dreamed of classing her with those heroines which, in your youthful enthusiasm, you have worshipped from time to time. Sit down quietly a moment and think if you know of anything in the world, either in history or romance, which gives any finer example of perfect self-sacrifice and self-abnegation than that of a woman who deliberately educates and raises her children above herself. She knows how it will be. She never deceives herself about it. She knows that she is opening gates that were closed to her and that where her children go she may not follow. She knows that she will be no longer an authority to them; that they will outgrow her and leave her in time; perhaps, God help her, be ashamed of her, but she never falters in her purpose. The country is full of mothers who are slaving over cooking stoves and toiling over sewing machines that Sallie may not only be educated in some fine college, but that she may have the college colors and the college ring and the class pin and do as other girls. It is always the same story. Everything is to be all right when Sallie comes home to diffuse light and knowledge and be a comfort and stay and pleasure. But alas! how often is Sallie a disappointment. Her poor, foolish head has been turned. Nothing suits her. She corrects the family manners and revises the family pronunciation and sets the house by the

ears. She doesn't consider it worth while to take any trouble to please her parents. Her father may have spent thousands of dollars on her musical education, but she won't even play him a ballad in the twilight. She may have had the best masters in elocution, but she won't read him a column in the daily papers. Many a man must have looked at his daughter as she came from school and thought he got precious little for his investment. My dear girl, just as a matter of common honesty and gratitude, spend a little of your time and attention and enthusiasm on your parents.

Finally, beloved, remember all that you have learned only fits you to enter the kindergarten class of life. You are going to matriculate now in the big university of experience, where there are no text books and conflicting rules and you must each work out your own little problem by yourselves. You will make many mistakes. Your slate will be blurred with tears many and many a time and the hard schoolmaster will scourge you for being too late and for talking in school and for making wrong answers. Don't get discouraged. Keep trying, and keep a brave heart. As the years go by you will learn many things that are new and strange and unlearn many things that you used to know. You won't feel so sure about knowing things, or so anxious to speak up and answer the hard questions of life. It is all in the day's lesson, but remember this, no brilliancy or cleverness in a woman ever made up for the lack of womanly gentleness and sweetness and tenderness. Don't cultivate your head at the expense of your heart. A kiss is better than repartee on a woman's lips and love can make all other knowledge seem foolishness. Try it.

DOROTHY DIX.

Acetylene is now used in place of candles for lighting the coal mines at Carmaux, in France. New South Wales mine managers are also adopting the new light in their mines.

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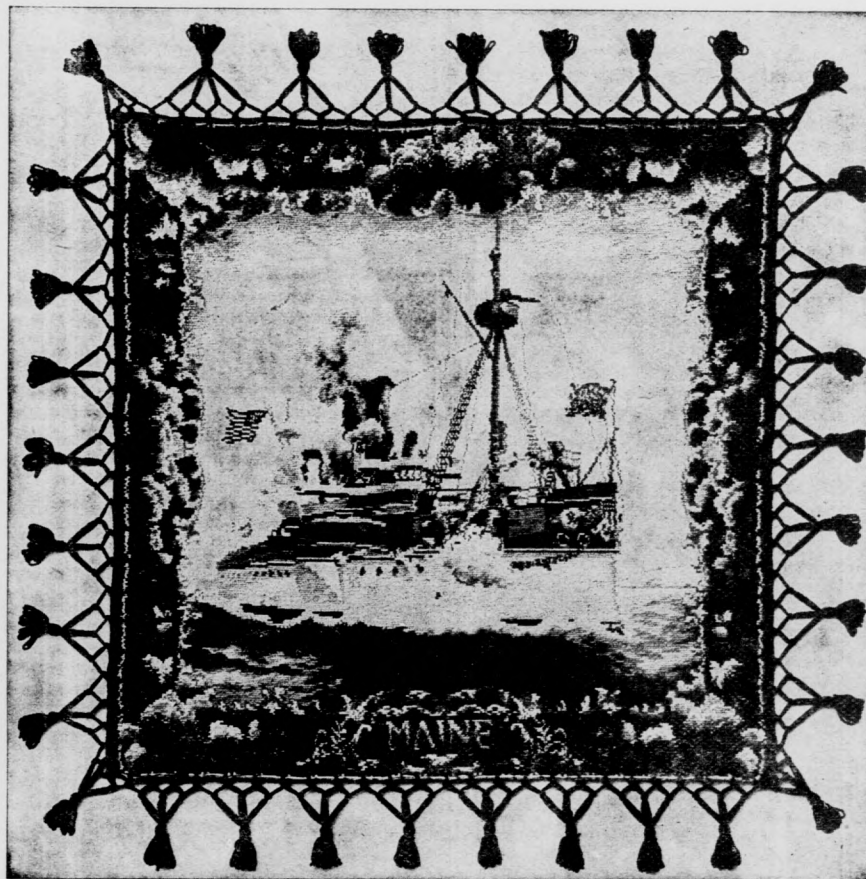
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E. A. STOWE, EDITOR.

WEDNESDAY, - - - JUNE 8, 1898.

GENERAL TRADE SITUATION.

As it becomes more manifest that there will be no serious complications to affect business or credit on account of the unpleasantness with Spain, the principal significance of the war becomes narrowed down to the stimulation which serves to accentuate the output of most of the leading industries. The effect on cereals and provisions has been to encourage the greatest activity in all agricultural lines and in all the industries dependent upon them. Sales of implements have been limited only by the ability to supply the dealers. Railway rolling stock has been largely increased. Iron manufacture, not only in the lines affected by the implement demand, railway supplies, etc., but in building and fencing materials and similar lines, has received a decided impetus. Of course, the favorable condition of the agricultural outlook would have had a decided effect without the influence of the war stimulation, but the activity of movement and realizing on sales has been no doubt largely the result of the natural tendency to provide for contingencies made possible by hostilities.

With the quieting down of the speculative fever consequent upon the May wheat deals there are an increased movement and a more healthy tone to the market. Prices of the cereal are still continuing to shrink, but there seems to be little danger that they will go below the natural level. The crop outlook is excellent in all parts of the country, not only in wheat, but corn and other products, but the condition of foreign demand seems to warrant the prediction that prices will remain above the level which assures profitable returns to the producer.

With unprecedented production in most lines of iron and steel manufacture, the demand has been such as to cause an advance in many prices. The lines affected by agriculture, already referred to, structural forms and ship plates make the most favorable showing. The only dulness is in bars, in the Eastern markets.

While there has been a slight decline in cotton, the textile situation is more encouraging. The price of print cloths has again advanced and the demand both for cotton and woolen goods is much improved. The mills which have secured the Government contracts are crowded to utmost capacity and in some cases are having trouble to secure supplies of wool.

The boot and shoe trade still shows unexpected activity in nearly all lines. Demand, both for immediate and fall delivery, is crowding many factories beyond expectation. The leather and hide situation shows increasing strength and there are yet no signs manifest that a slackening tendency should be anticipated.

May bank clearings reflect the perceptible revival in trade following the actual outbreak of hostilities with Spain, in a total aggregate of clearings in seventy-seven cities of the United States of \$5,330,000,000, a gain of 7 per cent. over April, 28 per cent. over May a year ago and a decrease of only 10.7 per cent. from January's record-breaking total. The total for May has been exceeded only once in that month, viz., in 1890, the total for May in that year being 9.5 per cent. larger than the total in May this year, but the gain as compared with May, 1896, is 26 per cent., and over May, 1894, 37 per cent. Clearings for last week show little effect of the holiday, the total being \$1,188,000,000, 3 per cent. smaller than the week before, but 30 per cent. larger than a year ago. Failures show a sharp falling off, to 178, against 231 for preceding week.

DISASTROUS COMPETITION.

The following letter from a reputable, old-established Detroit commission merchant is suggestive of the situation now prevailing in the Michigan market:

I note with pleasure the strong stand the Tradesman has taken on the subject of the collapse of A. C. Hager and the relation of the Lake Odessa Savings Bank to the failure. It has been a trying time for the dealer who aims to conduct his business legitimately and conservatively, and almost impossible to play even. The country dealers have been paid as high prices for their stock as we were able to get here in the city. We experienced the same difficulty last season by reason of the crusades undertaken by Chandler, of Chelsea, and Blackwell, of Bad Axe, who likewise undertook to control the market and, in consequence, met with disaster. I rather looked for something similar to turn up this spring, but I had no idea that a man with as little capital as Hager possessed could "do" the merchants of Michigan to the extent of \$40,000 or \$50,000. I noted the warnings of the Tradesman from time to time and realized that Hager was the chap you had in mind when you advised caution in making shipments to dealers who persist in paying above the market price. How any one who reads the Tradesman could be caught by Hager to the extent of more than one shipment is more than I can understand, but I realize now, as I review the situation carefully, that the delay in protesting the checks had much to do with increasing the indebtedness. Chandler is now doing business in his wife's name and holds his head just as high as he did before he involved so many merchants in loss, and I expect to learn before long that Hager has taken advantage of the same subterfuge and has resumed business in the name of his wife or some other female relative.

Notwithstanding the fiascos of Chandler and Blackwell last year and the very disastrous experiences of Hager this year, a Cleveland house is now flooding the State with circulars, offering at least a cent more for eggs and two cents more for butter than the market warrants. In all probability, there will be found plenty of merchants who are credulous enough to take the bait thus thrown out, but the Tradesman believes that few of its readers will be caught a second time by such methods.

Admiral Cervera ought to tell his employers where he is at. A great many people are looking for him.

OFFICIAL PRECEDENCE.

It is not a pleasing or seemly spectacle now presented to the people of the United States of a squabble between the friends and partisans of Admiral Sampson and Commodore Schley over a question of precedence.

It is claimed that Schley stood two numbers on the official list of commodores above Sampson, when the President appointed the junior officer a rear admiral and left the senior a commodore, and this is made the subject of loud complaint by the friends of the latter.

There is no information that Commodore Schley is taking any part in the controversy, and it is earnestly hoped that he neither does nor will, for nothing could be more foolish. They have both been given opportunities to perform great services for their country, and to earn great distinction. So far, neither has accomplished anything of note, and there is nothing to dispute over in the matter of honors earned. It will be wise for their friends to exercise a reasonable amount of prudence until there shall be something to quarrel about.

Of one thing all may be assured, and that is that when either of those officers, or any of the other officers of the army or navy, shall accomplish any gallant and glorious achievement, the people will see to it that he or they shall receive due credit and honor. The American people are exceedingly exacting, and demand a great deal of their military favorites. They are ready enough to set up a hero; but they require that he shall come up to the standard they set for him.

The experiences with the military commanders of the Union army during the Civil War should teach ambitious soldiers and sailors and their too zealous friends many valuable lessons. One after another in that war officers were elevated to high commands and great responsibilities, only to be dragged down after their first failure or mishap. The people are terribly fickle, as well as extremely exacting, and nothing short of decisive and brilliant success will establish a hold upon popular favor.

Any officer who makes it a business to grumble and sulk because he thinks his particular merits have been overlooked is in a poor way to do any real service for his country. Such a man is tempted to slur his duty so as not to contribute to the success and the consequent advancement and honor of the person who has excited his jealousy or dislike, and in so doing fails in his obligation to his country and to his own honor.

Every officer who is placed in a position of high command and responsibility in the naval or army service of the country in this war with Spain will find himself in a most difficult situation. The most brilliant deeds and splendid successes will be demanded, and failure will be followed by a speedy condemnation and displacement. That is the rule with the American people. They enforced it mercilessly in the Civil War, and they will do it in this.

The Tradesman does not believe that either Sampson or Schley is taking any part in the squabble that their friends are said to be making over the promotion of the former two naval commanders. It gives them credit for too much sense to engage in such a foolish and childish controversy as is a squabble over respective official positions. All they can properly ask is for an opportunity to show their abilities. They

have that now, and their future, so far as fame and glory are concerned, must depend on themselves.

THE COST OF A NAVAL FIGHT.

The bombardment of Porto Rico and Santiago by our ships, and the liberal expenditure of ammunition by Admiral Dewey in destroying the Spanish fleet at Manila, have called general attention to the great expense involved in the consumption of ammunition in a modern sea fight. All modern ammunition is costly, even the small one-pounder and six-pounder rapid-fire guns using up shells at a rate which runs the cost up to a high figure within a very few minutes.

Take the cost of the smallest size ammunition used in the guns of a modern warship, namely, the one-pound shells. These shells cost at least \$1.50 each. As the small guns fire with great rapidity, the value of the ammunition expended in a very few minutes is considerable. It is estimated that the cost of one round from the large 13-inch guns of the battle-ships of our fleet is approximately \$350. At that rate the expense of a very short engagement in which big guns are brought into play would run far into the thousands of dollars for ammunition alone.

In his last annual report, the Secretary of the Navy stated that "the cost of materials for a complete supply of ammunition to once refill all the vessels of the navy, including the five unfinished battle-ships, would be \$6,521,986." According to the same authority, the total cost of the ammunition of a large battle-ship is \$383,197.

It is generally held that a battle-ship will expend all her ammunition in about two hours were she to keep up a constant fire from all her guns for that period; hence a fierce fight would be liable to cost in ammunition alone, to the ships engaged, \$383,000 apiece. This enormous cost of ammunition makes war a very expensive luxury, and poor nations can not be expected to engage in it with any show of success, for the reason that the training of their gunners requires in time of peace an expenditure of costly ammunition which can not be afforded. Without this practice, warships are worthless in time of war, as modern guns require experienced gunners, the men behind the guns being quite as essential factors in deciding a combat to-day as ever they were.

Theories are good as far as they go in prosecuting a war; but theorists must have men to do their fighting for them, and the fighting men seem to do best when they can cut loose and carry out their own ideas.

Brigadier generals are luxuries that can only be indulged in in time of war. Colonels of the regular army can do all the post and brigade commanding that is necessary.

People who are remembering the Maine are not waving the bloody shirt of the late civil war. That is a black number now.

Spain wants peace; but she is too proud to put down her guns for fear that other weak nations will laugh at her.

Much has been said of Spain's tottering throne. It does not matter. Any old throne will do to put a boy on.

Live men, engaged in a new war, are making history so fast that the back numbers will soon be forgotten.

GROWTH OF CENTRAL POWER.

In 1832, De Tocqueville wrote that, "If the sovereignty of the Union were to engage in a struggle with that of the States at the present day, its defeat may be confidently predicted; and it is not probable that such a struggle would be seriously undertaken. As often as steady resistance is offered to the Federal Government, it will be found to yield."

Commenting on this view, sixty years later, Henry Loomis Nelson wrote: "The history of the Federal Government is one of growing strength and influence. The difference between the intention of the founders of the system and the existing fact is nearly as great as that between the opinions of Jefferson and moderate Federalists. From the first organization of the Government to the present time there has been a steady advance towards centralization. This advance has been both aided and retarded by the Supreme Court; but in the legislative branch of the Government and in the popular mind the proportions of the Federal Government have constantly grown larger."

Mr. Loomis accounts for the growth of the influence of the central power in the Union and the gradual extension of its authority largely by the fact that the people of the territories were trained in the habit of dependence upon the Federal Government and of obedience to it and preserved that habit after the admission of the territories into the Union. Mr. Garfield, he says, used to speak of this fact to account for the greater reverence felt for the Federal power in the Western than in the Eastern States. The Federal Government was, at the beginning of its history, created by the states; but the states subsequently admitted to the Union owed to that Government the establishment and recognition of their statehood. Before their admission they had been governed by Federal laws, under executive and judicial officers appointed by the President, and so, as Mr. Loomis remarks, the Federal Government impressed itself very strongly upon the imaginations of the people of the new states, "and came to be regarded both by Americans upon whom it had conferred the dignity and power of statehood and by the swarms of foreigners who subsequently made their way to the West from the monarchies of continental Europe as the source of all power in the United States, and as the beneficent distributor of all public blessings."

This theory is plausible enough and no doubt accounts in some degree for the fact under consideration; but there were from the first certain political and commercial considerations which would of themselves have sufficed to confirm the tendency to accord superior dignity and, in any case of conflict, paramount authority to the Federal Government. That Government offered to the ambitious posts of higher distinction and a wider field than can the several state governments. But the most potent influence probably was wielded by those great material interests which depended for their existence, or for their prosperity, upon the protection and bounty afforded by the General Government. In the first place, there was the demand for internal improvements. Ohio was admitted to the Union in 1802, and four years later Congress passed a law for the construction of the Cumberland Road, to connect the new State with Maryland. Jefferson favored the road, but insisted that the consent of the States through which it was to run should

be obtained before its construction was begun. The bill was for many years before Congress and there grew up a powerful opposition to internal improvements, eventually led by Martin Van Buren, who, however, finally modified his views so far as to vote for a bill appropriating money for toll-gates on the Cumberland Road—a bill which was vetoed by President Monroe entirely on constitutional grounds. The constitutional objection was almost the sole ground of opposition to internal improvements by Federal aid in those days; but notwithstanding the great respect then cherished for the constitution, Federal grants to roads and canals became more numerous until at last appropriations were regularly made for streams that could not on any account be regarded as of National importance.

These reflections may appear pertinent in anticipation of an event that is now, perhaps, neither improbable nor distant—the annexation of the Philippine Islands. The constitution of the United States has been in actual operation for some eleven decades, and this brief review has partially indicated some of the causes which have led to a departure from the strict and intended construction of its provisions; but, upon the whole, when one considers what great changes have occurred in the organic law of nearly all the leading powers of the Old World, it is remarkable that the Federal constitution has been so little altered, so far at least as its most essential features are concerned. But hitherto, whatever changes it has undergone have been due to internal causes. This country has, indeed, taken into its body politic and assimilated a very considerable foreign element; but it has never before seriously contemplated the possibility of assuming the absolute political control of millions of people living in a remote quarter of the world, and not yet sufficiently advanced in civilization to be trusted with the responsibilities of American citizenship. Those islands, once added to the territorial domain of the United States, must be directly governed by Federal appointees, under the supervision of Congress. Their accession will greatly increase the power of the Federal Government relatively to that of the several states. And, of course, a continuance in the policy of annexation will indefinitely enhance that effect. It remains to be seen how the exercise of unlimited power abroad—unlimited so far as the Philippine people are concerned—will react upon the ways and means of free government at home.

A war cuts away a lot of deadwood and sham prominence. It strips off many epaulettes and dims parade stars. In political life it deals more gruffly with incompetence than peace ever does. In all respects it tests its resources, both in men and material, and it demands merit. Out of the new conditions that this procedure creates new men are bound to rise, and the whole result will be fresher vigor, better blood and more progress. When the necessities of the nation call for the best, the poor and commonplace must step aside, and it is a matter of general comment that just now we need our good men, not only at the front, but in the political life at Washington. It may thus come about that the next Congress will be a much abler one than the present body, and it will be well for the country, since this war has raised questions that demand statesmanship and not the intellectual equipments of representatives whose limit of action is office-getting.

A NEEDLESS SURPRISE.

Surprise has been felt and manifested in certain quarters that the natives of the Philippine Islands are showing an inclination to slaughter the Spaniards. Why? Human nature is the same the world over and it is the only thing that the centuries can not change. For four hundred years the Spaniard has oppressed and tortured with every kind of cruelty these same Philippinian natives. What wonder, then, now that they have a chance, if the villainy the Spaniard has taught them they will execute, or if, Shylock-like, they better the instruction? Whatever the native had was taxed. The cocoanut tree, his principal means of support, if not the only one, was taxed to death. Not a drop of cocoanut juice could be extracted from his own trees without a license. He must visit the tax gatherer before he can kill his own pig for his own eating. After every reason which interest can furnish for a tax has been given, a head tax all the way from \$1.50 to \$25 a year must be paid and a man too poor to pay the minimum tax is compelled to work for the government from fifteen to twenty days; and for these exactions there is no return. Not a road, not a bridge, not an improvement of any kind is known outside of the towns, and the taxes which should pay for these is sent to Spain or stays in the pockets of officials.

A notable instance is at hand: Weyler, the notorious, was for three years the governor-general of the Philippine Islands. He received a salary of \$40,000; and, if the reports are to be believed, at the end of his term of office he carried home with him three or four million dollars which he had extorted from the natives by a system of cruelty known only to himself. Is it to be supposed that that cruelty has been so soon forgotten and that, now that the opportunity presents itself for retaliation, it will not be improved?

It would be fair to infer that in these modern days the old-time methods of punishment would be done away with. Not so. Torture made use of centuries ago is still resorted to in the Philippines. The peasant guilty of offense is treated to the thumb screws. A gun found in his possession is a misdemeanor. For him to be in possession of gunpowder is a crime. Death is the penalty of rebellion. It is the old story repeated again and again of men determined to be free—a determination reached only after years of oppression and untold suffering. Spain is repeating in Cuba, in the Philippines and in the home peninsula the dreadful days of the French Revolution and the time has come for the down-trodden to submit no longer. The end of Spanish rule has come. The hour is struck and, now that the time for retaliation has come, it will not be surprising if the Spanish reaps the whirlwind he has for centuries been sowing. It is a lesson which might otherwise have been learned; but, if Spain is determined to learn it only by experience, she has only herself to thank for the instruction.

COLONIAL EXPANSION.

There is a weak kneed element among the American people that never ceases to advocate compromise and delay in connection with the war with Spain. These people now hint that it would be better to compromise with Spain on the basis of a surrender of Cuba, she being allowed to retain Porto Rico and the Philippines. Such advice should not be

listened to for a moment. The Tradesman did not favor war and still holds the opinion that, but for the jingoes in both the Republican and Democratic parties, President McKinley would have accomplished the independence of Cuba without resort to war; but, since we have declared war, it is the part of wisdom, as well as of self-interest, to prosecute it vigorously to a successful conclusion, and to realize all the profits possible both in the way of territory and trade advantages.

Were we now to accept peace on the basis of a surrender of Cuba alone, this country would have no means of compelling the payment of indemnity. We are committed to the recognition of Cuban independence, although it is to be admitted that the pledge to that effect can not be considered very binding; but logically we can not hold Cuba as a guarantee for a war indemnity. Spain's ability to pay an indemnity is very seriously questioned; and, unless we capture and annex some of her territory, we are likely to squander many hundreds of millions of dollars in war without return of any kind.

If we take Cuba by invasion, and afterwards grant it self government, it should be under a protectorate. If Spain is incapable of governing Cuba, she is equally incapable of governing Porto Rico; hence she should be driven from that possession. In fact, it should be our fixed policy to acquire by right of conquest all of Spain's colonial possessions, including the Philippine Islands.

When we declared war against Spain, this country abandoned forever its old-time policy of isolation and non-interference in international affairs. Having taken this step and placed ourselves side by side in the race for territorial aggrandizement with the great nations of Europe, we must play our part with spirit and success. We must have not only Cuba and Porto Rico, but the Philippine Islands and the Hawaiian Islands. The reasons which were urged by the Tradesman against the annexation of Hawaii were sound and logical before we adopted the policy of colonial expansion; but now that we have determined to hold the Philippines, Hawaii becomes a necessity as a coaling station for our fleets.

Colonial expansion means the necessity for a great fleet and a larger army than we have maintained heretofore. These are costly luxuries; but they must be had if colonies are to be protected and the vast trade possibilities which the possession of Cuba, Porto Rico and the Philippines open up are to be improved. It is, therefore, decidedly out of place to talk of conceding anything until we have taken possession by conquest of Spain's colonial possessions. The people demand some return for the vast expense they have been put to by the present war.

The consumption of cement has grown enormously all the world over. In 1890 the United States had only sixteen cement factories, while there are now thirty. England was at one time the home of Portland cement, but is now second to Germany.

History will have trouble. People who note the difference of time in different longitudes find that the capture of Manila was made on Saturday at Manila, although it is claimed as a Sunday battle.

Every man who is the father of a bright son is a firm believer in heredity.

Shoes and Leather

The Song of the Shoe.

'Twas an ancient shoe of dusky hue
And it reeked in the morning sun;
In a bed of dirt it lay inert,
The work of its life was done.

Tatter'd and torn, it had late been worn
By a tramp of the lowest grade,
But by him had at last aside been cast
When its utmost use had been made.

Yet a time had been when the shoe had seen
A gloss on its shapely toe,
When 'twas handled with care and kept to wear
On occasions of stately show.

And a time had been when the tramp was clean
And his clothes were latest style;
He could yet recall when his life was all
A holiday dream for a while.

Competency, Accuracy and System Essentials to Success.

Enough might be said on the subject of competency to fill this entire issue of the Tradesman, yet I have purposely passed it over, not, however, because it was deemed of minor importance. On the contrary, "competency" is the one word which stands for every qualification necessary on the part of a successful business man. It is the structure itself, and all the other qualities outlined are merely its constituent parts. The term "competency" is broader in its scope than the common conception among business men would seem to indicate. We often hear, in business circles, such and such a man referred to as being entirely "competent" for the work he has in hand, but his failure to make a success of it is attributed to his "loose" habits and inattention to business. Now the trouble is, such a man is not competent. If he were he would possess the necessary constituent qualities to achieve success. No man is wilfully indifferent to success; and, although there is apparent wilful negligence in some cases, each is trying, in his own way, to capture the coveted prize, and where one fails it is owing to incompetency somewhere.

At first sight "accuracy" and "method" may appear to be small matters; and yet they are of essential importance to the happiness and well-being of every business man. Too little attention is paid to this highly important quality of accuracy. In business affairs it is the manner in which a man transacts even small matters that often decides men for or against him. The strictest integrity and the most exemplary conduct in other respects will not excuse the man who is habitually inaccurate. Such a man can not be trusted; his work has to be gone over again; and he thus causes an infinity of annoyance, vexation and trouble. "Be sure you are right and then go ahead," is somewhat aged, yet it is much safer than Josh Billings' advice to disconsolate bachelors: "Shut up both eyes, grab hard, and trust in the Lord."

Several years ago, while visiting a neighboring town, I took occasion to call at the grocery store of an old friend who had recently left the farm. Being out of the "weed," and, noticing my favorite brand, I called for a 5 cent cut. He threw down a dime's worth. Calling his attention to it, he said that was all right—that was the way he sold it. He persisted that he was right, and not until I had persuaded him to produce the invoice could I convince him that he was selling that tobacco for less than cost. He had disposed of several "caddies" at a loss of 13 cents per pound. This man entered business with ample capital, possessing many business qualities to a marked degree. He was honest, attentive, economical, persevering

and even methodical—yet for the lack of accuracy he failed to achieve success and is, to-day, a poor man.

A successful business man is a calculating man. Every move he makes is the result of a calculation; and the success of the movement or act depends altogether on the accuracy of the calculation. He must treat all comers alike and, therefore, he must do a little fine calculating in marking the selling price on his goods. To the invoice price must be added freight, cartage and other incidentals, in order to find the true cost. In fixing his selling price, he cannot adopt a uniform percentage rate; some lines will stand 50, some 33%, while in some rubber lines it may be necessary to mark as low as 10 per cent. In this important work the prosperous man of business does not use his pencil in a haphazard way—it is guided by an accurately calculating mind. He has carefully computed his running expenses—clerk-hire, rent, store expenses, etc.; estimated his average daily sales on a basis of past experience and future prospects, and secured a reasonable margin of profit over all. In addition to all this, he must be guided, more or less, by the tactics adopted by his competitors, and other emergencies over which he has no control. When he takes an inventory of his stock, bills receivable and personal accounts, he knows just how he stands financially. He has inventoried everything at its true value, making all due allowances and reductions; and when completed, the balance sheet tells a true story that can be relied upon as a basis for future operations, for the simple reason that it is accurate.

"Order is the first law of heaven," and "method" should be the first and fundamental law in every retail establishment. A retail store without method and system is "confusion worse confounded," and it would be as reasonable to look for potency in an army destitute of discipline as to look for prosperity in such a store. Where there is method, a larger amount of work can be got through with satisfaction. "Method," said Lord Burleigh, "is like packing things in a box; a good packer will get in half as much again as a bad one." His favorite maxim was, "The shortest way to do many things is to do only one thing at once."

During my perambulations among the trade, I have visited many stores where the goddess of confusion reigned supreme. In some of them double the force was employed than was necessary to take care of the business; yet, owing to a lack of method and system, many

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.



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.

MEN'S TAN SHOES

To Deliver at Once

Popular Shades and Latest Lasts

Tan Grain Bals, coin toe.....	\$1.25
Tan Russia Kip Bals, coin toe.....	1.50
Tan Vici Bals, coin toe.....	1.60
Tan Vici Bals, coin toe, or French toe.....	1.85
Tan Vici Bals, coin toe, Vesting top.....	2.00
Tan Vici Bals, Goodyear, coin or plain toe.....	2.25
Tan Vici Bals, Goodyear, coin toe, Vesting top.....	2.50
Willow Calf Bals, coin toe, A to D widths, (special for fine trade).....	2.75
Dark Tan Vici Bals, Vesting top, coin toe.....	2.75
Also the most popular line of Black Vici's at.....	1.50 and 1.75

Above goods are of good value and very desirable.

A complete stock of Ladies' fine shoes in Tan and Black for prompt delivery.

THE RODGERS SHOE CO., Toledo, Ohio.

details were entirely neglected, while the bulk of the business done was performed in a slipshod and unnecessarily laborious manner. Clerks would jostle against each other in a frantic effort to find some one who knew whether there was a 3½, double E, Oxford in stock, while a lady customer was patiently waiting. After a wild search the customer would be informed that "We are just out of them," and immediately after she takes her departure someone discovers a pair among the misses' goat shoes. After this two clerks get into a wrangle as to which one will go to dinner first, during which, of course, there is a general suspension of business. Ask one of these clerks how he likes his place, and the reply will be, invariably, "Oh, tiptop; the boss is a 'bully' good fellow; we do just as we please."

Did you ever hear a clerk talk like this? I have, times without number. But, whenever I hear it, I am more than ever convinced that the "bully" good fellows are not the ones who make a success of business.

Every pair of shoes brought into the salesroom should have a place in its own department, and where the business is not sufficiently large to warrant sales departments, each assistant should be required to familiarize himself with the entire stock. He should be made to know just where to place his hand upon whatever is called for, if in stock, and if not in stock, he should be aware of the fact.

"Time is money." A waste of time is a waste of money. No business can prosper whose working cash capital is needlessly wasted; neither will prosperity be found where there is a needless waste of time. Without method, time will eat the vitality out of the strongest business just as surely as will a constant drain of hard cash undermine it. Put method in your business and conquer time. E. A. OWEN.

New Route to Chicago.

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

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

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

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

The following is a condensed schedule:

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

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

Flatter a woman and she will love you. Pity her and she will hate you.

BANKING REFORM.

Review of the Present and Proposed Systems.

The adoption of the system of issuing Government paper money and making it redeemable directly by the Treasury, which we have followed for the past thirty-five years, was a natural step for our people to take in working out the problem of a satisfactory banking system. Like all other branches of the science of government, it was developed largely out of conditions existing at the time of and immediately prior to its adoption. The so-called wild-cat system was fragmentary and quite generally lacking in the necessary safeguards of sound banking. The banks of some states were so poorly regulated that their notes fluctuated in value from day to day and were always passed from hand to hand at a large discount and never carried with them any degree of confidence in the banks issuing them. In the business world, the profits represented in the money received for one day's sales were often turned into a loss by changes in values of some of the bank notes before the close of the following day. Such experiences were enough to cause the people to welcome the adoption of almost any system of currency and banking by which credit notes promised some degree of stability of value from day to day. The placing of our banking system upon the basis of a depreciating public debt was a hazardous undertaking at that time, but it was the lesser of two evils, and the gradual strengthening of the public credit after its adoption made possible the good results attendant upon it in later years. If the present system had supplanted the old one ten years before the war, it would have proved much more satisfactory than it did during its first years, but the effort to give the country a better system was begun when the credits of the Government were at a large discount by reason of the stupendous burdens of the civil war. One of its points of excellence is the uniform value of credit notes so generally lacking under the old system. Were uniformity of value in credit notes the only object of a banking system, the present one would meet that requirement, but they must have elasticity, and this quality is as impossible on the National bond basis of the present system as it was on the state bond basis required in many states under the old system.

Under the proposed law, the uniformity of value in credit notes is assured by strict requirements as to their redemption in coin by the banks. This is the purpose of the note redemption fund, to which all banks must contribute alike and which they must keep intact after it is established by the payment of a pro rated amount not exceeding 1 per cent. each year. In the case of a failed bank, this fund is drawn upon and its notes are paid without delay. The entire assets of the bank are then available for the purpose of re-paying this fund. If not sufficient, the duplicate liability of stockholders becomes operative and, if this does not provide the required funds, the remaining shortage is made up at once by the other banks. If the funds thus realized are more than sufficient, the residue is returned to the failed bank. Inasmuch as it takes upward of five years to close the business of a failed bank, this provision obviates all delay in the cancellation of its credit notes and removes all possibilities of their falling below par by reason of the failure. ANDREW FYFE.

**THE JOSEPHINE
\$1.50**

Women's Black Vici Counter fox. Coin Toe, Patent Leather or Stock Tips. Lace or Button. C, D, E and EE width; or same shoe lace with Vesting tops and stock Tips. The best and cleanest shoe in the market. Send for sample.

MICHIGAN SHOE CO., Detroit, Mich.
81 and 83 Jefferson Avenue.

Michigan Bark & Lumber Co.,



527 and 528
Widdicomb Building,
Grand Rapids, Mich.

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

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

Grand Rapids LUMBER AND BARK COMPANY.
419-421 MICH. TRUST BUILDING.
W. A. HELPS, President
C. F. YOUNG, Vice President
C. A. PHELPS, Secy. & Treas.
We Pay HIGHEST MARKET PRICES in SPOT CASH and Pleasure Bark When Loaded.
Correspondence Solicited.

J. A. MURPHY, General Manager. FLOWERS, MAY & MOLONEY, Counsel.

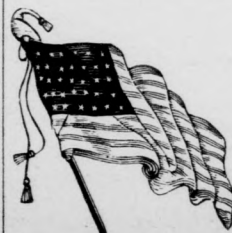
The Michigan Mercantile Agency
Special Reports. Law and Collections.

Represented in every city and county in the United States and Canada.
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Personal service given all claims. Judgments obtained without expense to subscribers.

Chas. A. Coye

Manufacturer of and wholesale and retail dealer in

**FLAGS, AWNINGS, TENTS,
SEAT SHADES AND
LARGE UMBRELLAS**



11 Pearl Street, Grand Rapids, Mich.

Fruits and Produce.

Expected Results From Experimental Butter Exports.

The present Secretary of Agriculture is very much in earnest in his efforts to extend the markets for American farm products in foreign countries, and he fully believes in the wisdom of sending the products of our farmers to foreign consumers in concentrated form. Instead of exporting so much grain, cotton-seed and oil cake for foreigners to feed at a profit, he wants to see our farmers convert these materials at home and produce meats, butter and cheese to be exported. Hence the active work of the Department of Agriculture in improving the facilities for transporting live animals by land and sea, in the inspection and certification of fresh and packed meats, and in securing justice to American provisions sold in Europe.

Coming from the great butter-producing State of the Union and a section of the country where the extension of the creamery system is rapidly increasing the output of butter and improving its average quality, while the home market has been steadily declining for years, Secretary Wilson very naturally and properly seeks relief for the butter producer by finding new outlets for his product.

It is well known that the export of butter from this country, although practiced for a century and at times considerable in volume, has been irregular, speculative, dependent upon a temporary surplus at home or special scarcity abroad, and embracing as a rule butter of low grade. The trial shipments by the Department have been confined to creamery butter of extra grade and have had in view two main objects: First, to convince merchants and consumers in the markets where placed that butter can be obtained from the United States as fine in quality as the supply from any other source, at all times of year and delivered in prime condition, if it is wanted at our prices. Second, to make more generally known at home, among our producers and merchants, the facts as to the consuming capacities of foreign countries, the character of butter they demand and the possibility of successfully competing with their present sources of supply.

There has been no thought of the Government "going into the butter business," or advertising any particular producing establishments or districts. Creamery butter was adopted as the standard for export because that represents (and increasingly so) the bulk of high grade butter in this country and the supply from which exports of fine quality must be taken. But although purchases have been made in twelve states and from numerous creameries, all have been marked and sold alike as "Selected Creamery Butter, made in the United States." Most of the butter thus exported has been made under special instructions, but in order not to set too high a standard, which could not be commercially maintained, lots of butter have been bought on the open market in New York and made part of the consignments, for purposes of comparison. Butter has been sent to London and Manchester and the present season the markets of Hamburg and Paris are to be tried, also. Not more than two or three lots have gone to any one merchant; the butter has been intentionally scattered about, in accordance with the

objects stated. In a few instances, merchants and consumers have been interested to know exactly where and how the butter they received was made, and they have been put in direct communication with the producing creameries. This has resulted, so far as known, in but one direct shipment of butter from a creamery to a British merchant; and in this case the returns to the creamery were less than the ruling price at its own door at time of shipment. While the Department has made no attempt to establish a business, it has hoped that its efforts would stimulate trade and assist in obtaining and making known the conditions under which such trade could be successfully conducted. But the fact has been recognized that business itself must be done by business men, under business methods, and especially with quantity, frequency and regularity, such as has been impracticable with these periodical experiments.

The United States Department of Agriculture is primarily a big bureau of information. Its main duty is to gather and diffuse information of value to the industries which it represents. These butter exports by the Department have therefore been truly experimental, for the purpose of ascertaining facts which might be of use to many, and which, so far as known at all in this country, were the private property of a few. Besides the leading objects mentioned, numerous points of more or less practical value connected with the subject have received attention. Routes of transportation have been examined to learn how distance and time could be best reduced or provided for, and to determine the places and circumstances tending to injure the butter and needing preventive attention. Packages and packing have been studied, with relation to preventing deterioration of quality in transit; this line of enquiry has included shape, size and kind of package, special preparation and linings, as well as the best percentage of water or brine, and the effects of pasteurizing milk or cream. (The question of preservatives other than salt has been ignored as being a form of adulteration unworthy of consideration by producers and merchants in this country). Existing prejudices against American products have been considered and means taken to ascertain whether the objections made had reasonable foundation in fact. Critical comparisons have been made, including many chemical analyses, between the best States butter and the best butter from other countries found in British markets. For example: although our English cousins have constantly

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.

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

We want to exchange our CASH for your

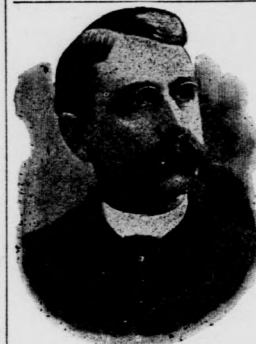
BUTTER AND EGGS

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

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

Main Office, 33 W. Woodbridge St.

Branch Store, 35½ Russell St., op. Eastern Market.



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.

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.

CAUTION! During the hot months of June, July and August, Eggs should be kept in a cool, dry place, (no cellars, on account of dampness) and bought as cheaply as possible, as demand is slower and the loss off is heavy. If goods are not bought right commission men cannot make you money.

complained of lack of body in our butter, and "too much liquor," it has been clearly established that our fine butter is drier than that ordinarily coming to London from other sources, an instance of fact vs. prejudice.

Incidentally, the Secretary is giving much attention to the needed increase in refrigerated accommodations for carrying perishable products of all kinds on ocean steamers. The commercial refrigerators are too few in number, infrequently available and are singly too large for convenience and economy. The influence of the Department is being exerted to induce ship owners to provide more cold compartments, smaller or arranged in sections, to accommodate a variable demand. To develop foreign trade in dairy products and other perishables, better transportation facilities are needed, not only from our principal shipping points on the Atlantic, but also from ports on the Gulf and on the Pacific Coast. Secretary Wilson contemplates the extension of his experimental shipments from new points, over new lines of export, and to include all kinds of perishable farm products, as fast as the necessary facilities for transportation become available.

HENRY E. ALVORD.

Is the Tub to be Supplanted by the Print?

From the Creamery Journal.

For the last six years there has been a steady pressure in favor of prints, and yet there are strong objections to that form which have been hard to overcome. The standard creamery tub has friends because of undeniable merits, but it is true that butter as it reaches the consumer is not in a sixty pound tub. The tub is handy for shipment, it is handy for holding, it is handy for inspection, it is good for storage purposes. It is a standard package because mercantile requirements are favored by it.

There is another objection to print butter that strenuous efforts are being made to overcome. It is that butter in prints will not keep well. It is hard enough to prevent butter from going off at best, and when any particular form encourages rapid deterioration it is a condemnation of that form. At some of our fairs and conventions it has been found that butter from the same churning has scored different, and a critical study has shown, when part was put in sixty pound tubs and part in ten pound tubs, that the probabilities for a high score were with the sixty pound tub. And when part was in tubs and part in prints the probabilities were altogether in favor of the better body and better flavor in the tub butter from the same churning.

Now if print butter were as easy to put up as tub butter, and if it were as easy to ship as tub butter, and if it could be held in its best state as well as tub butter, the practice would have more to commend it than it now has. The demand from consumers is tending towards prints, but knowing the obstacles in furnishing it in good order, the trade has not catered to this demand as fast as it otherwise would.

The latest move in this direction is now undergoing trial. It combines the advantages of both methods somewhat, but the outcome can not yet be foretold. There is enough of promise in it to warrant thorough trial, and if it proves the fittest way it will survive, otherwise it will die.

Iowa creameries with a name for making good butter have some of them received proposals to ship butter in barrels. This at first looks like retrograding. It has been thought that the day of barrel butter is forever gone, but there are now creameries barreling butter and shipping in this condition. Sugar barrels are used, parchment lined. The butter is packed in these barrels direct from the churn.

This has one advantage over tub packing, the package is cheaper. In follow-

ing this butter to the consumer we find that it is subsequently printed for the retail trade. This gives the advantage of holding it in the large package so long as it must be held and printing as fast as the consumption demands and no faster. The prints are "fresh" in appearance, they are not mussed by transportation, as they are not printed before shipping. They run but small chance to get stale, because they are not printed much in advance of sale to the consumer, and the printing can be done more economically in this wholesale way by those who have that job as a specialty.

In the creamery, other business is apt to suffer if the buttermaker has to print. The one man in a creamery, or the other man and his helper, can more easily become expert in his business if he does not have too many irons in the fire. A hand may be an expert printer and yet not be able to temper cream or run an engine.

So it is possible that this new venture may increase the printing of butter. It certainly has merits. Time only will tell whether in practice its advantages will outweigh the advantages from the use of the standard creamery tub.

Proposes Process Butter Shall be Properly Branded.

Levi Wells, Dairy and Food Commissioner of Pennsylvania, has promulgated the following ruling relative to the branding of so-called process butter:

Butter placed upon the market that is produced by taking original packing stock and other butter and melting the same, so that the butter oil can be drawn off, mixed with skim milk and re churned, or if by any similar process there is produced what is commonly known as "Boiled" or "Process" butter, the same, before being offered or exposed for sale, shall be plainly labeled "Renovated butter."

If sold in prints or rolls, this label shall be plainly printed in conspicuous letters on the wrappers. If packed in tubs, the brand shall be printed in one inch letters on the top and sides of the package.

If exposed for sale, uncovered, a placard containing the label shall be attached to the mass in a manner making it prominent and plain to the purchaser.

The Tradesman heartily commends this ruling to the State Food Commissioner of Michigan, with the suggestion that he promulgate a similar ruling in case there is anything in our food laws which justifies him in taking such action. While there is probably nothing unwholesome in the manufacture of process butter, its sale as imitation creamery under some name suggestive of purling brooks and green pastures tends to deceive the consumer, who is naturally led to believe that he is buying genuine factory creamery instead of the bogus article. While it is true that very little process butter is probably sold in Michigan, considerable quantities of the article are manufactured in this State and, in order to protect the reputation of the genuine article, it would appear to be desirable that the Commissioner act promptly in the matter, in case there is any warrant in the law for his doing so.

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 2 1/2 hours to Pittsburg, and quick transit by both Penn Central and B. & O. to New York, Philadelphia, Baltimore and Washington; we are authorized to purchase for our local customers 5,000 cases finely candied eggs for April and May deliveries; also several cars creamery butter; correspondence solicited. Address Hygia Crystal Ice & Cold Storage Co., Uniontown, Pa.

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.

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, Wax Beans.

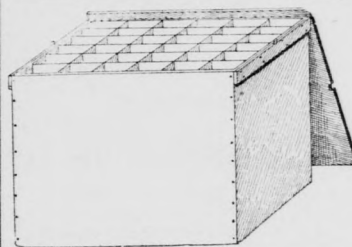
BUNTING & CO., Jobbers, Grand Rapids, Mich.

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.

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.

GOTHAM GOSSIP.

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

Special Correspondence.

New York, June 4—It has been a good week among jobbing grocers in this city. The volume of trade keeps up to a high level, many buyers are here, and the tide of summer business sweeps strong. Prices are firmly adhered to and in hardly anything is there weakness.

While the volume of trade in coffee is not large, the quotations are held with firmness. There are no large supplies that need be sold immediately and there seems to be a waiting policy on both sides. Rio No. 7 is worth nominally 6½c. In store and afloat there are 945,761 bags, against 780,265 bags at the same time last year. Estimates of the new crop vary from 8,000,000 to 11,000,000 bags. Mild coffees are steady, and, while stocks are fairly large, there is no disposition to make any concession. Good Cucuta is held at 8¾c. East India sorts had some sale in a jobbing way and remain steady. Mochas are held at 16¾@21c.

The big sale of teas at auction has knocked business on the market into smithereens and orders for twenty-five or fifty chests are considered large. The situation is not especially encouraging, although it might be worse. The distribution of some 33,000 packages at auction will affect the market for some time to come.

There has been a little more activity apparent in sugar during the past three days, but there is still room for improvement. Dealers show no disposition to stock up ahead of current wants, as they have been somewhat disappointed at the turn of the market. Stocks must be rather low, but no haste is displayed to replenish.

Spot stocks of rice are light and the situation is very encouraging for the seller. Japan is said to have a deficiency that will require many million bags, and they have already imported an amount equal to twenty times an average crop for the entire United States. We don't use rice here, comparatively speaking.

Spices are less active. Pepper, which for several weeks has been "making itself felt," seems to have fallen off. The demand generally is for small lots to keep up the assortment and altogether there is little to be said.

Molasses is in light demand, as might be expected at this season. Supplies are pretty well under control, however, and the outlook is not discouraging. Prime grades of open kettle are meeting with pretty good enquiry and the quotations of last week are unaltered.

Syrups are in moderate request, with neither buyers nor sellers showing any anxiety to do business, but apparently waiting for something better in the future.

Canned goods are firm and the recent advance in many lines seems to be firmly sustained. Packers of corn and tomatoes are turning down orders and numerous dispatches have been received that the pack has been entirely sold. Some packers have been troubled to get seed. Four enquiries were received by a Camden packer for seed corn. Tomatoes have received some injury in New Jersey and corn is being planted in place thereof. Still, it won't do to bet on a small outturn of tomatoes. They come up smiling later on. Tomatoes are firm at \$1.10 for spot No. 3, less 1½ per cent. Some sales were made at \$1.15. New York State corn is firm at 70@75c. Early June peas command 75@90c. Dried fruits are quiet. Evaporated apples are well held, however, as the supply is not excessive, 10c being about the ruling rate for desirable goods.

In oranges and lemons buyers seem to be taking more interest in the situation, as the weather has improved, and quotations are firm. Lemons have shown considerable activity, fancy Sicily selling at \$4 per box. California oranges command \$2.50@4—the latter for fancy navels.

The demand for beans has fallen off somewhat, but the market generally is

firm. Choice marrow, \$1.70; choice medium, \$1.40@1.42½; choice pea, \$1.32½@1.35.

Thursday the butter market began to grow weaker and the tone has shown no improvement since. The export trade has been almost nil and with increasing supplies the immediate future is for lower prices yet. Fancy Western might have brought 16c Friday morning, but this was top, and as the day passed the figure was 15½c, possibly less. Western creamery seconds, 14½@15c; Western imitation creamery, 12½@14c.

The cheese market is pretty well cleaned up and there seems to be a firmer feeling all around. Quotations are low, however, and the best quotation that can be made is 6½@7c for small size full cream cheese. Old cheese, 8½@9c for large size full cream. Fancy Michigan, Northern Ohio and Northern Indiana eggs are worth 10¾@11c. Supplies seem to be sufficient to meet all demands, although of strictly desirable goods there is no overabundance. Some stock from storage is said to have sold at 11c.

Plea for the Use of Standard Packages

Grand Rapids, June 6—I wish the Tradesman could start a discussion relative to the desirability of using only 30 dozen cases. The egg business is a perplexing one at best, because of the elements of uncertainty which enter into the business, but much of the dissatisfaction which now results therefrom could be obviated by discarding the unwieldy 36 dozen case and using nothing but uniform packages. It is not an unusual thing for us to find 30 dozen eggs in a 36 dozen case, and I am assured that the same is true of other dealers, not only at this market but at other receiving points, both East and West. A New York commission merchant recently informed me that he received one consignment this spring which showed a discrepancy of over 200 dozen eggs between the shippers' count and his own inspection, due to the carelessness of the packers in not filling the lower layer of fillers. It is our experience, also, that more breakage occurs in a 36 dozen crate than with the standard package, and I sincerely hope that the matter will receive due consideration at the hands of Michigan shippers, to the end that greater uniformity may be secured.

EGG DEALER.

Studying to Please.

New Customer—I'll drop in next week and pay this bill.

Clerk—I wouldn't put you to that trouble for the world, sir. I'll just send the goods C. O. D.

Established 1780.

Walter Baker & Co. LTD.

Dorchester, Mass.
The Oldest and
Largest Manufacturers of



**PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES**

on this Continent.

No Chemicals are used in their manufactures.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and be sure that they get the genuine goods. The above trade-mark is on every package.

Walter Baker & Co. Ltd.

Dorchester, Mass.

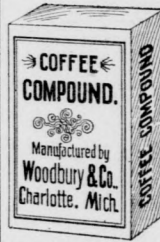
All Grocers

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

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

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

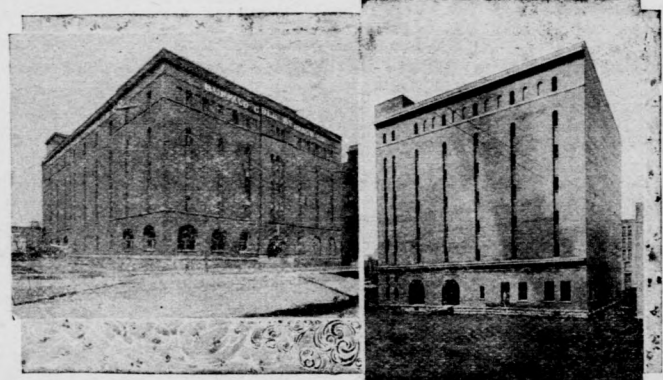
is always up to the standard established by the Legislature and that it is guaranteed not to contain any deleterious acids or anything that is not produced from the apple. One hundred dollars in cash stands back of this guaranty. Ask your jobber for Robinson's vinegar and insist on having no other. If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

ROBINSON CIDER & VINEGAR CO., Benton Harbor, Mich.

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.

WOMAN AS SHE SHOPS.

Things Done by Merchants in Efforts to Please Their Customers.

From the New York Sun.

"It seems to me sometimes," remarked a superintendent off duty, "that our big department stores are run primarily for the convenience of shopping women, and, in the background, the firm gets a little profit, if it may. Certainly the shopping women do not hesitate to demand the most extraordinary concessions.

"A woman came into the carpet department the other day to look at floor coverings. She was extremely hard to please, and finally the salesman said he would send home to her a roll of carpet, that she might spread it on the floor and see if it harmonized with her hangings and furnishings, it being, she explained, very difficult for her to carry their coloring in her eye. This was done, and a second visit from the customer followed. She wasn't quite sure that the shade was quite right, and would we mind sending up another roll which showed a little darker design? This was done, and the day after she came in enthusiastic. The carpet was perfectly suitable in every way, and we might go ahead and make it up.

"It was a handsome moquette carpet, and the room was large, with several deviations from regularity. Measures were taken and the order finished at the prescribed time. It left the house one Thursday morning and was put down before night. On Friday she appeared at the store. In a few moments the salesman who had conducted the proceedings thus far sent for me. I found the woman in one of the most difficult moods we encounter in customers. She threw herself absolutely on our mercy. She said that we had done everything in our power, and she had supposed that the carpet was a perfect success; 'but,' she said, 'it is absolutely intolerable. On the floor made up it looks very different from what it did on the floor spread out. It cheapens everything I've got in the room, takes the color out of some things and gives to others a most unaccountable glare. Why, when I enter that room a feeling of nausea comes over me. I can not describe it, but I can not live with that carpet. Now, what will you do about it?'

"The question was rather a poser to me, for she was a good customer and I knew that the firm would want to do everything possible. I suggested that it would be cheaper to have an inexpensive new papering put on the walls, which was possibly the cause of this aesthetic disturbance. But no, she had just had new paper put on; that could not be changed. The carpet must come up and she would never have another one down there. She would have a hardwood floor. I suggested that we would like to furnish her estimates on the hardwood floor, but this she would not listen to until we could do something with the carpet, as she could not afford two floor coverings. Well, in the end I sent for the carpet. I agreed to deduct the value of the laying and making from the bill, and the carpet I would attempt to sell. We did make an effort, showing it to several persons, but the fact that it had been a misfit aroused everybody's suspicion, and we could not dispose of it. Finally we sent it to an auction room, getting about half of the selling price. On referring the matter to the firm, it was decided that half of the loss should be borne by the house in order to hold the customer, although there was not the slightest blame on our side and we had done more than we were really expected to do in an effort to please the woman.

"Another woman in the silk department bought a dress one afternoon, after pulling over sixteen or twenty pieces and discussing with the friend who was with her every possible phase of silk, from the time the cocoon began to unfold until the material left the loom. In two days she was back. She laid the parcel on the counter and asked for the head of the department. When he came she told him that it was true that she had bought the silk in all fairness and

that it was probably a good silk, but she had decided that it was not a gray silk after all that she wanted, but a black one. She said it might seem a trifle to him, but that a silk dress to her meant a good deal, and she had concluded that it was very poor economy for her to get a gray one. She said that she had really had no idea of buying on the afternoon that she did, but the clerk was insistent and persuasive, and against her better judgment she had yielded to him.

"Now," she said, putting it as a clinching argument, 'am I to suffer all the time that I wear one silk dress for being overpersuaded?'

"On the face of it this transaction seems absurd, and yet the house decided that she could return the silk and choose a black one, but the salesman was instructed not to open his lips except to give her the price of the different pieces as he showed them to her.

"These actual cases may seem almost unreal, but they give a little idea of the concessions we make to the shopping public. Of course, we exchange things constantly and re-exchange them and take back anything when any claim is made that it is not up to the warrant, but these are cases where the house was perfectly blameless.

"A woman came to me the other day and returned three shirts that she said she had had four weeks. They had washed poorly, she said, and she showed me where the linen was all fretted away around the neck bands. Now it is very probable that her laundress uses some very powerful acid. I suggested this to her, but the suggestion was at once rejected as being impossible. The end of the matter was that we had three new bosoms put in those three shirts in our workroom, and they were duly returned to her. These are only two or three late cases. I could give scores more, all tending to prove that most shopping women think that there are absolutely no obligations on their side which they are bound to respect."

Fighting on a Full Stomach.

From the London Chronicle.

Admiral Dewey's interruption of the battle of Manila Bay to give his crews the opportunity of breaking their fast recalls our own glorious victory of June 1, when Earl Howe, before he gave the French such a hammering off Ushant, hove to for an hour before attacking to permit of his men fortifying themselves for the coming fight with a good meal—a pause which caused much conjecture in the minds of the astonished French. It has ever been the Anglo-Saxon way to fight, if possible, on a full stomach. Wellington once said that if ever he wanted an Irish or a Scotch regiment to reach a particular point by a certain hour, all he had to do was to promise the former a drink on getting to its destination, the latter its pay, but that the corresponding bait to an English battalion was a good dinner of roast beef.

A woman can sharpen a pencil about as quick as a man can thread a needle.

Blank Books

Inks, Mucilage, Etc.,

and all kinds of Office Nick Nacks. Examine our new device for copying letters.

Will M. Hine, Commercial Stationer,

49 Pearl Street,
2 and 4 Arcade,
Grand Rapids, Mich.

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.

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. Mail us your orders for Cabbage, Tomato, Celery, Pepper and Sweet Potato Plants. We have choice varieties grown expressly for us.

VINKEMULDER COMPANY, Grand Rapids.

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

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.

Selling Supplies to the Government Not Always Profitable.

From the New York Commercial.

While the opinion seems to be quite general that dealers and merchants who have contracts to supply the Government with various kinds of materials make snug fortunes when prices are high, the opposite seems to be true in the case of provisions at least. Contracts for flour, canned goods, etc., have not in all cases brought profit to the sellers, but rather a heavy loss, as will be seen from the following interviews with some of the leading wholesale grocers in this city:

"There is not a mint of money at any time in filling Government contracts for provisions, etc., since the Government buys at as low a figure as possible," said E. H. Sayre, of the firm of R. C. Williams & Co. "I know of some concerns who made contracts with the Government for flour, but took the precaution to cover themselves for an advance in the market price of wheat. They did this by making proper arrangements with the mills. If any firms failed to cover themselves for any such emergency there's no doubt at all that they are heavy losers."

Speaking of the subject, a representative of Francis H. Leggett & Co. said: "When a firm or dealer bids for a contract to supply the Government with provisions, about the first question asked is, 'How soon can you deliver the goods?' It not infrequently happens that such goods are required immediately or at least a few hours after the order has been placed. The Government supposes that the bidder has the goods on hand or the refusal of goods sufficient to meet the contract. In the case of immediate deliveries, I don't believe there would be any loss; but where bids for contracts have been made on goods not in hand or in sight, the chances are that such dealers have suffered. Take flour, for instance. Wheat rose so rapidly that in a few moments after a bid had been accepted at a certain figure the market price may have jumped several points higher. The merchant, however, by that time was under a contract which he was bound to fulfill at contract price."

"As a rule, in making contracts with the Government for provisions, etc.," said a representative of a large wholesale grocery house, "shrewd dealers bid for orders only when they either have the goods on hand or at least the refusal of them. Regarding flour, there is not the least doubt that there have been heavy losses, except where bids were made under the above conditions. The wheat market was so extremely active at the time the Government called for bids, and wheat was taking such big jumps, that one couldn't get a refusal even for ten minutes. It stands to reason, therefore, that many contracts made even for prompt delivery were filled at a loss to the seller if he hadn't the flour on hand. We would be making more money to-day had we kept goods sold to the Government and disposed of them at present market prices. As it is now, the Government is practically getting the profit, since the contracts were let at rock bottom figures, as usual. The recent drop in the price of flour, however, will help some bidders out."

Another class of dealers who have no doubt been pinched as a result of their zeal to make "big money" out of Government contracts are the speculative class, or rather those who have but little sound standing, but who have been attracted by the rise in prices to dabble in such contracts. It is understood on reliable authority that some of these dealers were awarded contracts on their low bids before they had even secured the refusal of the goods they were to furnish to the Government. Prices advanced beyond their bids and their supposition that they could easily get goods at figures sufficiently low to cover themselves proved to be an expensive theory.

An Odorless Onion.

From the Milwaukee Journal.

The latest product of scientific propagation is the odorless onion. Just how

an onion can be odorless and still remain an onion is not explained. To most people the odor is all there is of an onion, and that is enough. The elimination of the characteristic feature of a vegetable of such long and strong standing in natural history ought to be reckoned among the proudest achievements of man. But an onion deprived of that delicious tang and the penetrating scent which goes with it can hardly be an onion. The palate which loves onions will not recognize it; calling a whitened, innocuous, insipid, plated bulb an onion will not make it one.

No true lover of onions will hail this new invasion of science. He eats his onion at dead of night, in silence and in solitude. He rejoices in it and sleeps upon it. The incense of his praise fills the room and soothes him to delicious sleep. He rises in the morning after his sacrifice to pass the day in purification, to see no one until the sun bath sunk. It is a luxury and a worship. Shall he yield all this delight for an odorless bulb? Let others do as they will, he will not. An onion without its odor would be ashamed of itself.

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 District of Columbia Supreme Court has abolished a singular custom that has been in vogue before the district courts ever since the District of Columbia was organized. It was the custom of giving "tobacco money" to the jury. This peculiar custom had formerly prevailed in many of the colonies, but had been done away with by all long ago except in the District.

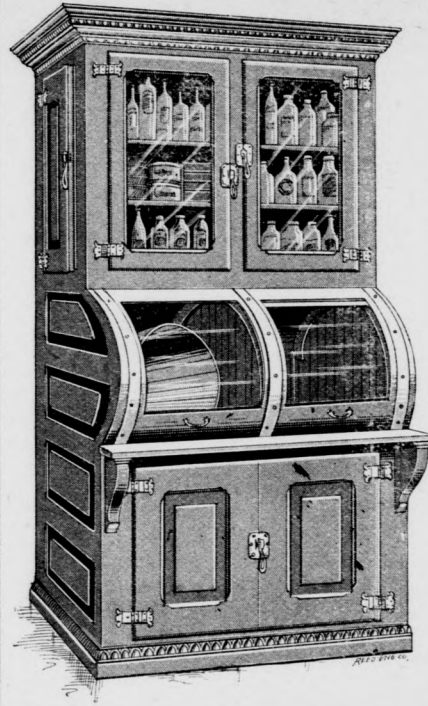
POOR ECONOMY

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

"Lily White" Flour

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

Valley City Milling Co.
Grand Rapids, Mich.



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.

New Wall Papers

The largest and most complete stock in the State. Write us for samples.

HARVEY & HEYSTEK COMPANY,
GRAND RAPIDS, MICH.

WORLD'S BEST

S.C.W.

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

Vanilla Beans

The richest grow in Mexico. Our Vanilla Extracts we make from the best Vanilla Beans, and such extracts have a richer, darker appearance than the extracts of other manufacturers, which are lighter colored because adulterated with Vanillin, a powder much like quinine, and we think unsuited for delicate, wholesome flavoring of food.

DE BOE, KING & CO.,
GRAND RAPIDS, MICH.

FOLDING PAPER BOXES

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

GRAND RAPIDS PAPER BOX CO.

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

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.

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. SNEDKER, 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.

Quarterly Meeting of the Board of Directors, K. of G.

Lansing, June 6--The regular quarterly meeting of the Board of Directors of the Michigan Knights of the Grip was held at Kalamazoo on Saturday, June 4, all the members being present.

Communications from S. H. Row, Lansing, Duff Jennings, Detroit, and Mrs. C. E. Maynard, Detroit, were received and ordered placed on file.

Reports were received from the following committees: Railroad, Hotel and Employment and Relief. On motion the reports were received, adopted and placed on file and a vote of thanks was extended to the different committees for the good work accomplished.

Secretary Saunders presented his report for the second quarter, as follows:

Death fund receipts.....	\$2,706 00
General fund receipts.....	100 00
Deposit fund receipts.....	67 00
Total.....	\$2,873 00

The report of Treasurer McNolty for the second quarter was as follows:

General fund receipts.....	\$322 24
General fund disbursements.....	220 97
Balance on hand.....	\$101 27

Death fund receipts.....	\$3,489 59
Death fund disbursements.....	2,000 00
Balance on hand.....	\$1,489 59

Deposit fund receipts.....	\$204 00
Deposit fund disbursements.....	152 00
Balance on hand.....	\$52 00

On motion, the Treasurer was instructed to transfer back to the general fund from the death fund \$600, which was borrowed from the death fund at the January meeting.

The Secretary was requested to report all members in arrears for 1808 dues and subsequent assessments at the next meeting of the Board.

The Secretary was instructed to strike off the names of all members delinquent prior to Jan. 1.

Assessment No. 2 was ordered issued July 1.

The President was directed to appoint a committee of three, to consist of the President, Secretary and Director Schram, to draft a circular letter to be sent out with the next assessment.

The following bills were allowed and ordered paid:

C. McNolty, salary.....	\$ 65 12
J. C. Saunders, postage and supplies.....	80 00
J. C. Saunders, salary.....	160 36
Ray Printing Co., printing.....	59 50
F. M. Tyler, attendance Board meeting.....	3 99
B. D. Palmer, attendance Board meeting.....	6 30
Chas. L. Stevens, attendance Board meeting.....	6 00
E. M. Converse, attendance Board meeting.....	5 47
J. W. Schram, attendance Board meeting.....	7 76
Chas. H. Smith, attendance Board meeting.....	7 86
Chas. McNolty, attendance Board meeting.....	5 47
J. C. Saunders, attendance Board meeting.....	6 26

Profess of death of Edwin Hudson, A. H. Bruen, Wm. Boughton and Henry Empey were presented and approved and the Secretary was directed to draw orders on the Treasurer for the amounts due.

The Board then adjourned to meet in Ypsilanti the first Saturday in September.
J. C. SAUNDERS, Sec'y.

Gripsack Brigade.

It is said that gold is so malleable that it can be beaten as thin as a ham in a railway sandwich.

Alderman Chas. H. Phillips is again identified with the Wolverine Spice Co., this time in the capacity of general salesman. He is spending a few weeks with the city trade.

John Osting, who has covered a portion of the city trade for the Lemon & Wheeler Company for the past dozen years, has been compelled to retire on account of ill health. He is succeeded by O. D. Price, who was formerly engaged in the retail grocery business on Plainfield avenue.

A traveling salesman, just back from Mississippi, says that this is a copy of a letter-head used by a merchant in a small town in that State: "Blank & Co., dealers in furniture, hardware, groceries, drugs, coffins, tobacco, snuff, fruits, dry goods, saddles, nails, candles, soaps, cider, vinegar, groceries, needles and thread, clothing, hats, caps, boots and shoes; country produce bought and sold; agents for the --- Life Insurance Co.; will also take your measure for tailor-made suits; livery stable in connection." And then in parenthesis: "Mrs. Blank takes boarders."

Albertus Winfield Peck, the well-known dispenser of Beecham's pills, and Charles Beaconsfield Fear, the statesman from Upper Paris, have obtained the control of a patent ventilated bicycle seat to be known as the Bay View. It is made at Petoskey and Bert claims that it is the best thing in the market and especially adapted for hill climbing. Bert has dabbled in bicycles and all the accessories thereto for some years, having at one time advertised his "comings" on a bicycle propelled by gasoline. The boys are pushing the new patent to a great extent and expect good results, especially among the resort trade at the Northern Michigan resorts.

True Inwardness of the Niles Telephone Deal.

Niles, June 7--If the Michigan (Bell) Telephone Co. finds it necessary to resort to as much falsehood to bolster up its decaying business elsewhere in the State as it does in Niles, Ananias will have to take a back seat as the prince of prevaricators. The State manager of the Bell institution was here last week and paid two prices for the competing telephone system, whereupon he caused the announcement to be made that the Bell concern had forced the independent company out of existence. As a matter of fact, the independent system was owned by non-residents, who announced their intention of abandoning the field. Banker Lee and other capitalists looked over the plant and offered \$1,500 for it, with a view to rebuilding and reconstructing it on modern lines, so as to make the system superior to that of the Bell. The offer was declined, although the proposed purchasers were informed that they could have the property for an even \$2,000. In the meantime a representative of the Bell concern put in an appearance and offered \$2,500, without taking the trouble to learn that it could be had for \$500 less. It is needless to remark that the offer was accepted without debate. The gentlemen who contemplate putting in a modern system will shortly secure a franchise and enter upon the work of construction and equipment. If the Bell concern can get any glory out of the purchase of an obsolete plant at twice its value, it is welcome to the satisfaction, but those who are familiar with the deal and realize how easily the State manager of the Bell was bamboozled naturally wonder how many more such deals will be permitted by the real owners of the Bell Co.--the bondholders.

It was Hobson's choice to sink the Merrimac in the entrance of Santiago harbor, and it was also his glory.

Grand Rapids Grocers to Picnic on August 4.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at Retail Grocers' Hall on Tuesday evening, June 7, President Dyk presided.

Wm. Irwin, grocer at 113 South Division street, applied for admission to the Association and was unanimously accepted.

Chairman Brink, of the Executive Committee, reported that the present quarters would cost \$15 a month hereafter, and it was therefore decided to seek another location. Pending the selection of a new hall, the Association accepted the invitation of the Michigan Tradesman to hold its meetings in the office of the Tradesman Company.

Chairman Wagner, of the Committee on Licenses, reported that the huckster license would be \$26 this year, annual licenses only to be issued, and each huckster to furnish a \$50 bond with two sureties, the same as heretofore. The report was accepted and the Committee discharged, with thanks.

Fred W. Fuller stated that he was informed by a member of the Market Committee that hucksters who undertook to sell goods on the market hereafter would be compelled to rent stalls, the same as the growers are compelled to do.

J. J. Wagner moved that the annual picnic of the Association be held as usual this year, which was adopted.

Homer Klap moved that a committee of three be appointed to investigate the various places available for holding a picnic and report at the next meeting. The motion was adopted and the Chairman named as such committee, J. J. Wagner, C. W. Payne and Homer Klap.

A. O. Hasse moved that the picnic be held on Thursday, Aug. 4, which was adopted.

Homer Klap offered the following resolution, which was adopted:

Whereas, The sale of the package with the fruit is conducive to both health and convenience; therefore

Resolved--That we reaffirm our belief in the rule adopted by the Association several years ago, and reaffirmed every year since, prohibiting the return of berry packages to growers.

J. Geo. Lehman offered the following resolution, which was unanimously adopted:

Whereas, the card price on flour has now been in operation in the city for several months; and

Whereas, the system has worked to the decided advantage of the retail dealers by enabling them to secure uniform prices; therefore

Resolved--That the hearty thanks of the retail grocery trade in this city are hereby tendered the city millers for introducing and maintaining the card price.

Resolved--That we show our appreciation of this effort in our behalf by pushing the sale of city brands in every way possible.

The Treasurer reported a balance on hand of \$239.98, and the meeting adjourned.

Echoes From the Lake Odessa Failure.

Grand Rapids attorneys hold claims against Hager and the Lake Odessa Savings Bank aggregating about \$10,000. Several claims have been sent to the Tradesman, but in no case has the Tradesman undertaken to effect collection, because it does not wish to have any financial interest in the failure or the litigation which is likely to ensue therefrom. Whatever it has said, or may have occasion to say hereafter, is inspired solely by a desire to see the creditors realize as much as possible from the unfortunate fiasco.

While the Tradesman does not wish to handle any claims, it desires to collect other information bearing on the failure and therefore asks its readers to send in any recent quotations or letters they may have received from Hager subsequent

to May 10; also any letters they may have received from the Lake Odessa Savings Bank pertaining to the responsibility of Hager.

Wesley H. Mains, a Lake Odessa attorney, is sending out the following printed letter to Hager's creditors:

I think I can collect your account against Hager. I am on the ground and in possession of the facts. In case you place your account with me, I will make no charge unless I succeed in collecting. I will have a proposition within thirty days, if your account is with me, which I would submit to you.

As Mr. Mains is evidently acting in the interest of Mr. Hager, it would be well, in the opinion of the Tradesman, for the creditors to defer sending him their claims until he sees fit to disclose the details of the offer he contemplates making.

Hides, Tallow and Wool.

The hide market is demoralized. No one knows what to ask or what to pay. It is a question with the dealer how high he shall ask and with the tanner how high he shall pay. There is no accumulation. The leather market is cleaned out and new supplies are desired. Prices are extremely high all around.

Tallow is in good supply, but weak and low in price, with quantities of oils to take its place for soapers' use.

Wool is no higher East, but there is more looking around and more selling. Prices West are fully as high as Eastern prices and, in some towns, higher prices are being paid. The speculative turn seems to be strong, with the outlook for future profit well assured, and, while none can predict when it will be realized, it must surely come sometime.

WM. T. HESS.

Gala Day For Saginaw.

Saginaw, June 7--The plan to invite grocers from the various nearby cities to come to Saginaw this season, instead of the Saginaw grocers going away, is meeting with a great deal of favor, both here and in other places. The Port Huron grocers have signified their intention of coming here in a body Aug. 4, and on that day excursions will probably be arranged from such other places as the grocers may decide. It will be a great day for the grocers of this part of Michigan. The Port Huron delegation will include the butchers as well as the grocers.

Amos S. Musselman, President of the Michigan Wholesale Grocers' Association, is at Niagara Falls, attending the annual convention of the New York Wholesale Grocers' Association.

HOTEL BUTLER.

I. P. 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.

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.

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 HELM, 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.

Must Pharmacists Invade the Field of Medicine?

The drug trade in many localities has practically lost the sale of perfumes and fancy goods. The patent medicine business is so cut to pieces that there is no longer much profit in it. Many physicians are carrying their own medicines to such an extent that the prescription trade has fallen off very greatly, and the question presents, How is the druggist to live if things continue this way? He has followed many will-o-the-wisp plans to regain the patent medicine trade, only to have each and all elude his grasp. He has tried to offset the loss of the trade in sundries by putting in all manner of side lines, with varying degrees of success. But how to save the prescription patronage is the difficult problem.

The pharmacist skilled in the preparation and dispensing of medicines has indeed fallen upon evil days. It is this division of his calling which furnishes the reason for his existence and classification as a professional man. If prescriptions are no longer to come to him, he no longer is justified in claiming professional recognition, and must not assume special privileges.

It is undeniable that the prescription trade has sadly dwindled. Stores which formerly averaged 75 to 100 a day are now reduced to a beggarly dozen or so, perhaps at cut prices, too. This decrease is attributed to numerous causes, the chief being the practice of physicians carrying their own medicines. If these physicians bought their supplies from the druggists there would be some consolation in that, but they do not. Physicians' supply houses and some manufacturers supply the doctors direct with all they need, and often at lower prices than the druggists can quote. It is made an object to the doctor to disregard the druggist. Besides, the financial gain to themselves, which they do not mention, doctors argue that by carrying their own medicines they save their patients a great deal of money. Some doctors charge that druggists are substitutors, and claim that they are forced in self-defense and for the protection of their patients to do their own dispensing. These are but a few of the arguments, but is it any wonder there is friction between the two professions, and that counter-prescribing and doctors-dispensing are rampant?

What, then, shall the druggist do? There has been growing in the drug trade during a few years past a sentiment that a policy of retaliation is advisable, that druggists should become doctors, regularly qualified, and prac-

tice medicine in connection with pharmacy. This is not all talk, either. There are already not a few drug stores, especially in the large cities, where this combination is at work. The druggist says that by becoming a doctor himself, or by hiring a clerk who is a doctor, or by engaging a regular practitioner, he can give free medical advice, can save his patients heavy doctor bills, can do all the compounding of the medicines, and the public is thereby put way ahead of the game, while he is also enabled to make money.

Without posing as alarmists, we do discern enough of serious menace in this sentiment and tendency among pharmacists to constitute emphatic warning to our medical brethren. Will they heed it? Doctors should pause and consider very carefully what would be the effect upon themselves if this movement among druggists were to become at all general and widespread.

We do not believe the way out of the woods for druggists is to become doctors, but, on the other hand, we are confident that salvation lies only in the establishment of such relations between the two professions, or the restoration of such former relations, that Caesar shall be rendered those things which he Caesar's, that to the doctor shall be limited the giving of advice and the writing of prescriptions, and to the druggist the compounding and dispensing of them. The slightest intrusion of either upon the other's province revives the old feeling of irritation and brings back the very condition of which we now complain.

It is not the leaders and better men in either profession who are responsible for the woes we suffer. The high-class physician does not compound. He does not want to. He never will. He has no time for this sort of thing. The competent, reliable pharmacist is not a prescriber, for the very same reasons. It is the great rank and file of both professions who are constantly treading upon one another's toes and calling back and forth "You're another." Yet among these is it not possible to bring about a better feeling and condition? It is not going to help matters one bit to continue trying to steal one another's business. If druggists become doctors, it means simply that there will be no increase in the amount of business to be secured, but that there will be a largely increased multitude chasing after it, and it will consequently be much harder to catch.

Still, if physicians keep on in their present ways, ignoring the druggist and stealing that which belongs to him by rights, there is sure to be a fight to the finish. Druggists are not going to see their very sustenance shut off at the fountain head and remain quiescent under the wrong. The medical profession should give good heed to the signs of the times, and meet halfway the honest effort of the better element among pharmacists to avert the catastrophe which is already more than dimly foreshadowed.

Pharmacists as a class do not want to invade the field of medicine, but they do want that which is justly their own.

Continuing the Trouble.

He—The trouble with too many people in this world is that they don't know enough to quit when they are ahead of the game.

She—I know it. I ought to have quit when I got your engagement ring, but I went ahead and married you.

SUCCESSFUL SALESMEN.

M. S. Brown, Representing Hazeltine & Perkins Drug Co.

Mark S. Brown was born on a farm near Hadley, Lapeer county, July 4, 1866, his ancestors for four generations having been American born. He was the youngest of four children, all boys. His next older brother, Wm. E. Brown, has been the Prosecuting Attorney of Lapeer county for the past four years. He attended the public schools at Hadley until 17 years of age, when he taught school two years at Columbiaville. Conceiving a liking for the drug business, he entered the retail drug store of Chas. Moorland, at Hadley, where he remained three years. He then went on the road for Lambert & Lowman, of Detroit, with whom he remained five years, covering the retail trade of Eastern and

couraged him when he started out as a traveling man by giving him his own business, but influenced ten or fifteen other druggists in Lapeer county to throw the bulk of their business to the young salesman. Mr. Brown is interested in five retail drug stores, situated in different parts of the State, and is very generally regarded as one of the shrewdest salesmen and most successful business men among the boys on the road.

Personally, Mr. Brown is one of the most companionable of men. He is the prince of good nature, seldom displaying any temper, although it is understood that he has an abundance of that commodity on tap whenever it is necessary to use it. He is an expert huntsman, spending from two to four weeks each fall in the Upper Peninsula in search of game, bear and deer included.



Northern Michigan. On the retirement of that house, he engaged to travel for the Hazeltine & Perkins Drug Co., with whom he has remained five years, covering the northeastern portion of the Lower Peninsula and the eastern portion of the Upper Peninsula.

Mr. Brown was married Aug. 6, 1891, to Miss Mary B. Palmerlee, who was born at Hadley but who had removed to California, where she graduated from the State Normal School. Mr. Brown started for California to attend the wedding, but was recalled by a telegram from his house on account of his being needed in court to testify in an important lawsuit and, as a result, the California wedding was postponed, and the bride-elect came to Michigan to celebrate the nuptials. The family reside at Saginaw and enjoy the companionship of a 2-year-old boy. Mr. Brown is a member of the Knights of the Grip, U. C. T., Masonic order, Knights of Pythias and K. O. T. M.

He attributes his success to the friends he has made and to his ability to hold his friends and keep their patronage. He speaks very highly of his former employer at Hadley, who not only en-

The picture herewith presented serves to illustrate an incident which happened on the occasion of one of his hunting expeditions a couple of years ago, in which he came out victor, owing to his superior fleetness and the alacrity with which he climbed a tree. Generous in his treatment of his friends, business-like in his attitude toward his trade, possessing a good position and enjoying the confidence and respect of all with whom he comes in contact, Mr. Brown certainly has every reason to rejoice over the prosperity he has achieved and to regard the future with that complacency which characterizes the successful salesman.

The Drug Market.

There are few changes in prices this week.

Opium—Is quiet at unchanged prices. Quinine—Domestic brands have declined twice within the past week and are now as low as foreign. Lower prices are looked for.

Glycerine—Is steadily advancing, on account of higher prices for the crude abroad.

Seed—California mustard is very firm and has advanced.

Roots—Licorice has advanced abroad and higher prices rule.

Linseed Oil—The market is unsettled, but is tending lower.

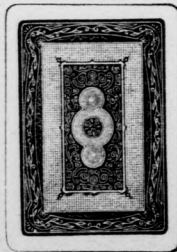
AMERICAN PLAYING CARDS

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.



WHOLESALE PRICE CURRENT.

Table containing Wholesale Price Current with columns for product names, prices, and units. Includes sections like Acidum, Ammonia, Aniline, Balsamum, Cortex, Extractum, Ferru, Flora, Folia, Gummi, Semen, Spiritus, Syrupis, Tinctures, Oils, and Paints.

POCKET BOOKS AND PURSES

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

Ladies' Pocket Books

Ladies' Purses

Gentlemen's Pocket Books

Gentlemen's Purses

And invite your inspection and order.

Hazeltine & Perkins Drug Co.

GRAND RAPIDS, MICH.

GROCERY PRICE CURRENT.

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

Table listing various grocery items including AXLE GREASE, BAKING POWDER, BATH BRICK, BLEUING, CANNED GOODS, CATSUP, CHEESE, CHOCOLATE, and others with their respective prices.

Table listing various grocery items including CLOTHES LINES, COCOA SHELLS, COFFEE, DRIED FRUITS, and others with their respective prices.

Table listing various grocery items including FLOUR, GRAIN, and others with their respective prices.

Advertisement for JENNINGS' FLAVORING EXTRACTS, featuring a logo and a list of products like Vanilla, Lemon, and others.

Table listing various grocery items including GUNPOWDER, HERBS, INDIGO, JELLY, LICORICE, MINCE MEAT, MUSTARD, PIPES, POTASH, PICKLES, RICE, SAL SODA, SEEDS, and SNUFF.

Table listing various grocery items including SALT, SOAP, and others with their respective prices.



Universal Grade. 50 books, any denom. 1 50

Credit Checks. 500, any one denom. 3 00

DRIED FRUITS-DOMESTIC Apples. Sundried 2 50

California Prunes. 100-125 25 lb boxes 2 00

Raisins. London Layers 3 Crown 1 45

FOREIGN Currants. Patras bbls 2 74

Peel. Citron American 10 lb bx 1 13

RAISINS. Ondura 28 lb boxes 8 84

Farina. 24 1 lb. packages 2 75

Grits. Walsh-DeRoo Co.'s Brand.

Beans. Dried Lima 3 34

Maccaroni and Vermicelli. Domestic, 10 lb. box 60

PEARL BARLEY. Common 2 00

Peas. Green, bu. 95

ROLLED OATS. Split, per lb. 2 34

Wheat. Cracked, bulk 3 34

Wheat. Cracked, bulk 3 34

Wheat. Cracked, bulk 3 34

Wheat. Cracked, bulk 3 34

Wheat. Cracked, bulk 3 34

Wheat. Cracked, bulk 3 34

Wheat. Cracked, bulk 3 34

Wheat. Cracked, bulk 3 34

Wheat. Cracked, bulk 3 34

Salt Fish.

Table listing various salt fish products including Cod, Herring, Trout, and Wholfish with their prices.

FLAVORING EXTRACTS.

Table listing various flavoring extracts including Vanilla, Lemon, and others.

FLAVORING EXTRACTS.

Table listing various flavoring extracts including Vanilla, Lemon, and others.

FLAVORING EXTRACTS.



FLY PAPER.

Table listing various fly paper products including Tanglefoot and others.

Hardware

Rendering Unto Caesar the Things that Are Caesar's.

Ante Lucem in American Artisan.

President Charles S. Prizer's address before the National Association of Stove Manufacturers was very much like rendering unto Caesar the things that are Caesar's. As the old lady said, "It was just almost like speaking right out in meetin'." President Prizer belongs to a different school of students from that of the pioneer presidents of this Association, Jno. S. Perry, Sherman S. Jewett and Jno. F. Rathbone. They were all good men of ripe business energy, capable to cope with the business questions of their day, and believed in the good substantial things of life, as viewed from the standpoint of their time.

A quarter of a century added to the world's age, a quarter of a century of progress, has changed the material things and old conventional ideas and thought. Things new have become old, and the old have passed away and been forgotten. Life, like the sands of the sea, is ever changing. So also are the material things of life. The years, cycles and periods come upon us and fritter away, and our children's children are left in wonderment at the things that were.

A lady once asked me why they put figures of men, women, cherubs, beasts, birds and reptiles upon stoves as ornaments, and I answered for the same reason women adorn their hats and bonnets with birds and insects, and that the Egyptian builded hideous looking objects called gods; they know not better. No doubt this scrabbling will go on and on, and as the fertile brain of some Rococoite conceives a new design from the savage sculpture, as depicted in profane history, new things will be given us, and the push being so largely imitators, we may expect to see more of it before we see less.

But to return to Mr. Prizer and his address. The address may have been a little long for a stove convention, but it contained much good solid meat and was produced without that labored effort of some of his predecessors to produce the most prosy things. There are those living who remember the labored efforts of one or two of the ex-presidents to say something through a repetitional essay that had neither thought, argument nor language. President Prizer can be complimented on the thought and candor with which he treated the several points touched upon. There was not an idea brought out by the address but from which some lessons may be learned yielding a good return from their careful study. Material and general things enter into the business the same as all other business and can not be too lightly considered.

The law of supply and demand, over production or under consumption are the material things that enter most largely into the question and demand the most careful consideration of the general law of economics; subjects, like the conjugation of Latin verbs, may seem somewhat sterile, but a more careful study and a closer tacking towards their teachings would have brought a measure of relief ere this. Manufacturers complain of the unprofitability of stove-making. If unprofitable to the maker, what has been the case of the retailer, particularly those who have carried partial stocks over from year to year, piling interest upon interest for five and six years, in the end having a lot of obsolesces, worth half price, to show for the business.

This the manufacturer will say is his (the dealer's) fault, which is in part true and part untrue. Had the dealer adhered closely to the law and cleaned out each season's purchases before buying new stock; had he anticipated nothing until actual day of want, the manufacturer in many cases would have held his rococo stock until another season, and then himself have been rococoed by some other fellow who had rococoed upon his rococo.

As it is, the traveling salesman has

rococoed upon the dealer by the persuasion that this new ingenious invention (which gives no better general results than the old) is the thing of all other things, and if he wants to be an up-to-dater he must have it. Again, if he wants to meet his competition, which is supplied with Jenks and Peasley's scrabble (a very good thing), but nowhere up to the sample of ours, he must buy.

I once called upon a dealer and found an agent in advance, whereupon I withdrew until the coast was clear. When it came my turn the dealer told me he positively could not buy a single stove, Mr. S—— was just here. I have always bought largely, and at times exclusively, from his house. He showed me photos of a new base burner and I dread fully wanted to buy five or six of them, but with 151 stoves on hand, not a few of them in the depot warehouses, where they have been two or three years, and that I've not seen, it was absolutely out of the question my buying another stove until some sales are made." This was three years ago, and while the dealer is now selling another line, there is not the slightest question but that he has some of the original 151 stoves on hand. This is a case where the new scrabble did not scrabble, but as a rule you can bet your last shekel the stove salesman is plugging for all there is in it.

President Prizer, on salesmen's success or non-success, thought it largely the result of non-training or educating, and argued for training schools or educational work for the salesmen, all of which is most important and worth careful consideration. Then comes the question of instruction, line of work and procedure. The school that will instruct a salesman as to his own goods, their construction, make up, excellence, etc., every favorable point as well as the circumstances and conditions upon which his house is willing to part company with them for A. B. & Co.'s cash or credit, etc., should be thoroughly understood by the traveling salesman, and he should know, and know well, that the parting of the goods to A. B. & Co. is like so much clean cash, and that upon a promise to pay or return a stipulated amount of cash depends the perpetuity of his house, as well as support and maintenance of its corps of laborers.

The goods in a large measure represent the productions of so much hard labor from his fellow men, whose future may perhaps largely depend upon the success of his house, which always and under all circumstances is entitled to a fair marginal profit for investments and time.

You can not, however, school traveling salesmen how to read human nature, how to approach a hundred different temperaments and dispositions upon a hundred different occasions under a hundred different circumstances and do it successfully. These acquirements are the gifts of our natures, and while they may be improved upon by schooling, that schooling comes from the every-day life and contact. No profession can take you into the lecture room or private office and teach you a mastery of these things. Under a buoyant expanding market salesmen of minor tact are often successful, while under depression and close investments the most astute are not always rewarded by remunerative orders.

The inexorable law of supply and demand always cuts a figure with all salesmen, the conceptive, the educated and uneducated alike. It is generally believed there are now a few (private) schools of this character. Some five or six years ago I called upon Mr. K——, who told me of a recent visit from a pupil of one of these schools, and a part of his lecture was upon new patterns and the enormous expense his house had gone to that year to produce an entirely new line of goods. Seventy-five thousand dollars alone would be expended for patterns. No other house could produce the same results in five years. Besides all this, \$20,000 more would go for advertising, while vast sums for other embellishments would figure in the outlay.

Buckeye Paint & Varnish Co.

PAINT, COLOR AND VARNISH MAKERS

Mixed

Paint

White

Lead



Shingle

Stains

Wood

Fillers

Sole Mfrs **CRYSTAL ROCK FINISH**, for Interior and Exterior Use

Corner 15th and Lucas Streets, Toledo, Ohio.

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.

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.

Now, Mr. K— is a methodical fellow, and he fell to a mental calculation of results. Seventy five new stove patterns, \$1,000 each. Counting two changes for each stove or range square and reservoir, square range with high shelf, high closet, etc., reservoir the same, the seventy-five under changes and modifications would make a line of 150 stoves and ranges. Ten stoves of each, or 1,500 would cost, patterns \$5 each, advertising \$2 each, dividing again the amounts would read \$2.50 and \$1. Allowing his company was able to make 75,000 stoves (a most unwarranted allowance), and it would cost for each stove pattern \$1, advertising 40 cents, all of which to Mr. K— looked like heap big moonshine.

Now, the regular and legitimate expenses, such as taxes, rentals, insurance, interest on investment, etc., had not been considered. Suppose the salesman had added to his lecture the clause: "Anyone can float an old stick down stream, but it takes a smart fellow with a Websterian head to float one up stream." What would have been Mr. K—'s consternation? Of course, all dealers do not know how much of the old frames, oven plates, tops, bottoms, flue strips, etc., etc., can be used in new constructions, and pattern costs minimized.

When a manufacturer advertises he is expending fifty thousand dollars for new patterns, and another who buys large portions of his products advertises his new patterns for the year cost fifty thousand, he little thinks how it looks when analyzed. It's much like the shooting carloads annually dumped in the State of Texas. Wash goods are good goods if not so showy.

It militates against the traveling man to go out and rehearse these wind arguments of the lecture room. Another thing that hurts the traveler, the manufacturer and his business is the vitriolic letters to them and the trade. It would seem as though some of the corresponding clerks not only steeped their pens in vitriol but rolled them in red pepper, and to this can some houses charge the loss of trade. The managers of large houses don't want to flatter themselves that there is never a comparison of notes among their travelers and that all his little by-play is never found out.

A salesman can not well talk horse, politics, yachting and shop and have it work well with business. Not once in a hundred times do you see the stove salesman strike town and enter upon anything else than his regular legitimate work.

The manufacturer might help himself and at the same time do no harm but good to the dealer by cutting down the time datings. It is no good to the dealer to ship him goods February and March dated September 1, four months, 5 per cent. October 1. Better make him a cash discount, bringing cash May 1 or June 1. Such deals are injurious to the house and all kindred business. It is not honest competition. It is not fair competition. It is unworthy good business tact. Time and discounts could be improved upon by making a special discount for spot cash. All classes of trade can be much improved by working toward an exclusive cash dealing.

Wanted to Sue the Widow.

A man came into the office of a young lawyer in a Western city, and stated his case as follows:

"I was walking along the street, and I had with me a dog—a very valuable dog he was, very. Oh, he was a beauty—thoroughbred, you see. Well, sir, one of these here linemen was up on a telegraph pole, and, do you know, the feller got careless, and let go, an' down he come, and by jinks, sir, he killed that air dog."

"Was the man himself killed?"
"Well, I should say he was. Now what I want to know, young man, is, does the law give me any remedy against that air feller's widder for the value of the dog?"

Women are like cats; both are graceful, both are domestic—and both scratch.

Senate Action on the Tax on Proprietary Articles.

Two of the most important final amendments to the war revenue bill passed by the Senate Saturday are Senator Chilton's and Senator Mason's. Senator Chilton's amendment reads:

For and upon every packet, box, bottle, pot, phial, or other inclosure containing any articles, substances, preparations, or compounds, except food products and preparations otherwise provided for in this act, that are made and sold or removed for sale under patent right, trade mark, or any name or designation not open to general use, where such packet, box, bottle, pot, phial, or other inclosure, with its contents, shall not exceed, at the retail price or value, the sum of 5 cents, ¼ cent.

Where such packet, box, bottle, pot, phial, or other inclosure, with its contents, shall exceed the retail price or value of 5 cents and shall not exceed, at the retail price or value, the sum of 10 cents, ½ cent.

Song of the Shirt.

The most destructive laundry in the United States is the one that washes for the — house. One day recently a commercial traveler sent a shirt down to the office of the hotel, with a paper pinned to it upon which the following lines were written:

I pray you, Mr. Laundryman, wash this shirt with care;
You can see it's very tender and easy to tear;
And may I be so bold as to express the hope
That you'll not use sulphuric acid, but plain old-fashioned soap?
It's not the dirtiest shirt that you have ever seen,
So wash it with your hands, sir, and not with a machine;
I wouldn't be so bold now as to ask this favor of you,
But, so help me goodness gracious, of shirts I have but two!

When Women Fight.

"In making up that supply train," said the attendant, "your majesty forgets that you now have two regiments of women in the field."

"What have I neglected?" demanded the king.

"In addition to the provisions, arms and ammunition your majesty should forward to them at least three carloads of pins."

As a result of a council of war hastily called they forwarded one carload of ordinary pins, one carload of hairpins and one carload of safety pins.

Bold Amateur Detectives.

Sweet girl—Pa, the house next door was robbed last night.

Pa—Mercy! Next door!

Sweet girl—Yes, and the burglars have been in two or three houses on this street within a week.

Pa—I know it. I know it. It's terrible! But what can we do?

Sweet girl—I was thinking it might be a good plan for Mr. Nicefellow and me to sit up a few nights and watch for them.

Vouched for by His Banker.

From the Boston Journal.

The frankness of Texas is one of its charms. A Boston merchant received the other day a letter from a Texan in which he excused himself for slowness in paying up by describing the hard times in his town. He closed thus: "Confirming what I have written above, I enclose a letter from the President of the bank in which for several years I have kept my overdraft."

Paris Green Labels

The Paris Green season is at hand and those dealers who break bulk must label their packages according to law. We are prepared to furnish labels which meet the requirements of the law, as follows:

100.....	25 cents.
200.....	40 cents.
500.....	75 cents.
1000.....	\$1 00.

Labels sent postage prepaid where cash accompanies order.

Tradesman Company,
Grand Rapids, Mich.

Michigan Acetylene Gas Co., Ltd.

Jackson, Mich.

Mt. Morris, Mich., April 22, '08.

THE MICHIGAN ACETYLENE GAS CO., LTD.,

GEN S:—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 resp'y,
MANN'S CASH STORE,

Sproul & McGurrin,

General Agents for Western Michigan.

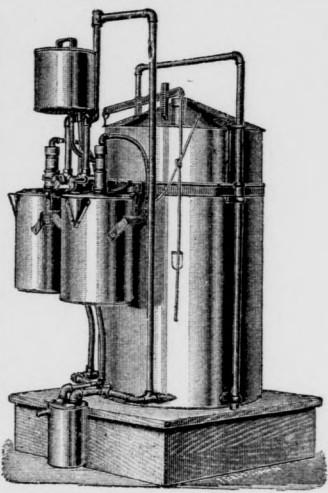
DISPLAY ROOMS, 184 E FULTON ST., GRAND RAPIDS, MICH.



THE OWEN
ACETYLENE GAS GENERATOR

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

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



We Are the People

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

M. B. Wheeler Electric Co.
Grand Rapids.

The Hard Luck Tune

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.



ART OF THE PACKER.

Remarkable Growth of the Canned Goods Business.

From the New York Commercial.

The present year promises to be an exceptionally good one for the canned goods industry of the United States. This has now reached tremendous proportions, the yearly output being estimated at 1,500,000,000 cans of all kinds of vegetables, fruits and meats. The native product of to-day has reached a degree of excellence which admits of no superior the world over. It has taken many years and much labor and money to reach the present high plane of perfection.

Time was, so the experts say, when cheapness, not quality, was the object sought for by the packer. This has been completely changed about. To-day it is quality that ensures success. Year after year packers have been engaged in improving every process of putting up goods. The farmer was first dragged over the coals and put through a course of sprouts. Everything connected with the planting, cultivating and ripening of vegetables and fruits was incorporated in iron-bound rules which the farmer had to follow or lose the sale of his stuff. Next, improvement in the manner of handling the raw product and in cooking it was brought about. Hand made tins were supplanted by a machine made article; tin cans were put aside in many cases and glass used, for reasons of health and appearance. Great care is used in keeping clean every portion of the canning factory. There is one of the largest concerns in the business which employs over a thousand girls. Each one of these has a special uniform which is worn while at work in the factory. This is required to be kept in the neatest condition possible. Every Saturday three and four barrels of soft soap are required in the scrubbing and cleaning of the floors and woodwork. Similar conditions obtain in all the establishments which have a reputation for turning out the better grade of goods.

It is said that tomatoes put up in tin cans have been known to eat through the tin in the course of time. This has caused glass jars to be looked upon with increasing favor by those putting up this particular kind of vegetable. In fact glass jars are coming more into use every day. The English trade is decidedly fastidious in its requirements and goods put up for export to the English market meet with the best success when canned in glass jars with care as to the appearance of the goods when placed on exhibition in stores. The same is true of the better class of trade in this country. Canned peas have been brought to a point of flavor, size, color and tenderness outrivaling the French article. Imports from France have been decreasing at a rapid rate for a number of years almost in the same ratio with which the native product has been growing in popular favor. While the canning industry will be found in many of the states of the Union, there are a few which have become famous in this particular. Among them are Maine, New York, Maryland, California, Illinois, Iowa, Wisconsin, Michigan and Oregon. One is celebrated for corn, another for peas, another for fruit and so on.

The big wholesalers and jobbers of canned goods now have a label which they put on all goods handled by them and which stands as a guarantee of excellence and quality. Some of the well-known labels are as follows: "Premier," "Royal Scarlet," "Sunbeam," "Whiterose," and "Big Tree." These labels are sent to the packers from whom the goods are purchased and are put on instead of the regular packers' label. As a general rule the firms who have these special brands secure the best stock in the market. There has been a tendency of late years for packers to contract for the future delivery of goods. It is said that this year some of the packers have held back for better prices and this method of disposing of the output of a factory has not therefore been so widespread.

Side by side with the canning factory

has grown up the glass jar industry. There have been in the last ten or fifteen years scores of inventors who claimed to have discovered the only perfect jar. No doubt there are many excellent patterns on the market at the present time. It is estimated that the housewives of the country consume one million gross of jars for domestic use exclusively. The science of the packer stops at nothing and the list of articles preserved for the table would fill a small sized volume.

The Grain Market.

It seems the bears have been out gunning for the wheat bulls and met with excellent success, as they scattered them to the four winds of the globe. Those who showed any signs of fight were killed and the bears took their hides and horns as trophies. Chicago September wheat was 82½c one week ago and Tuesday morning it opened at 75c per bushel, and cash wheat in that market was about \$1.24 per bushel, while to-day it is \$1.06. The market on Detroit red wheat opened at \$1.18 last week and to-day at \$1.04 per bushel for cash, so the decline was as violent as the rise. The causes for the decline are as follows: large increase in the acreage in both spring and winter wheat sections; splendid weather for the growing crop, which will undoubtedly make a large yield, and the large receipts. The fact that new wheat has made its appearance in St. Louis also helped to depress prices. The exports for ten months were exceptionally large, having been nearly 200,000,000 bushels. Owing to the high prices, the receipts have been simply enormous. Our visible decreased more than 1,000,000 bushels, leaving 22,587,000 bushels in sight, against 24,450,000 bushels at the same time last year. We shall probably see a still further decrease before the new crop moves. As has been expected, wheat is getting very scarce in this locality. However, the mills seem to take the situation very philosophically and are not fretting about the matter, as there will be enough wheat.

Coarse grains also dropped, although not as much as wheat—about 2c per bushel. However, should this weather continue, we may see them go considerably lower. Oats may hold their own, as there are not as many in sight as there were last year at this time.

Rye also surprised the dealers, as it dropped about 20c from the high point. We do not see why farmers want to raise rye when it sells at about 35c.

The receipts were very moderate, having been 30 cars of wheat, 16 cars of corn and 5 cars of oats.

Millers are paying 95c for wheat.

C. G. A. VOIGT.

When the Druggists Will Meet.

The annual meeting of the Michigan State Pharmaceutical Association will be held at Port Huron Aug. 2, 3 and 4. No advertising will appear in the programme this year, those who have patronized the programme heretofore being requested to donate prizes for the several contests. H. C. Knill, Jr., is chairman of the Committee on Prizes.

Dr. Chas. S. Hazeltine, President of the Hazeltine & Perkins Drug Co., is spending the week in Chicago, assisting his son, M. B. Hazeltine, in the work of familiarizing himself with his new duties with the firm of Geo. H. Connor & Co.

One can never judge of the length of a woman's tongue by the size of her mouth.

CARGO OF TOBACCO

ARRIVED AT GRAND RAPIDS CUSTOM HOUSE LAST SATURDAY.

DUTY AMOUNTS TO \$9,749.50

BIG CHANGE IN PRACTICE BY LOCAL IMPORTERS.

The G. J. Johnson Cigar Co. Will Hereafter Bring All Its Tobacco Purchases to the Grand Rapids Customs House. Collector of Customs Coye Works Up Business.

People generally have a very faint idea what an amount of money is consumed annually in cigars, or even daily so far as that is concerned. When a man throws a nickel on the show case of a cigar store in payment for a cigar—a cheap cigar, as he calls it—he does not cast a thought on the subject of how many of those nickels are spent in the same way every day or how much they foot up in the aggregate.

Some idea may be gained from the facts concerning a cargo of tobacco which was received June 4 by the G. J. Johnson Cigar Co. There were 31 bales, each weighing on an average 170 pounds, which would make the whole cargo a total weight of 5,270 pounds. This tobacco is to be used entirely for wrappers for cigars. Mr. Johnson's factory is now turning out on an average 20,000 of his famous five-cent "S. C. W." cigars daily. At that rate, he says that the cargo of tobacco in question will last him less than six months.

Under the new tariff laws the duty on this cargo amounts to \$1.85 per pound. The duty on the entire cargo at that rate amounts to nearly \$10,000, the exact figures being \$9,749.50. The tobacco duty about equals its first purchase price.

This one item alone is a matter of considerable importance to the customs house of this district, to say nothing about what will come hereafter from this same source. Heretofore Mr. Johnson has been clearing all of his goods through the customs house at Chicago, for the simple reason that he did not know that there was a suitable place here to keep the goods. The United States allows three years in which to take tobacco goods from its warehouses, and this rule allows the shippers to take the goods out as fast as they use them.

This cargo of tobacco is of an especially fine grade, enabling the manufacturers undoubtedly to give the "S. C. W." another big boost in popularity. The product is taken from the island of Sumatra to Amsterdam, Holland, and there sold at auction, the highest bidder taking the prize. Germany is a close competitor for the weed, but as a rule the American buyers get the choicest of the production.

Chas. E. Mahan, the Elk Rapids druggist, was in town last week on his way home from Alma, where he spent eight weeks in the sanitarium, taking treatment for neuralgia. His recovery is complete and he confidently expects it will be permanent.

WANTS COLUMN.

Advertisements will be inserted under this heading 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.

WANTED—POSITION IN CLOTHING OR general store by an Al salesman. Address F. care Michigan Tradesman. 622

FOR SALE OR EXCHANGE FOR HARD wood land—Clean stock of shoes invoicing about \$4,000, in one of the best towns in Michigan. Address J. P., care Michigan Tradesman. 621

FOR SALE, ON ACCOUNT OF SICKNESS—Well-selected stock of dry goods, notions, men's furnishings and groceries, in one of the best towns in Southern Michigan, located on Michigan Central Railroad. Stock will invoice about \$8,000; annual sales, \$18,000; store rent, \$180 per year; nearest competition, six miles; a bonanza for the one that means business. Address No. 623, care Michigan Tradesman. 623

FOR SALE, CASH ONLY—CLEAN STOCK groceries, invoicing about \$1,500. Reason for selling, death of head member of firm. Address Jno. W. Lott & Son, Petoskey, Mich. 620

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 Norwood, 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, \$5,000 cash. Write or call on L. J. Nash, Norwood, Mich. 616

FOR SALE—STOCK OF DRUGS, GROCERIES, hardware, crockery, dry goods, notions, etc., invoicing 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

THE BEST OPENING IN MICHIGAN FOR an active business man with \$10,000 or \$20,000 to step into a well-established, paying wholesale business. For particulars, address Business, care Michigan Tradesman. 603

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

FOR SALE—A DESIRABLE CORNER DRUG store, hardware 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 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 SALE—BUILDING AND GENERAL stock; best farming section in Michigan. No trades. W. H. Pardee, Freeport, Mich. 500

FOR EXCHANGE FOR GROCERY OR MERCHANDISE stock—Choice section land near Jamestown, North Dakota. Dakota lands in great demand for farming or stock raising. Carl Dice, Monroe, Mich. 534

TO EXCHANGE—FOR CLOTHING, DRY goods or shoes, very nice well rented Grand Rapids property. Address No. 552, care Michigan Tradesman. 552

TO EXCHANGE—FARMS AND OTHER property for dry goods, clothing and shoes. Address P. Medalie, Mancelona, Mich. 553

WANTED—A PRACTICAL MILL MAN, with \$1,000 capital, to take a one-half or full interest in a stove, heading and planing mill. 3,000 contract, with stock to fill it. All goes. Five years' cut in sight. Side track to mill. Good reasons for selling. Address Stave Mill, care Michigan Tradesman. 546

BROOMS

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

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

COUNTRY PRODUCE

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

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 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. 598

Travelers' Time Tables.

CHICAGO and West Michigan Ry Dec. 1, 1897.

Chicago.
Lv. G. Rapids..... 8:45am 1:25pm *11:30pm
Ar. Chicago..... 3:10pm 6:50pm 6:40am
Lv. Chicago..... 7:20am 5:15pm *11:30pm
Ar. G'd Rapids..... 1:25pm 10:35pm * 6:25am

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..... 8:30am 1:10pm 6:10pm
Ar. Grand Rapids..... 12:55pm 5:20pm 10:55pm

Saginaw, Alma and Greenville.
Lv. G R 7:10am 4:20pm Ar. G R 12:20pm 9:30pm

Parlor cars on all trains to and from Detroit and Saginaw. Trains run week days only.
Geo. DeHaven, General Pass. Agent.

GRAND Trunk Railway System Detroit and Milwaukee Div

(In effect May 15, 1898)

Leave. EAST. Arrive.
+ 6:45am Sag., Detroit, Buffalo & N Y. + 9:55pm
+ 10:10am..... Detroit and East..... + 5:27pm
+ 3:20pm..... Sag., Det., N. Y. & Boston..... + 12:45pm
* 3:00pm..... Detroit, East and Canada..... * 6:35am
+ 10:45am..... Mixed to Durand..... + 3:15pm

WEST
* 8:35am..... Gd. Haven and Int. Pts..... * 7:05pm
+ 12:53pm Gd. Haven and Intermediate. + 3:12pm
+ 5:32pm Gd. Haven and Intermediate. + 10:05am
* 7:40pm..... Gd. Haven and Chicago..... 8:15am
+ 10:00pm..... Gd. Haven and Mil..... 6:40am

Eastward—No. 16 has Wagner parlor car. No. 22 parlor car. Westward—No. 11 parlor car. No. 17 Wagner parlor car.
*Daily. +Except Sunday
E. H. HUGHES, A. G. P. & T. A.
BKN. FLETCHER, Trav. Pass. Agt.,
C. A. JUSTIN, City Pass. Agent,
97 Monroe St. Morton House.

GRAND Rapids & Indiana Railway

Northern Div. Leave Arrive
Trav. Cy, Petoskey & Mack..... * 7:45am + 5:15pm
Trav. Cy, Petoskey & Mack..... + 2:15pm + 6:35am
Trav. Cy, 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..... + 8:02pm * 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 Passr. 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..... 12:30pm 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
Ar. Sault Ste. Marie..... 3:30pm 11:00am
Ar. Mackinaw City..... 8:40pm
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

HOLLAND & CHICAGO LINE.



Connects at Holland with Chicago & West Michigan for Grand Rapids, Saginaw, Lansing, Detroit, and all Northern points on the C. & W. M. R. R., also with C. & W. M. for Allegan, Marshall, Battle Creek and Toledo, via C. & W. M. and D., T. & M. railroads.

The elegant and fast steamers of this line leave Holland daily at 8 p. m.; leave Chicago daily at 7 p. m., making close connections at Holland in the morning with the Northern and East bound trains.

Fare, Grand Rapids to Chicago Single Round
Fare, Allegan to Chicago 3.15 5.00
Fare, Holland to Chicago 2.25 3.50
Berth included.

Through tickets can be purchased at all stations on the C. & W. M., D., G. R. & W. and D., T. & M. R'ys. C. & W. M. train leaving Grand Rapids at 6:25 p. m. daily makes close connection at Holland with steamers of this line for Chicago.

Office, No. 1 State St., Charles B. Hopper,
Chicago. Gen'l F. & P. Agt.

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

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

TRADESMAN COMPANY,
GRAND RAPIDS.

STANDARD OIL CO.

DEALERS IN

ILLUMINATING AND LUBRICATING

OILS

NAPHTHA AND GASOLINES

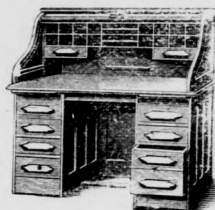
Office and Works, BUTTERWORTH AVE.,

GRAND RAPIDS, MICH.

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

Highest Price Paid for Empty Carbon and Gasoline Barrels.

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.

They all say

"It's as good as Sapolio," when they try to sell you their experiments. Your own good sense will tell you that they are only trying to get you to aid their new article. : : : : : : : : :

Who urges you to keep Sapolio? Is it not the public? The manufacturers, by constant and judicious advertising, bring customers to your stores whose very presence creates a demand for other articles.



A PROPOSAL

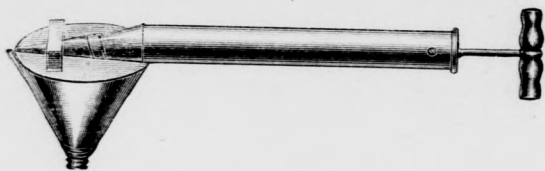
You are a progressive business man, in business for profit; willing to make more money without constant watching and worry. We have a system that will enable you to do this.

IT IS THE GREAT MONEY WEIGHT SYSTEM

Over 45,000 merchants have taken advantage of this money saving system, and our proposition is that you place yourself in communication with The Computing Scale Co., Dayton, Ohio, or their general selling agents in your territory, and learn all about our system for avoiding over weights and losses in weighing goods.

THE COMPUTING SCALE CO., Dayton, Ohio

Little Giant Sprayer



An improvement over all others. Does work that no other Sprayer can, as it throws a spray either up or down. Just the thing for spraying all kinds of **Small Fruit Trees, Vines and Plants.** Throws a mist with such force as to reach every part of the tree or plant with one action. Very economical, as it saves enough compound in one day to pay for itself. Tank holds enough to spray 600 to 800 hills of potatoes. Full directions and formulas for using furnished with each sprayer. Manufactured only by

Wm. Brummeler & Sons,
260 S. Ionia St., 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



FLY BUTTONS A scientifically compounded, non-cathartic poison, killing flies or ants quickly. 6 thick 3½ inch diameter sheets of green paper, with red label, retail at 5 cents.

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

COUPON PREMIUMS For 2 Coupons, Rubber Dating Stamp, worth 40 cents; prints, "Paid," "Ans'd," "Rec'd," "Acp'd," "Ent'd," and dates to 1903. For 3 Coupons, Patent Pneumatic Ink Bottle worth 60 cents; pressure into funnel top brings up ink from center of bottle; no thick ink with this. For 6 Coupons, ¼ gross Fly Buttons, delivered.

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

ORDER FROM JOBBERS.

THE FLY BUTTON CO.,
MAUMEE, OHIO.

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,
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