

\$1 PER YEAR

Number 810

TRADESMAN COMPANY, Grand Rapids.

FEED AND MEAL

Strictly pure corn and oats goods. No oat-hulls, barley-dust or other adulteration in ours. Orders for any quantity promptly filled. Favorable freight rates to all points on C. & W. M., D, G. R. & W., G. R. & I. F. & P. M., M. & N. E., or Ann Arbor R. Rs. Correspondence solicited.

WALSH-DE ROO MILLING CO.,
HOLLAND, MICH.

Do You keep

Faust Oyster Crackers

If Not, Why Not?

They are delicate and crisp and run a great many to pound, making them the best and at the same time the cheapest Oyster Crackers on the market. Packed in boxes, tins or in handsomely labeled one pound cartons. Send us a trial order.

National Biscuit Company,
SEARS BAKERY.
Grand Rapids, Mich.

Coopersville Roller Mills

**Merchant
Millers**

Manufacturers of

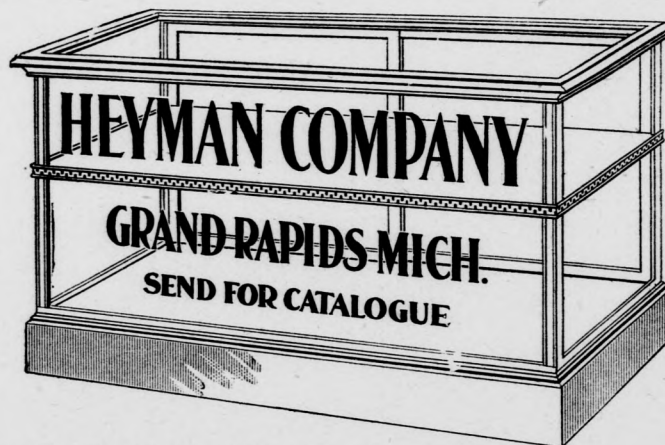
White Lillie

Winter Wheat Flour,

Graham and Feed.

Correspondence and trial orders
Solicited.

F. J. YOUNG, Prop.



This Showcase only \$4.00 per foot.

With Beveled Edge Plate Glass top \$5.00 per foot.



Manufacturers of all styles of Show Cases and Store Fixtures. Write us for illustrated catalogue and discounts.

**BOUR'S
COFFEES
MAKE BUSINESS**

We Realize

That in competition more or less strong

Our Coffees and Teas

Must excel in Flavor and Strength and be constant Trade Winners. All our coffees roasted on day of shipment.

The J. M. Bour Co., 129 Jefferson Avenue, Detroit, Mich.
113-115-117 Ontario St., Toledo, Ohio.

MICHIGAN TRADESMAN

Volume XVI.

GRAND RAPIDS, WEDNESDAY, MARCH 29, 1899.

Number 810



FIGURE NOW on improving your office system for next year. Write for sample leaf of our **TIME BOOK** and **PAY ROLL**.

BARLOW BROS., Grand Rapids.



WE COLLECT
ALL KINDS OF
CLAIMS.

The Preferred Bankers
Life Assurance Company
of Detroit, Mich.

Annual Statement, Dec. 31, 1898.
Commenced Business Sept. 1, 1893.

Insurance in Force.....	\$3,299,000 00
Ledger Assets.....	45,734 79
Ledger Liabilities.....	21 68
Losses Adjusted and Unpaid.....	None
Total Death Losses Paid to Date.....	51,061 00
Total Guarantee Deposits Paid to Beneficiaries.....	1,030 00
Death Losses Paid During the Year.....	11,000 00
Death Rate for the Year.....	3 64

FRANK E. ROBSON, President.

TRUMAN B. GOODSPEED, Secretary.

Opportunity of a Lifetime!

A first-class opportunity to buy a well-established and good paying business in a flourishing town in the Upper Peninsula. The present proprietor did well for eighteen years and wishes to retire on account of age and poor health. Prospect for future is even brighter. Stock consists of a well-selected stock of Groceries, Dry Goods, Ladies' and Men's Furnishing Goods, Notions, Etc., and invoices about \$15,000. Location, central. Rent, \$600 per year. Five years' lease, if desired. For further particulars address X, care Michigan Tradesman.

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.

Widdicombe Bld'g, Grand Rapids, Mich.

Books arranged with trade classification of names. Collections made everywhere. Write for particulars.

L. P. WITZLEBEN, Manager.

Tradesman Coupons

Save Trouble.
Save Money.
Save Time.

IMPORTANT FEATURES.

2. The Dry Goods Market.
3. One Way to Combat the Catalogue Houses.
4. Around the State.
5. Grand Rapids Gossip.
6. Woman's World.
8. Editorial.
9. Editorial.
Men of Mark—C. U. Clark.
10. Good Results From the Use of Water Glass.
11. New York Egg Market Uncertain.
12. Gotham Gossip.
13. Rocky Mountain Storekeeping.
14. Shoes and Leather.
15. One business Man's View of the Golden Rule.
16. Clerks' Corner.
17. Commercial Travelers.
18. Drugs and Chemicals.
19. Drug Price Current.
20. Grocery Price Current.
21. Grocery Price Current.
22. Banks and Banking.
23. The Hardware Market.
Hardware Price Current.
24. America's Relation to England.
Wants Column.

OUR COMMERCIAL CONQUESTS.

There is one article of American manufacture which is forcing its way into all other countries with the most astonishing success and against all rivalry of the home manufactories and the prejudices of custom. That article is the American railway locomotive.

We were told the other day that the Russian government had made a contract with the Baldwin Locomotive Works for eighty-nine engines for the Trans-Siberian railway, all of them to be delivered within the next two years. The same company has contracts to furnish ten locomotives for France, ten for one railway in England, fifteen for Egypt and twenty for Sweden—or 144 in all. It appears that in 1896 we exported 312 locomotives, the next year 348, last year 580, while this latter number is already exceeded in the contracts for this year.

Aside from the mere fact of the rapid growth of the export trade in this particular line is the significant adoption of American progressive methods abroad as indicated in this marked preference for American locomotives. It indicates a triumph of American ideas in Europe—the steady development of the revolution in thought and customs which the New World is inciting in the Old. Our best appliances for progress can not be utilized in Europe without causing something like the same results, socially and politically, that have been witnessed here. The more we feed the world and furnish it with American instruments for changing old industrial systems and for breaking down ancient customs, the more will the heaven of Americanism work to the accomplishment of startling revolutions in Old World thought.

Candy rabbits and sugar eggs get along very sweetly together in confectioners' windows, waiting for Easter.

Japan is making a bold push for at least a share of the carrying trade of the Pacific. Although she now has but about 500,000 tons of modern steam tonnage, the significant fact is that this is nearly all new and up to date. The vessels constituting the new steamer lines under the Japanese flag were mainly built in British or German yards, but their owners are far too shrewd to depend entirely on foreigners. Last year a Japanese ship-building company at Nagasaki launched a 6,000-ton steamer. The materials for this vessel were, it is true, imported, but the labor was entirely performed by Japanese, and from putting together a steamer to planning and building one will be an easy step for this quick-witted and industrious people. Nor is it likely that Japan will continue many years longer to depend as she does now on foreign yards for her warships. Heretofore all the Japanese warships have been built abroad.

Should the Legislature of New York take favorable action upon a bill recently introduced by Assemblyman Samuel Scott Slater, incorporating the Industrial and Commercial Exhibition Company of New York, and should the plans of many of the leading business men of New York materialize, New York, in the spring of 1902, will have an exposition which will cost \$30,000,000 and will cover one-third more floor space than that of the World's Fair in Chicago. The object of this exposition will be to attract to New York the buyers and merchants of the country by having the output of the world's factories and mills under one roof, thereby giving prospective purchasers a chance to examine and compare goods made in distant localities without traveling to those sections, and to attract European trade to this country by a concentrated display of our manufacturing interests.

The new law in Kansas which provides that uncollectible judgments obtained against firms, corporations or individuals on behalf of the State shall be sold at public auction has not proved very successful in its operations. In Cowley county, the other day, such a sale brought \$200, and the bill for advertising was \$1,450, leaving the taxpayers out of pocket just \$1,250.

Boston's aldermen are to be curbed in their extravagant use of carriages at the city's expense. A bill has been introduced in the Massachusetts Legislature to provide that the city fathers shall use carriages at public expense only for public funerals and at the entertainment of distinguished guests, and then only upon the written order of the mayor.

Two rival companies are fighting for the privilege of operating automobile vehicles for public use on the streets of Boston. The omnibuses which they wish to use would carry fifteen people each, and as they would be equipped with rubber tires they would make practically no noise.

The crust of society becomes tough and hard in the course of time.

ONLY ELEVEN HOLIDAYS.

The Clerks' National Protective Association, which is the trades union under whose banner retail clerks are enrolled, proposes to establish eleven arbitrary holidays during the year, as follows:

New Year's day, full day; Washington's birthday, close at 1 o'clock; Good Friday, full day; Spring election day, close at 1 o'clock; Decoration Day, full day; Midsummer day, close at 1 o'clock; Independence day, July 4, full day; July 5, close at 1 o'clock; Labor Day, Sept. 4, full day; Thanksgiving day, full day, and Christmas day, full day.

This arrangement has already been carried into effect in a few towns, despite the active opposition of the merchants, who assert that the number of holidays is too great, working unnecessary hardship to the customer who is so unfortunate as to be compelled to buy his supplies from day to day. In some cases the merchant is permitted to open his store on the holidays named and wait on customers whose necessities are urgent; in other cases, a watch is established by the union and the opening of the store by the owner is prohibited under penalty of the boycott.

And yet it is asserted that we live in a free country, where all men are entitled to an equal chance in the pursuit of life, liberty and happiness!

The lamp chimney factories in the Indiana gas belt have closed down indefinitely, many of them discharging all workers and advising them to seek employment in other channels. The reason given for the shut down is the sluggish markets, but the real cause is the introduction of chimney-blowing machines by three companies, which enable them to produce better goods at one-fourth the hand-made labor cost. The hand manufacturers can not compete with them, and it is predicted that many of the factories will never be put into operation again.

Proposed legislation in Maine regarding the issue of mileage books by railroad companies has been abandoned on promises by the companies to extend the use of such books to the wives of the purchasers, and to remedy alleged inequalities in freight and passenger tariffs. It has been discovered by the Legislature that the Board of Agriculture employs counsel to press the bills it conceives to be for the benefit of the State and charges the expense to the State.

France has now a law by which marriage may be dissolved without cost to the applicants. The Paris divorce court devotes Thursdays to gratuitous decrees. On one day recently 294 couples were divorced during a session of four hours, an average of more than one divorce a minute. The applicants belonged to the working class, in which divorces were infrequent before the passage of the law.

The man who makes the most noise about his rights to his own opinions does not want to keep them. He makes himself a nuisance trying to give them to other people.

Dry Goods

The Dry Goods Market.

Staple Cottons—There are no decided changes in the market for staple cottons. There is a quieter demand for the various lines, but this was expected in view of the quantities that have been contracted for, and the existing conditions in the market. Stocks of all descriptions are at a minimum and the product of the mills is well sold ahead. Prices for brown and bleached goods are well maintained. All grades of bleached shirtings and cambrics are firm, with moderate sales. Wide shirtings, which are advanced in many lines, show good sales. Canton flannels and cotton and cotton warp blankets are well sold up, and very firm. Coarse colored cottons are well conditioned, and plaids are advancing.

Prints and Gingham—The market on printed fabrics is rather quiet, with the exception of business which has come to hand through the mails, which has raised the sum total to very respectable proportions. There are no changes to report in regard to ginghams. For the new fall season, there has been a good business found for domets and other napped woven fabrics, and the prices have an upward tendency.

Knit Goods—The market for flat and ribbed goods has improved decidedly during the past week, much more than was evident during the two weeks previous. There has also been an excellent demand for the finer grades of fleeced goods. All three of these lines have secured excellent business so far and the prospects are bright. On the other hand, the low grade, fleeced underwear has become a bugbear to the trade. Prices are too low and the quality too poor to give satisfaction to either the seller or buyer, and besides this, those who have placed orders for the cheap goods do not feel any security in regard to the deliveries. In the medium and higher grades, however, there seems to be every assurance that the season will be successful. Flat and ribbed goods are in an excellent position and buyers now have every confidence in the market. In light-weight goods the situation has improved very materially and good reorders are coming to hand. It looks now as though it might be a hard matter to make the arrangements for a "knit goods trust," which was recently proposed. While the newspaper reports seem to show that there was a large attendance of prominent manufacturers, the actual facts of the case are that there was quite a small attendance, and but one or two of the prominent mills were represented. Unless the larger concerns take hold of this affair, it does not seem likely that it can be a success, and what the larger concerns would benefit by such an arrangement is not quite clear. They are doing a good business at fairly satisfactory prices and the combination would merely serve to help a large number of smaller and less responsible mills into a position which would enable them to compete with these other houses in the same lines. This or similar scheme have been tried nearly every year for some time past, and in every case they have fallen through immediately. No matter what agreement was made, it would be broken time and time again, and it seemed to be impossible to depend upon the written agreements of some of those interested.

Hosiery—Cotton fleeced hosiery,

which has been in the market, has interfered with the business in woolen hosiery this season, but the latter is now showing improved conditions and will undoubtedly be in a very satisfactory position before the end of the season. Prices are being well maintained, on account of the improved demand. Traveling salesmen who have arrived from their Western trips report quite a satisfactory business throughout that section. Their customers expect to find a good fall business and have prepared with this end in view. There are no very large stocks to be found in the West and when the duplicate orders begin to arrive, the books will show excellent business. There is but little to say in regard to spring business for cotton hosiery, for it drags along in an uneventful channel, although something is being accomplished each week. There is not as much interest taken in the fancy lines as in previous weeks, but such styles as the jobbers have found ready sale for are still wanted.

Carpets—The large mills report a decided improvement in the carpet situation. Agents are feeling more encouraged over the outlook. The large jobbers, as well as retailers, are doing more business, and while it is mainly on the medium priced goods, there is also a gradual improvement in the demand for the better grades, including Brussels, axminsters, wiltons, velvets and tapestries, and while there is no chance for a further advance this season, after May prices are expected to be higher all around. Some in the trade claim that there have been too many orders for carpets taken at old prices. A rumor is going the rounds of the trade that an effort is being made by the Smith mill, S. Sanford & Sons and E. S. Higgins Co. to combine together for the purpose of overcoming competition, which has been very sharp, and of curtailing production until the demand shall be more in keeping with the supply. It is now quite generally admitted that the manufacturers are now on a more equal footing than they have been at the commencement of a new season since the new tariff went into effect. As the anti-tariff wool is now practically used up, both spinners and manufacturers of carpets must obtain more money, and it will only require an increasing demand for material to advance prices, as stocks are comparatively light.

Rugs—Smyrna rugs are active, and some mills continue to run overtime to supply the increased demand. The fine grades of wilton, axminster, Brussels and tapestry rugs are also in demand, and art squares are also sharing in the improvement.

Cause of the Trouble.

There was a disagreement and the mother undertook to straighten things out.

"Why can't you play nicely?" she asked.

"Cause he wants to boss things," answered the younger. "He wants me to play I'm President of the United States."

"Well, why don't you?"

"Cause it's my turn to be Dewey. He can't be Dewey all the time."

One Fare for the Round Trip.

On account of the Mohawk Club Banquet, the Michigan Central Railway will sell excursion tickets to Detroit and return at one fare, on March 29 and morning train of March 30. Return limit, March 31. Phone 6-66.

W. C. BLAKE,
City Ticket Agent.

SPRING SUITS AND OVERCOATS

Herringbones, Serges, Clays, Fancy Worsteds, Cassimeres, Largest Lines; no better made; perfect fits; prices guaranteed, \$3.50 up. Manufacturers.

KOLB & SON

OLDEST FIRM, ROCHESTER, N. Y.

Stouts, Slims a Specialty. Mail orders attended to, or write our traveler, Wm. Connor, Box 346, Marshall, Mich.; to call, or meet him at Sweet's Hotel, Grand Rapids, April 18 to 21. Customers' expenses paid.

SAFE AND PERMANENT INVESTMENTS

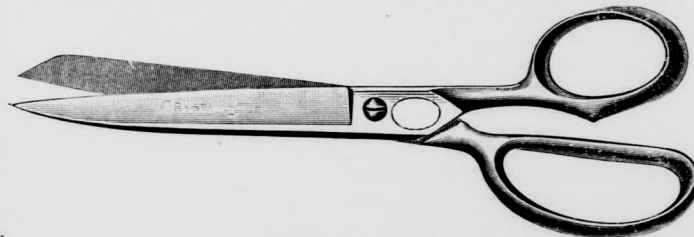
No class of securities has been more highly esteemed in the past than stock in banks and trust companies. The people are now temporarily insane on the subject of so-called industrial stocks, but they will ultimately turn to something more solid and substantial, when financial stocks of all kinds will undoubtedly sustain a higher range of values. Those who have idle money awaiting investment in perfectly safe channels are invited to correspond with the undersigned, who is in a position to give reliable advice on investments of this character. VINDEX, care Michigan Tradesman, Grand Rapids.

Simple Account File

Simplest and Most Economical Method of Keeping Petit Accounts

File and 1,000 printed blank bill heads.....	\$2 75
File and 1,000 specially printed bill heads.....	3 25
Printed blank bill heads, per thousand.....	1 25
Specially printed bill heads, per thousand.....	1 75

Tradesman Company,
Grand Rapids.



We carry a complete line of SCISSORS in the following styles: Straight Trimmers, Buttonhole and Pocket Scissors.

Straight Trimmers, 6-inch, \$1.25; 7-inch, \$1.50; 8-inch, \$2.00. Buttonhole, 4-inch, \$4.50. Pocket Scissors, 4-inch, \$2.50; 4½ inch, \$3.00.

P. STEKETEE & SONS

WHOLESALE DRY GOODS.

GRAND RAPIDS, MICH.

WANTED—A merchant in every town where we are not already represented, to sell our popular brand of clothing.

THE WHITE CITY BRAND



CUSTOM TAILOR MADE

THE WHITE HORSE BRAND



READY TO WEAR

We furnish samples, order blanks, etc., free, and deliver same. You can fit and please all sizes and classes of men and boys with the best fitting and best made clothing at very reasonable prices. Liberal commission. Write for Prospectus (C)

WHITE CITY TAILORS, 222 to 226 Adams Street, Chicago, Ill.

WORLD'S BEST

S.C.W.

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

One Way to Combat the Catalogue Houses.

Written for the TRADESMAN.

In commercial life, under free competition, as in animal and vegetable existence in a state of nature, there is survival of the fittest. In the struggle between the retail dealer and the catalogue house, if either is to crush out the other, the survivor will be the one that proves to be in the long run the better able to supply the wants of the public in a cheap and satisfactory manner. For, let it be remembered that a store, whether it be an immense catalogue house or a little crossroads grocery, exists for the people, not the people for the store, and when any establishment, large or small, fails of being a good and useful supplier of people's wants it forfeits its commercial right to live.

The local retail store, properly conducted, is so admirable an institution in itself, so great a convenience to the community, its proprietor so valuable as a citizen and a taxpayer, that it would seem its right to live requires no new demonstration; yet the menace offered to its very existence by the catalogue houses has not been overdrawn. The competition they offer is the most serious with which the local merchant in many sections has to contend. Such being the case, the struggle against them should enlist the earnest co-operation of all those whose means of livelihood is thus endangered.

The contest should be waged along two lines, one object being to cripple the adversary wherever practicable, the other to better in every possible manner the local store as a place of supply. In reality these narrow to one object, for whatever makes the local store a more attractive, economical and desirable place in which to purchase goods in so much weakens the grasp of the catalogue houses. As has been stated, legal remedy, being out of harmony with the spirit of our institutions, is not to be thought of. It may seem hard to the retailer that he can not be protected by a tariff from those who would undersell him, as is the manufacturer, and that the benefits of bounties, subsidies and the like are not for him. But the fact remains that he is not likely to secure any legal enactment that will convert his business into a healthy and successful "infant"—it isn't that kind of an industry.

This being the case, it is best to discard "baby" methods entirely. By this we mean stop trying to convince people that they ought to patronize you. A small and very slow boy can attend to all the business that will come to any ordinary establishment from a sense of duty on the part of patrons. Yet there is a deep-seated instinct in the breast of almost every citizen, and the specious arguments of the catalogues have failed to eradicate it, that the local dealers have a rightful claim upon him; and this will prove a most powerful ally to any merchant who can show that the same amount of money spent with him will bring as great a return in the necessities and comforts of life as if sent away. The burden of proof always rests with the catalogue houses. They must not only seem to sell as cheap, but cheaper, otherwise people will preferably patronize the home dealers.

Put yourself for a moment in the place of the laboring man who works for low wages, or the farmer who with poor crops and low prices is trying to pay the mortgage on his place and support his family. Under like circumstances

the only argument that would appeal to you would be the price-argument—the getting of the most for the least money; and this is precisely the argument the catalogue houses are using "for all there is in it."

Let the local dealer meet this with an effectual price-argument of his own. Let him make low cash prices on goods in quantity. He can afford to sell muslins and calicoes by the bolt, hosiery and other articles by the dozen, crackers and sugar by the barrel, soap by the box and canned goods by the case, at very low margins, since in so doing there is no waste, with but little labor in handling. This manner of selling should be advertised and pushed to the fullest extent. We are convinced that this method alone, properly employed, would accomplish wonders.

The local dealer may reason, and very naturally, that his business is, of necessity, small and that his only safety lies in adhering rigidly to what he considers his rightful margins of profit; but it will be much better for him to sell goods in quantity with only a little profit than to let his customers send away for their goods. If thought better, it may be made a rule to give reduced prices on a certain number of dollars' worth of goods bought at one time for cash; but for obvious reasons the method first mentioned has many advantages.

A study of those bulky volumes which the catalogue houses put out—at no small expense, by the way—will be of value, showing the retailer not only what he has to contend against, but also giving him an insight into the methods employed so shrewdly and effectively. This study will convince him that the advantages they offer to buyers are at least in part imaginary. A good share of their talk about "selling at wholesale," "saving the buyer all the margins of retailing," "giving him goods at mill prices," and the like, is pure moonshine, for there are many prices named in these books that are not low as retail prices. They give all the profits any merchant need to ask. We have indicated how the real advantages which they offer, largely in the shape of "cut" or leading prices on staple articles, may be met by low prices on goods in quantity. Now, by argument, by comparison, by showing strikingly and persistently what he himself is doing in the way of prices and qualities, the local dealer should prick their bubble, in so far as they are relying upon mere force of bold assertion oft and emphatically repeated.

The average local merchant does not talk enough, does not advertise enough, does not get the full force and benefit of the really low prices he often makes. He must show up his side of the question: the high freights and express charges that the catalogue buyers must pay; the disadvantages of not seeing goods before purchasing and of waiting for days for needed articles; the expense of returning unsatisfactory goods, and, not least, the market he affords for certain kinds of farm produce.

The powerful leverage that can be brought to bear upon manufacturers by demanding that they shall not sell their goods to the catalogue houses has been well brought out in the Tradesman. They, the manufacturers particularly of well-known and widely-advertised brands of goods, should be given a peremptory "Choose ye this day whom ye will serve." They would not be long in making up their minds. If the cat-

alogue houses could not obtain the well-known brands of goods which people want and will have it would cripple them seriously; not only because a large part of their trade is on such articles, but because the well known staple articles make the best leaders with which to draw trade.

The merchant who hopes to survive in the fight must employ only up-to-date business methods, discarding careless buying, long time accounts and extravagance in running expenses. Let him remember that no soldier carries to-day the flintlock musket of Revolutionary times, however well such weapon served some honored forefather or however much he may treasure it as a relic.

QUILLO.

Review of the St. Louis Potato Market.

St. Louis, Mo., April 28—Reviewing the market since our last, will say that prices reached the top on Thursday, March 16, and since then prices have steadily declined—no sharp decline, no slumps, but a cent to two cents a day. Prices have declined from top 10¢/12¢, some say not so much. Top prices here were 75¢ on best eating potatoes. To-day the top is 75¢ on best eating stock, possibly not over 63¢, and buyers are holding, although still lower prices are expected before the end of the week.

Reports from most leading stations say farmers are bringing them to market. Lower prices always do this. Shippers are offering more freely. Receipts, while not heavy here, are sufficient for all needs, and should they increase, the market must go lower—no market can stand heavy receipts at this time of year. Farmers are bound to move their potatoes soon. They have more back than they want to admit. There is not as much stock damaged as reports led us to believe. Present developments prove that conclusively.

Seed stock, that is Rose and Ohio, have held up in price and gone higher, but in our opinion they are at the top, and as receipts increase of each, we can not hope to hold prices up so high. Ohio have sold, that is, best Red River stock, at \$1@1.10; Minnesota, 90¢@95¢; Rose, 75¢@80¢. These prices are too high. Planting is very late; both cold weather and rain have interfered. Often farmers plant freely late in February and early in March, and are through in the American Bottoms east of the city here by this time for early crop, while this year little planting has been

done up to the present time. This is a favorable point in the late market for old potatoes. There is still a good seed demand. The demand for Rose and Hebrons will last longest.

MILLER & TEASDALE CO.

Even the change in a retail dry goods store comes to him that waits.

The landlord has an easier job raising the rent than the tenant has.

BATTERSON & CO.

BUFFALO, N. Y., March 28, 1899.

Egg Special

Cold and warm waves help to keep the market on the ragged edge and dealers hardly hold same opinions or prices a whole day. We quote 13¢ as conservative market. The demand is really large and very closely cleans up daily arrivals. We would like to handle a share of your eggs, if going to Buffalo, assuring you excellent service every way; but we do not expect to divert your shipments from any better market. Will advance liberally if wanted. Ship by freight only now, and put plenty of straw or excelsior throughout crates to insure safe carriage. Duck eggs in good demand and quick sale at 18¢/20¢. Goose eggs also firm and quick at 6¢/7¢ a dozen to-day.

Poultry Special

Former prices are still well sustained. Occasional lots showing extra heavy or rough (both live and dressed) go a little under, but the average sales are excellent. We do not influence your shipments by quoting above the market or offering inducements we cannot carry out. Yesterday's and to-day's sales: fancy live chicks, 12¢/12½¢; fancy dressed, 13¢/14¢; fancy live fowl, 11¢/11½¢; fancy dressed, 11¢/12¢; fancy live duck, 10¢/11¢; fancy dressed, 13¢/14¢; fancy live turk, 11¢/12¢; fancy dressed, 13¢/14¢. Remember that Thursday and Friday are the best poultry days, and have poultry here by 5 a. m.

Potatoes

Receipts continue very light and prices well controlled. Sales from store and delivered, on fancy, 70¢, mostly; few higher, and some common less. We can suit if possible, and much need stock. We would thank anyone to write us what they have in potatoes—prices, etc. MAPLE GOODS—Sugar, 8¢/9¢ for fancy pure; other, 7¢/7½¢. Demand improved. Syrup, 6¢/6½¢ for fancy pure new; old, dull at 45¢/55¢.

NOTE—Those desiring full quotations will be sent our produce exchange price current on demand. Also satisfactory references anywhere. Write for any further information. Very resp yds

BATTERSON & CO.

RESPONSIBLE RELIABLE PROMPT

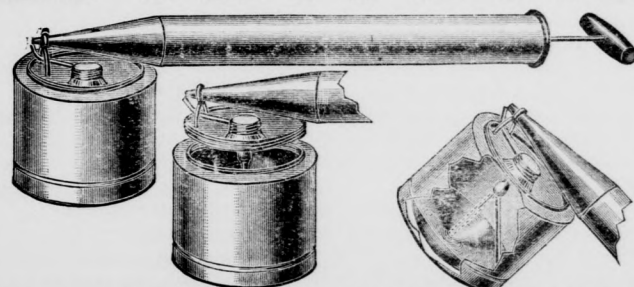
Established 1868—30 years.

Style and Durability

GRAND RAPIDS PAPER BOX CO., Grand Rapids, Mich.

Are requirements in the Paper Box trade. The GRAND RAPIDS PAPER BOX CO. acknowledges no superior in the manufacture of made-up and folding Boxes of all descriptions or in Die Cutting and Gold and Silver Leaf Label work. A trial will convince you.

SPRAYERS



We make the best Sprayers on earth. Get our circular and prices before buying elsewhere.

Wm. Brummeler & Sons, Patentees and Manufacturers
260 S. Ionia St., Grand Rapids.

Around the State

Movements of Merchants.

Saginaw—John T. Rose, meat dealer has sold out to Jas. Lester.

Verne—John Fredette has sold his general stock to Henry Hufahl.

Orangeville—Timothy Ellsworth has engaged in the grocery business.

Wheeler's Corners—Roy Davis has sold his grocery stock to James Hart.

Caro—J. H. Beckton succeeds J. H. Beckton & Co. in the drug business.

Saint Charles—Crandall & Co. have sold their drug stock to Dolson & Moore.

Sickels—Seth J. Curtis has purchased the general stock of Andrus D. Lassen.

Portland—H. F. Caswell has sold his general stock to H. C. Langdon, of Portland.

Girard—Jas. E. Perry has purchased the drug and grocery stock of A. A. Perry.

Morenci—Hallett Walker has purchased the meat business of E. B. Prentiss.

Galesburg—Little & Mack succeed James Little in the grocery and meat business.

Port Huron—Dorland & Cullen, grocers, have dissolved, Herbert Dorland succeeding.

Jasper—DeLand & Burt will move their general stock into their new brick block April 1.

Prescott—Eymer & Roland succeed Geo. Eymer in the agricultural implement business.

Ironwood—Bay & Nordling have purchased the drug and stationery stock of John R. Moore.

Bellevue—Wm. Donald, of Battle Creek, succeeds R. C. Needham in the bakery business.

Springville—Chas. Desermia, of Onsted, has purchased the general stock of Chas. Jessup.

West Bay City—W. D. Lennon & Co. succeed Lennon & Co. in the bazaar and grocery business.

Mayville—Weinberg Bros. have purchased the general stock of Maud (Mrs. John W.) Buffum.

Montague—Louis Ro.e has opened a clothing and men's furnishing goods store at this place.

Rapid City—Adolph Hirschman, of Central Lake, has engaged in the dry goods business here.

St. Joseph—R. C. Strelow & Co., grocers and meat dealers, have sold out to Edward J. King.

Laurium—The Laurium Hardware Co., not incorporated, succeeds the Burgan Hardware Co.

Belding—E. R. Spencer and T. A. Welch have purchased a general merchandise stock at Gaines.

Cheboygan—David H. Moloney is closing out his stock of boots and shoes and will retire from trade.

Menominee—Healin & Brown have engaged in the fruit and vegetable business in the Paalzow block.

Battle Creek—W. H. Holcomb has sold his interest in the clothing firm of Stevens, Holcomb & Gordon.

Ovid—Anthony Lorae has purchased the grocery stock of Gardner Stanton and will continue the business.

Barryton—Mrs. Blanche Jarvis has purchased the confectionery and bakery business of Mrs. Wm. Hayward.

Hilliards—Adam Adomshich has purchased the grocery stock of Frank Kaminski and will continue the business.

Detroit—Hunter & Hunter succeed Hunter, Glenn & Hunter in the dry goods, cloak and millinery business.

Marshall—The furniture and undertaking firm of Deuel & Hughes has been dissolved, Earl B. Hughes succeeding.

Williamston—J. B. Young has purchased the boot and shoe shop which is located in the clothing store of Watkins Bros.

Springport—W. H. West, who represents a large Eastern firm, has opened a butter and egg establishment at this place.

Springport—The implement firm of Wellington & Doak have dissolved partnership. Mr. Doak will continue the business.

Kalamazoo—The drug stock of Hall Bros. & Co. has been purchased by F. H. Crooks & Co., who will continue the business.

Hillsdale—H. L. Lawrence & Co. is the name of the new firm which succeeds Oscar Hancock in the grocery business.

Escanaba—Schemmel & Johnson have received their hardware stock and are getting it into shape in their location at 819 Ludington street.

Owosso—S. B. Pitts did not purchase a stock of groceries when in East Thetford a few days ago, as reported. He will remain in Owosso.

Edwardsburg—C. M. Dennis has sold his hardware stock to R. D. May and D. W. Ray, who will continue the business at the same location.

Martin—Dr. J. A. Heasley has decided to open a new drug store here under the personal supervision of Mr. Dunwell, formerly of Plainwell.

Grand Marais—Hargrave & Hill have added hardware to their general line of merchandise, A. F. Wixson (Fletcher Hardware Co.) selling the stock.

Mackinaw—A. D. Carr has sold his interest in the meat firm of Carr & Andrews to Charles Dagwell, the new firm being known as Dagwell & Andrews.

Albion—Geo. E. Dean has purchased an interest in the wood, coal and feed business of T. J. Mack, the new firm name being T. J. Mack & Co.

Flint—C. A. Hutton has sold his grocery stock to Harry Morrish, who for several years has been engaged in the grocery department of O. M. Smith & Co.

Decatur—Criffield & Dewey, clothiers, have dissolved partnership. Charles E. Criffield, the former owner, will continue the business in his own name.

Genesee—E. B. Woodin has sold his general stock to Frank Rogers, the youngest of the firm of Roger Bros., who operate a flouring mill at this place.

Stockbridge—Emil Milner has purchased Charles Brook's interest in the undertaking business of Brooks & Milner and hereafter the firm will be Milner Bros.

Coldwater—C. T. Yapp has sold a half interest in his grocery stock to B. B. Gorman. The new firm will continue the business under the style of Yapp & Gorman.

Manton—W. H. Campbell has sold his stock of furniture to Jerry Williams, who has removed it to his jewelry store building. Mr. Campbell will retain the undertaking department.

Copemish—G. H. Marzolf, who has been engaged in general trade here for several years, has concluded to retire from active business on account of poor health. He has sold his stock to Orcutt & Moeller, who have removed it to Crystal City and consolidated it with their stock there.

Bellaire—M. J. Flanelly, of the hardware firm of Meyer & Flanelly, who now resides at Ludington, will settle his affairs at that place and make this his permanent home.

Cadillac—Nelson R. Torrey has purchased the interest of his father in the marble and granite business of Geo. S. Torrey & Sons. The new firm will be known as Torrey Bros.

St. Johns—O. P. DeWitt purchased the jewelry stock of Krepps, DeWitt & Co. at auction sale, the consideration being \$2,500. The business will be continued by Mr. DeWitt.

Marquette—Phelps, Brace & Co. have discontinued their branch wholesale grocery house at this place, shipping the stock to Detroit, where it will be consolidated with the parent stock.

Newberry—C. D. Danaber has purchased the dry goods and clothing stock of A. J. Noble and will add to the stock. He has also purchased the shingle mill lately operated by the Noble estate.

East Jordan—A. B. Steele, who purchased the Gardner property a year ago and opened a store here, returned last week to his former home in Advance, taking his stock of groceries with him.

Jasper—James Jenkins has sold his grocery stock to Mr. Blain and will start a cheese factory at Rome Center, having purchased the boiler, vats, presses, hoops, etc., of James A. Dunbar.

Laurium—August Hietala and J. H. Jylha have formed a copartnership under the style of Hietala & Jylha and engaged in the grocery and provision business. The firm has a cash capital of \$1,800, each partner contributing \$900.

Lowell—Chas. McCarthy has sold a third interest in his grocery stock to Chas. H. Alexander and another third interest to Frank Taylor and the business will hereafter be conducted under the style of Chas. McCarthy & Co. The new partners are old-time clerks in the establishment who have justly earned the promotion thus accorded them.

Negaunee—The Lake Superior Produce & Cold Storage Co. has recently been organized with a capital stock of \$65,000. The officers of the company are as follows: A. J. Ruhl, President; J. P. Petermann, Vice President; John W. Ruhl, Secretary and Treasurer, and J. H. Rice, H. L. Baer and Johnson Vivian, Jr., directors. The company will absorb the interests of A. J. Ruhl & Co. April 1, and it is the intention to erect a large cold storage plant at Houghton the coming summer, the site being already secured.

Manufacturing Matters.

Caseville—John R. Poss is the new proprietor of the Caseville roller mills, he buying the same from W. R. Stafford, of Port Hope.

Mason—The Mason Buggy Co. succeeds the Mason Carriage Co., the members of the new firm being I. J. Kellogg and Chas. McBride.

Otsego—The lumber, wood and bicycle firm of Sebright, Hale & Co. has been dissolved, Messrs. Sebright and Edsell having purchased the interest of Lewis H. Hale and the Hale estate.

Cass City—The Wettlawer & Portz Manufacturing Co. has been organized to engage in the agricultural implement business, with a capital stock of \$10,000, of which \$1,900 is paid in. The members of the corporation are George Wettlawer, Stratford, Ont.; W. E. Portz, Tavistock, Ont.; Henry Wettlawer and J. A. Benkelman, of Cass City.

Riverdale—This is an excellent location for a grain elevator and produce buyer and the business men of the place will undertake to assist in a liberal manner in the establishment of such a business here.

Detroit—T. D. Buhl, L. B. Bell and Alexander McPherson have organized the Sprocket Chain Manufacturing Co. for the manufacture of malleable iron castings. The capital stock is \$75,000, with \$15,000 paid in.

Lansing—The Novelty Knitting Co. has been organized with a capital stock of \$15,000, of which \$12,000 is paid in. The incorporators are W. J. Owen, C. C. Pierce, E. H. Humphrey, F. F. Humphrey, H. E. Bodman and E. J. Davis, all of Detroit.

Portland—A movement is on foot to operate the Portland creamery, which has been idle for a number of years. It is proposed to organize a company, secure subscriptions to the amount of \$1,000 and equip the plant with modern appliances. John A. Webber, who practically owns the plant, offers to turn the property over to the new company for a nominal price and take stock for the amount.

Manistique—Ross Bros. are erecting a sawmill at Spalding and expect to begin operations by May 1. The company has purchased 68,000 acres of timber land of the Spalding Lumber Co., and on May 1 the latter company will relinquish all claims to the store and mill property at Cedar River. The new mill will be one of the best in the country, costing, when completed, over \$40,000. The daily capacity will be 30,000 feet of lumber, 4,000 ties, 250,000 shingles and 4,000 posts. The company has logged extensively this winter and about 10,000,000 feet of logs is banked along the river.

Commends Mr. Banker's Combination Plan.

Kalamazoo, March 27—I take a number of trade papers, and undertake to read them all carefully because of the valuable information I derive therefrom and the suggestions I am able to utilize to advantage. In all my experience with trade papers, however, I have never noted a more thoughtful contribution than J. M. Banker's excellent article in the last Tradesman on "Safe Anchorage for the Retailer." It hits the mark squarely between the eyes and offers the most feasible plan I have ever had brought to my attention for the amelioration of the retail dealer. It is a pity that every retailer in the country could not have the privilege of reading the article, so as to give the subject the enlightened thought that comes to every man of sense after perusing so pertinent and suggestive a treatment on the subject. It seems to me that no more profitable matter could be discussed at the coming convention of the Michigan Retail Grocers' Association than this, because some remedy must be adopted for the present congested condition of the retail trade—menaced on one side by the department store and on the other side by the catalogue house—or the ruin which Mr. Banker so graphically describes will surely ensue.

CELERY CITY.

Didn't Work.

"We persuaded our married daughter to move back from the country."

"Didn't she like it out there?"

"Yes; but she was always coming in to town just when we wanted to go out to visit her."

Amount Not Limited.

She—I suppose every man in this world has a limited amount of conceit?

He—Not at all, madam; most of us have an unlimited amount.

Grand Rapids Gossip

Allger & Co. succeed Irwin & Allger in the grocery business at 113 South Division street.

Ward Buzzell has opened a grocery store at Twin Lake. The Bail-Barnhart-Putman Co. furnished the stock.

A. Hirschman has engaged in the grocery business at Rapid City. The Bail-Barnhart-Putman Co. furnished the stock.

Fleischmann & Co. have removed their office and salesroom from 26 Fountain street to 29 Crescent avenue, where they have larger and better quarters than before.

C. M. Drake and W. J. Kane, who have handled the Grand Rapids end of W. R. Brice & Co. for the past two seasons, are on the ground again, ready for business as soon as the price of eggs gets down to the cold storage basis. They occupy the same location they had last year.

The grocery firm of Allger & Van Heulen, at 160 Clancy street, has been dissolved, John Allger succeeding. L. M. Van Heulen has leased a store building at the corner of Jefferson avenue and Pleasant street and will put in a line of groceries and provisions. The Olney & Judson Grocer Co. furnished the stock.

The Thompson & B. nnell Lumber Co. has established a branch office and yard at Evansville, Ind., placing the new business under the management of Karl Fries, who has been in the employ of the company for the past three years as Southern buyer. The Evansville branch will be utilized principally as a purchasing point for oak and poplar lumber.

The Produce Market.

Apples—The market is firm and the demand is active. Tallman Sweets command \$3. Baldwins and Greenings fetch \$4.25 and Kings and Spys are quoted at \$4.50.

Beans—The market is still in a normal condition, awaiting the return of another spurt in demand or price or both. Some years ago it was very generally believed that the condition of the bean market depended, to a great extent, on the condition of the potato market and the price of that staple. Of late years, however, this theory has been thoroughly exploded, frequently to the disappointment and loss of dealers still cherished the belief that there was any connection between the two.

Butter—The market continues strong, due to the lack of receipts. Fancy dairy in crocks and rolls readily fetches 15¢ to 16¢. Factory creamery is stationary at 20¢.

Cabbage—Home grown is held at 1¢ per doz. for fair stock.

Celery—20¢ per doz. bunches for White Plume.

Cranberries—Wisconsin Bell and Bugle, \$6; Cape Cod, \$7.

Cucumbers—Declined to 1¢ per doz.

Eggs—Local dealers are paying about 12¢, with the possibility of a little higher market the latter part of the week, in case the present stormy weather continues. After Easter, it is expected that there will be an immediate slump in the market, when the Eastern buyers who are already in the field will probably begin operations.

Honey—Light amber finds ready demand on the basis of 10¢.

Lemons—The active demand continues, with values ruling firm.

Nuts—Hickory, \$1.50@2 according to size. Walnuts and butternuts, 60¢.

Onions—Both red and yellow stock is in fair demand at 50¢@60¢.

Parsley—\$1 per doz. bunches.

Parsnips—Declined to 25¢ per bu.

Pop Corn—50¢ per bu.

Poultry—Scarce. Chickens, 12¢@13¢; fowls, 10¢@11¢; ducks, 11¢@12¢; geese, 10¢; turkeys, 12¢@14¢.

Sweet Potatoes—Illinois Jerseys are in fair demand at \$3.50.

Potatoes—The market is a little weaker than it was a week ago, but there is not very much shrinkage in the price, although there is not the same anxiety to secure stock. Accumulations are small, both in the hands of dealers and shippers, and in case the breakup in the roads should continue any considerable length of time, the Tradesman confidently expects to see the price at buying points advance to 65¢@70¢, because there will surely be a scarcity of stock before the farmers will have time and opportunity to meet the demand. Local buyers are laying in heavily, in anticipation of the demand which is pretty sure to arise.

Flour and Feed.

During the past ten days quite a radical change in sentiment regarding the value of breadstuffs has taken place. According to the Government crop report, farmers have, without doubt, quite a quantity of wheat in their hands, but from this time on they are naturally slow sellers every year, on account of the necessity of making preparation for spring crops. This year will be no exception, because the winter weather has already continued so long that spring work is coming all in a bunch and there will be a grand rush to hustle in spring crops as soon as warm weather comes. Then, again, the reports of crop damage from various sections of the country are of an alarming nature and farmers who have any wheat for sale prefer to wait until they can know more about the real extent of damage done by the severe winter.

Stocks of both wheat and flour in dealers' hands are light, and with a light movement of wheat from farmers for the next two months, it is but reasonable to expect that values will be sustained and, in all probability, somewhat advanced.

The city mills are all running steadily and have a good volume of orders booked for April.

Mill stuff is in excellent demand, with prices well sustained. Feed and meal have been moving quite freely at fair prices, based on cost of grain, as they are relatively somewhat cheaper than millstuff. WM. N. ROWE.

Hides, Pelts, Furs, Tallow and Wool

Light hides have declined in all markets. They are poor in quality and high in price and the tanner is, therefore, out of pocket. Packer's hides have advanced and are closely sold up. There is no accumulation of any grades.

Pelts are inactive, without any quantity being offered. Values are nominal. Pullers have quantities of wool on hand, with no enquiries for pulled.

Furs are in fair demand for most kinds of the winter catch, while spring skins are not wanted, except at a low value.

Tallow is in good demand at quite an advance on all grades, with a short supply. Prices are too high for soapers, but they must have a certain amount for use with other oils.

Wool is still firm, with no advance and with light sales. Michigan wools have moved to quite an extent during the past month, with some little enquiry coming. Values are not up to the cost of present holdings. The new clip is near at hand, with local buyers ready to pay last year's prices, in the face of a loss. They still have faith in higher values, which are now down to free trade prices. WM. T. HESS.

The Grocery Market.

Sugars—Raw sugars are practically unchanged. There is a very strong undertone, with sales made at a basis of 43¢ for 97 deg. test. All refiners report an increased business in refined. Arbuckle has reduced package sugars 1-16¢, bringing them down to the basis of the American Sugar Refining Co. Some concessions are being made on softs, but hard are unchanged. The National Sugar Refinery will start up about the first of April.

Molasses and Syrups—The molasses market is firm. Receipts at New Orleans are practically nothing. Corn syrups are meeting with a good sale and prices are unchanged.

Canned Goods—There has been a fair demand locally for spot corn, tomatoes and peas. Prices have been made on new pineapple for future delivery and quotations range about 10¢ higher than last year. At the advanced quotations there has been a good business done. A well known Baltimore authority has the following to say regarding the Baltimore market on canned goods:

"Briefly, the canned goods market here during the past week was dull, but strong. There is not a weak spot in the entire list; on the contrary, those articles which have been quiet and neglected heretofore are beginning to show more life. Outside of the regular everyday jobbing orders, however, there was very little doing, comparatively, both buyers and sellers seeming content to await developments. The outlook for the canned goods business during the next three or four months is good, very good, all along the line and the packers feel encouraged to anticipate a higher range of values excepting in those articles which have already had large advances. As to the coming peach crop, the college professors call it a 'gone' peach crop, but some of the hardheaded practical men who grow the fruit for a living refuse to believe there won't be any peaches at all. The opening of rail and lake navigation next month is expected to cause further activity in the market; already buying has commenced for shipment then. Tomatoes for both spot and future delivery are attracting the most attention."

Dried Fruits—Prunes are steady at full prices under greatly reduced stocks. The general situation is unchanged. Holders believe the prospect is more encouraging than usual and refuse concessions on what may be termed large lots. On the Coast the situation shows improvement, with advancing prices on about all sizes. Raisins are in large demand and recent sales have reduced spot goods materially. The J. K. Armsby Co. has the following to say about raisins: "We want to call your attention to the present condition of the raisin market. Eastern stocks are getting pretty well cleaned up; there is now a good deal of enquiry for raisins and purchases are being made for shipment from the Coast. The trade are taking the cheapest grade they can get, which is now 2 crown Pacific brand. Next to these come the 3 crown Pacifics. About twenty-three carloads of the 2 crowns have been sold during the last few days, leaving practically about ten to twelve cars unsold. There is a steady trade for raisins and they are being gradually eaten up. The stock that is left in the hands of the Association will positively not be sold at anything less than Association full prices, and we believe they have no more raisins there than will be absolutely needed during

the balance of the season. Buyers here are strongly advised to purchase now, as higher prices are looked for very soon; that is, after the 2 crown Pacifics are gone they will have to buy the 3 crown Pacifics, and when these are gone they will have to take the standards, and, as we have said above, they will not be sold at any reduction from Association full prices." Stocks of Persian dates have been increased by the European cargo of 5,300 boxes, consigned to a number of importers. Business continues good, however, and prices remain at previous figures.

Cocoanut—Manufacturers of desiccated cocoanut admit that a plan is maturing to form a combination in their branch of trade, with a capitalization of \$6,000,000 or \$7,000,000. The leading spirits in this organization are to be Leopold Schepp, of New York, the Dunham Manufacturing Co., of St. Louis, and the Wetmore & Pride Manufacturing Co., of Philadelphia.

The Grain Market.

As was predicted last week, this is a weather market, owing to the seemingly unseasonable weather and bad crop reports. Wheat has had a steady advance during the week of 5¢ on active futures between extreme prices and 3¢ on spot cash wheat. The market is in a very unsatisfactory condition for both buyer and seller. This will continue for several weeks yet. The visible, as usual this year, made another 75,000 bushel increase, so now we have as much in the visible on hand as last year. We might also state here that, while the Government crop report gave us the invisible amount on hand at 198,000,000 bushels, it omitted to state that this was measured bushels, while the average weight this year is 59 pounds, which would cut down the figures to 140,000,000 bushels. Taking all things into consideration, we think wheat is about low enough.

Corn has been very strong and shows an advance of 1½¢. Of course, the weather has something to do with the price of corn. This cereal is probably as low as it will be.

Oats remained steady, which is about all that can be said.

Rye advanced 3¢ since last writing and is very firm. Farmers in this section are very firm in their opinion as to crop damage and are holding onto all grains, expecting higher prices, especially on account of the lateness of the season.

Receipts of wheat by rail have been exceedingly small, being only 22 cars of wheat, 24 cars of corn and 8 cars of oats.

The millers are paying 68¢ for wheat.

C. G. A. VOIGT.

Gradually Gaining Ground.

The Commercial Credit Co. is gradually gaining ground, its list of subscribers now numbering over 500. The growth of the business is due to the good service given, particularly in the matter of collections, in which department the company is especially strong. Hardly a day passes that Manager Stevenson does not receive a letter from some subscriber, complimenting him on the collection of the account which was deemed hopeless by the owner, having long ago been passed to profit and loss.

The dignity of labor can never be illustrated by loafers who lean against lamp posts for a living.

For Gillies N. Y. tea, all kinds, grades and prices, phone Visner, 800.

Woman's World

Buying An Easter Bonnet.

One of the strange misapprehensions of life under which men labor is that women enjoy buying their Easter bonnet. By common consent they seem to regard it as a festive occasion and to view the trip to the milliner's as something in the nature of a picnic. So far from this being the truth, it is a season of harassment and tribulation, from which we generally emerge with nervous prostration and a hat we don't like, and one of the principal reasons Easter Sunday always seems the gladdest time of all the glad new year is because we realize then that, for weal or woe, becoming or unbecoming, the bonnet question is settled. There can be no more sending back to the store and exchanging feathers for flowers, or tulle for ribbon. As diplomats say, "The incident is closed," and we have to reconcile ourselves to what we have bought.

Of course, every mother's daughter of us, in the privacy of our own home, knows exactly what we ought to get and how much it ought to cost us. Above all we know all the "don'ts." We know that the woman with the long thin face shouldn't emphasize it by getting a hat that flares high up and is surmounted with towering feathers. We know that the woman with a turned-up nose who buys a turned-up bonnet is simply flying in the face of Providence. We are perfectly aware that she with a knobby face with irregular features, who gets a hard, unyielding, uncompromising sort of headgear looks "rocky," and that nobody short of an angel from heaven is pretty enough to stand a so-called plain walking hat. We know, on general principles, that a bonnet should never be an accident, but an ornament, and that we should avoid those that look like an inappropriate afterthought, an injudicious indulgence or an ill-directed ambition. It might be thought that with all this knowledge it would be the simplest thing in the world to go down and buy just exactly what we want and what suits us and wear it in joyfulness and peace. Alas, how little do the inexperienced who think thus know of the ways of milliners! The bonnet that comes up to our ideal of what we ought to have is never the one that fires our fancy, and so it is that whereas we went in determined to buy a useful plain straw with durable ribbon, we come out with a confection of violets and tulle and a bill that makes cold chills run up and down our backs when we think of it.

And this reminds me of Elise. The other day I met her wearing such a stunning new creation I felt myself justified in remarking upon it.

"Jack bought it," she said.

"It's a dream," I murmured.

"It cost \$31," she went on.

"Goodness!" I exclaimed.

"And he got the lesson of his life," she smiled.

"How was that?" I enquired.

"Well," she said, "you know, Jack thinks, and he really isn't different from other men, that he has a heaven-ordained genius for shopping. He has likewise a correspondingly poor opinion of my abilities in that line, especially as exemplified by my purchases in millinery. In fact, it's about the only thing that we ever get into an argument about and you might say that the only cloud that ever comes up on our matrimonial horizon is the size and shape of

a hat. Every year when the time comes for buying my summer and winter headgear we go over the same ground. It doesn't make the slightest difference what I buy; I've tried him on little hats and big hats and medium sized hats, but it's a case of all coons look alike to him, and all hats are open to the same criticism.

"Suppose, for instance, I've bought a little bonnet. I wait until after dinner, when he ought to be mollified and in a good humor if he isn't. Then I take out the box—which I have hidden under the stairs in the hall—and produce my triumph of millinery. I know he is going to make fun of it, but I assume a nonchalant and insinuating air and try to say casually, 'How do you like my new bonnet?' He takes it up, holds it on one finger and turns it around and says: 'You call this a bonnet! Three bunches of violets, a wisp of lace and a buckle? By George! it's no wonder that the asylums and sanitariums are crowded with women when you see how they dress and that there isn't a one in the whole bloomin' sex who has enough sense to buy so simple a thing as a bonnet. Going to wear that at night, I suppose, with no other protection on your head, and the next day you'll be groaning with the neuralgia and sending for the doctor. Look at me! Did you ever see me with a thing like that on my head? Never! I have entirely too much regard for my health and too deep a sense of the sacredness of my duty to my family, if you haven't, to expose myself that way. What did you pay for it, anyway?' 'Fifteen dollars,' I try to say defiantly. 'Fifteen dollars!' he howls. 'Fifteen—suffering Moses! Fifteen dollars for three bunches of violets, a string of lace and that buckle! It's an outrage! It's a confidence game! It's highway robbery and ought to be punishable by law. Here,' and he takes out a pencil and begins figuring on the back of an envelope, 'how much lace is there in that bow?' 'About half a yard,' I say on the guess. 'And what is it worth?' 'Perhaps a dollar.' 'And how much are those dinky little purple flowers worth?' 'Bout two bits a bunch.' 'And this buckle?' 'Oh, I don't know.' 'Well, it's nothing but glass and brass and ought not to be worth more than 10 cents at the outside.' I groan, remembering the milliner called it 'real.' 'And this straw frame?' 'I don't know,' I say again. 'I never ran a millinery store.' Jack surveys it contemptuously. 'Well,' he says at last, 'it's no bigger than a saucer, and you can buy a load of straw for a dollar or so, but I want to be fair, so I'll put it in at 35 cents, although that's an outrageous price.' Then he adds it up. 'There!' he says, triumphantly; 'that gives you a grand total of \$2.20—the real cost of the hat. And you see, my dear, you have just simply been done to the tune of \$12.80.' 'But it was imported,' I urge. 'Imported from Division street,' he sniffs. 'But they wouldn't sell it for any less, and I wanted it,' I cry at last, in conclusion. 'That's just it,' he answers. 'That's just the way you women let yourselves be imposed on. You never know what anything is really worth. You should just say distinctly and conclusively that the bonnet is worth about \$3 and you'll give them that, and no more. I venture to say I can go down there and buy anything they have for \$5. There's nothing like a person really knowing what they are about.'

"That was last year. This spring I

determined to give him his chance, and so the other day I told him I wanted a new hat and invited him to go with me and help me pick it out, as I wanted to get something to please his taste this time. We made an appointment and I went to his office and got him and steered him for the millinery store.

"Now, Jack," I said, "I want you to manage this affair. I'm not going to say a word. You do all the talking."

"All right," he confidently replied, 'and I'll see that you don't get taken in by any of their skin games, and when we get through you'll admit what I have told you all along, that beauty and economy are not incompatible in millinery if you only assume a firm attitude and know how to manage. You'll have the hat of your life, madame, and it won't cost over \$5.'

"Well, we went in, and one of those tall, haughty, silk lined creatures who always make you feel as humbly conscious of every inferiority of your toilette as if a searchlight had been turned on you came up to wait on us. Jack has been about the world a bit, but all his experiences had never fitted him to deal with a head milliner, and I saw him begin to wilt. He had come intending to take a high and mighty air with some dowdy little girl, and here he was being patronized from the top of his head to the sole of his foot by an autocrat who never even lets a woman so much as venture a suggestion. Presently I heard Jack saying in his best society way and in precisely the tone of voice he would use if he were asking Mrs. Croesus to let him bring her an ice, 'I—we—my wife—would you be kind enough to show us some new bonnets?'

"The first thing she brought out was a monstrosity that I wouldn't have been caught dead in and the price was \$18.

"Oh, I began, deprecatingly, 'we don't care for anything so expensive. Let us see something cheaper.'

"Cheaper," began the woman, a scorn of economy thrilling every word, 'this is really very inexpensive. M'sieur would not like to see madame wearing a thing that was coarse and dowdy.'

"Certainly not," said Jack, 'I always buy the best; cheapest in the long run, you know.'

"Well, at that I dropped out of the game and I never enjoyed anything more in my life than watching that woman work him. We tried on hats, and tried 'em on, and in the course of it she told Jack that he had the taste of an artist, and that it was a pleasure and a privilege to receive his suggestions, and that we looked so young no one would have believed we were married, and what happiness it must be to madame to have always the benefit of the advice of a man so sympathique and with such knowledge of dress, and so on, and so on. And in the end she sold him this hat, which he regarded as a bargain at \$31.

"When we got out on the street again, I turned to him. 'Jack,' I said, 'I am converted. It does take the strong and unwavering masculine intellect to deal with a milliner. I'll never buy another hat for myself as long as I live. I'll always get you to go with me and select it.'

"No, you won't," he answered, 'not much! You'll never get me inside a millinery store again. It's a pleasure, but it comes too high for me.'

"Yet," added Elise, craning her head around to get a back view of her hat "I think this hat was cheap enough—all things considered."

DOROTHY DIX.

Grandmothers—Old and New.

No one can read the papers nowadays without being led to the conclusion that the subject of paramount interest to women is how to keep young. The advertising columns teem with the laudations of creams and lotions, each of which is guaranteed to be a perennial fountain of perpetual youth, and the women's page is loaded to the guards with advice about massage to ward off wrinkles and physical culture exercises to keep down fat or promote plumpness, until one wonders if this kind of thing goes on what we are going to do for grandmothers in the future—for women who are frankly and avowedly and contentedly old.

Of course, everybody is glad of the lengthening span of youth that modern ideas give women. It is good for them and good for the world that they should keep their bodies strong and supple with outdoor exercise and their hearts and minds young with new thoughts and new interests, but when one sees an elderly woman pinning false frizzes on over her honest gray hair before she puts on a sailor hat and starts out on her wheel, one can but sigh for the good old days when a woman was content, when age had come to her, to wear caps and sit quietly at home in her corner.

Many of us cherish among our most hallowed memories such a picture. Other people might come and go. Domestic events might raise cyclones that swept over other parts of the house, but grandmother's corner was like a shrine up to which the troubled waters might indeed creep, but from which they rolled back, calmed and still-d. She was never too busy to hear the story of childish woes, or to mend a broken toy or a broken heart. Grandmother, in all her life, had never praved in public and would have died of fright at the sound of her own voice in a woman's meeting, but long after the words of the most eloquent preachers turned to dust, the sermons she preached in the quiet dusks to the children at her knee came back to shape their lives for them. Grandma knew nothing of logic, but, before the saintly light on the old face that had been turned so long towards the new Jerusalem it had caught some of its radiance, all the poor arguments of infidelity and agnosticism slunk back abashed.

It is hard to believe that the new grandmother is going to be any improvement on the old, and we can but feel a thrill of pity for the little people who will have no such gracious and tender memories, but instead will, in after years, recall a painted and powdered and frizzed old woman making desperate efforts to hold onto a vanished youth, and who even taught their baby lips to call her some silly name instead of grandmother, ashamed of the very title that time had brought her. Of course, the new grandmother is a far more learned woman than her predecessor, and knows things of which she never dreamed. She is progressive and up-to-date and perfectly capable of entering into the details of her grandsons' football game or her granddaughters' flirtations, but it may be even doubted if in this hail-fellow-well-met companionship the influence for good is as strong as in the old days when there were things one could not have told grandmother any more than one could have violated a sanctuary. Modern times have brought about many improvements, but the old-fashioned grandmother was the better.

CORA STOWELL.

LYON BROTHERS

The Greatest Bicycle Event of the Year
High-Grade Sovereign Bicycles

For Gents **\$18.75** For Ladies



Specifications of our
Gents' Sovereign Bicycle.

(Flush Joints.)

FRAME—Seamless, 22 or 24 inch, 1 1/4 inch tubing, flush connections.
 FRONT FORKS—Plated Arch Crown, 1 inch forged.
 REAR FORKS—3/4 inch taper to 5/8 inch taper upper, 7/8 inch D and taper to 1/2 inch lower.
 COLOR—Black, maroon or green.
 STRIPE—Gold pin.
 CRANK—6 1/2 inch Thompson 2 piece.
 SPROCKET—24 tooth, cut from boiler plate steel, highly plated.
 HUBS—Made from best bright steel tempered and machined and plated, 7/8 or 9 tooth.
 CONES AND CUPS—Tempered and ground true, made from the best steel, the best bearing made.
 SPOKES—32 front and 36 rear, Excelsior Needle Co.'s.
 SEAT POST—T pattern.
 BALL RETAINERS—In hubs and hangers.
 RIMS—1 piece, V shape, the strongest rim produced.
 BARS—7/8 inch upturned, downturned or ramshorn, with expander.
 GRIPS—Cork, fancy tip.
 SADDLE—Brown pattern.
 PEDALS—Hercules rat trap.
 CHAIN—Crown B Block, straw pattern, blued side plated, polished top.
 TIRES—Oxford single tube, 28x1 1/8, made by Kokomo Rubber Co., Kokomo, Ind.

Tool Bag with Complete Outfit.

Price Complete, \$18.75

Furnished with Morgan & Wright Single or Double Tube Tires at an additional Cost of \$2.00.

1899 Sovereign Bicycle

Specifications of our
Ladies' Sovereign Bicycle

(Flush Joints)

FRAME—Seamless, 21 or 23 inch, 1 1/4 inch tubing, flush connections.
 FRONT FORKS—Plated Arch Crown, 1 inch forged.
 REAR FORKS—3/4 inch taper to 5/8 inch taper upper, 7/8 inch D and taper to 1/2 inch lower.
 COLOR—Black, green or maroon.
 STRIPE—Gold.
 CRANK—6 inch Thompson, 2 piece.
 SPROCKET—22 tooth, cut from boiler plate steel and plated.
 HUBS—Tempered and ground true, made from best bar steel, proven the best bearings made.
 SPOKES—32 front and 36 rear, Excelsior.
 SEAT POST—T pattern.
 BALL RETAINERS—In hubs and hangers.
 RIMS—V shape, 1 piece, plain finish.
 GUARDS—Full length, wheel guards to match rims and laced with cord to harmonize; chain guards to match, with aluminum sprocket shields.
 BARS—7/8 inch upturned, with expander.
 GRIPS—Cork.
 SADDLE—Brown pattern.
 PEDALS—Hercules rubber.
 CHAIN—Crown B Block, blued side plates, straw centers, polished top.
 TIRES—Oxford single tube, 28x1 1/8, made by Kokomo Rubber Co., Kokomo, Ind. 28x1 1/8.

Tool Bag with Complete Outfit.

Price Complete, \$18.75

Furnished with Morgan & Wright Single or Double Tube Tires at an additional cost of \$2.00.



GUARANTEE: We guarantee to make good for year 1899 by replacement (exclusive of tires, which are guaranteed by the manufacturers) when delivered to us, charges prepaid, through dealer from whom wheel was purchased, all parts that prove defective, when defect was not caused by misuse or neglect.

TIRE GUARANTEE: Tires are guaranteed by the manufacturers, to whom they must be returned if they prove defective. Oxford Single Tube Tires are made by the Kokomo Rubber Co., Kokomo, Ind. Double Tube Tires by Morgan & Wright, Chicago.

TO THE TRADE: The complete edition of our Spring and Summer Catalogue, No. 238, is now ready for distribution. Mailed free to merchants upon application only.

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ONE DOLLAR A YEAR, Payable in Advance.

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Michigan Tradesman.

E. A. STOWE, EDITOR.

WEDNESDAY, - - - MARCH 29, 1899.

WHAT IS THE OUTCOME?

The Tradesman is in receipt of a number of letters from its readers, commending and commenting on the combination plan of merchandising suggested by a valued contributor in last week's issue. The plan is evidently suggested in the belief that the competitive system has proven a failure, so far as the retail trade is concerned, and that there are but two alternatives—co-operation on the one hand and combination on the other.

To the statement that the competitive system is a failure, the Tradesman is not inclined to dissent. As a matter of fact, competition has been carried to that extent in this country that it has practically ceased to be competition, in the best sense of the term, and has degenerated into strife, in which the element of honorable rivalry is almost wholly eliminated. The average dealer acts on the assumption that he has no competition worthy of his consideration; that his goods are better and his prices lower than those of his neighbor in trade. His sole ambition is to win the patronage and secure the dollars of his competitors' customers, no matter what means he employs or what deceit and chicanery he utilizes to bring about this result. This demoralization is due to the introduction of the department store and the questionable methods resorted to by that class of traders to attract and hold customers. The demoralization has crept into localities remote from department stores, just as the deadly miasma of the valley is sometimes swept up the mountain, poisoning the blood and paralyzing the ambition of those who inhabit the higher levels. There are, of course, honorable exceptions to the general rule. Every community of any consequence contains merchants who scorn the methods of the hyena in trade and refuse to conform to the new order of things. Unfortunately, their number is gradually lessening and their influence is gradually waning.

What, then, is the logic outcome? There are but two alternatives—co-operative distribution or communism on the one side or combination and consolidation on the other. The retail trade is gradually coming to a point where it must face the issue, just as the manufacturing interests of the country have already met that dilemma. Experience has demonstrated that it is just as necessary that the expense of retail distribution should be curtailed as it is that

the expense of manufacturing should be lessened. The people are demanding that the necessities of life shall be delivered at their doors at the smallest possible margin of expense and profit. The department store apparently meets this demand by buying staple goods in such quantities as to secure the most favorable terms and distributing them at a low ratio of expense by means of cheap help and the most approved modern business methods, which involve no element of loss through the giving of credit. Unable to buy goods as cheaply as the department store, or to turn them over at as low a ratio of expense by reason of the employment of male clerks instead of cheap girls, and seriously handicapped in the race by the disposition to still cling to the credit business, the average retail dealer finds himself unable to compete with the department store on an even basis and make anything more than a bare living.

In view of these facts and in consideration of the experience of the wholesale trade, which finds it necessary to create and maintain iron-clad agreements on sugar, coffee, soap, tobacco and a score of other staple articles, in order to avoid doing business at a loss, is it any wonder that the retail dealer turns in disgust from the competitive system and yearns for some plan which will yield him the returns incident to combination or bring him the peace of mind consequent upon co-operation?

FOLLOWING SMITH'S FOOTSTEPS

George Clapperton has announced himself as a candidate for congressional honors—not in so many words, but by an action which plainly foreshadows his intentions. When an aspiring politician goes before a meeting of trades unionists and voluntarily announces that he has "made a study of unionism" and is prepared to commend its tenets and tendencies, it can safely be set down as a fact that the compliant gentleman has one eye firmly fixed on the dome of the Capitol at Washington and that he has entered upon a policy of conciliation and stultification to satisfy this ambition. Of course, a lawyer has exceptional facilities for carrying on the study of trades unionism from his lofty location on the top floor of the Trust building, but an hour's actual experience with unionism on the ground floor of a factory or one short interview with a boorish and arbitrary walking delegate or strike manager will speedily convince the candid searcher after truth that there is a vast difference between preaching and practice—between the aims and objects of unionism as set forth in the text books of the movement and the hunger and disappointment and defeat of the men who blindly follow the leadership of venal and unscrupulous managers. The Scriptures declare that a man shall be judged by his fruits and not by his pretensions. The fruits of unionism, in the perverted operation prevalent to day, are drunkenness, disorder, disloyalty and anarchy, and the lawyer with political ambitions and the preacher with good intentions who countenance such an element by attending the meetings of the marplots and uttering honeyed words to men whose abiding place is the slums and saloons will have something to answer for in after years when the results of their actions are brought home to them.

If Rudyard Kipling is permitted to read all the poetry that has been written about him it may make him sick again.

GENERAL TRADE SITUATION.

There is enough of variety in both movement and prices to make the industrial situation interesting and to show that the advance, which on the whole is very general, is subject to the checks and stimulus of varying conditions, which would not be the case in a boom movement. During the past week there has been a diminution in the activity of the more speculative stocks, but this has been more than overbalanced by the increase in standard railway shares. These have appreciated in value on an average \$1.76 per share. The manipulated stocks, led by sugar which had been so unduly boomed the preceding week, met with sufficient reaction to carry the average of trusts downward 63 cents per share.

The movement of all principal products except cotton continues without abatement. The exports of wheat, including flour, have been in three weeks 12,259,628 bushels, against 12,060,135 last year, and of corn 11,647,541, against 11,723,187 last year. Of the two grains together the exports since July 1 have been about 313,000,000 bushels, against 305,000,000 last year. Copious rains have rejoiced California with prospects of a great yield, and while news of injury by the weather comes from some districts at the West, as always happens at this season, the single fact that Western receipts of wheat have been 10,180,957 bushels in three weeks, against 7,893,606 last year, shows clearly that no shortage of supplies is generally apprehended. Influenced partly by such reports, but probably more by foreign advices, especially of famine in Russia prices steadily advanced during last week, in all 4½ cents, with corn also 1½ cents stronger. This week maintains the upward tendency, with a slight slackening at the last on account of favorable crop reports.

Cotton exports have remarkably decreased, since March 1 having been only 276,251 bales, against 678,446 last year, and the price has shown weakness, although closing without change. The heavy exports earlier and great stocks carried abroad make the shrinkage natural, but it means an important reduction in merchandise exports. Although factories are busy and goods are strong in price in spite of the weakening of the material, the takings of spinners, North and South, have been in March thus far 7,000 bales less than last year, while receipts from plantations last week were larger than a year ago. The woolen manufacture has been buying a little more freely of wool, with considerable concessions in prices by Eastern dealers and also in sales by Western holders. The machinery is not all fully employed, and the prospect of various consolidations appears to retard business to some extent. In boots and shoes shipments during March have been considerably smaller than last year, but larger than in any other year, and notwithstanding recent advances in leather there seems to be more business, although jobbers are still conservative.

The iron situation continues the same intensity of activity, with advances in manufactured products which threaten to check foreign demand if continued. It seems as though the opening of the world's markets which resulted from the Spanish war has stimulated demand until it has forced prices far above the normal. It remains to be seen to what extent the prestige may be maintained. It is probable that slackening demand will bring a return to a nearer parity

with the rest of the world. Prices have advanced 24 per cent. for products taken together since February 1, and 38 per cent. for pig iron, and although Bessemer has yielded some during the last week, anthracite at Newark, Grey Forge at Pittsburg and Southern pig at Chicago are all higher.

At the principal clearing houses, in twenty working days of March, payments have averaged \$304,905,000, which is 44 5 per cent. more than last year and 57.8 per cent. more than in 1892. Less speculative stock excitement may have rendered returns deceptive; the payments at the thirteen largest cities outside New York may be separately compared, but they show an increase over last year of 39 per cent. for the week and 26 per cent. for the month, and an increase over 1892 of 44 per cent. for the week and 38 per cent. for the month. It can not be denied that in volume business is far surpassing all records.

When the hour came for the Kansas Legislature to close, the other day, the executive council took the somewhat remarkable precaution of stationing detectives at every exit of the state-house, with instructions to see that no public property was carried away. It has been the custom in the past, it seems, for a vast number of articles, ranging from typewriters down to ink-stands in value, and from desks and chairs to bunches of envelopes in size, to disappear at the end of every session, and the authorities decided that for once at least this sort of stealing should be discouraged. The detectives found plenty to do, and dozens of would-be thieves were forced to disgorge. The depredators were chiefly legislative employees. It would be interesting to know whether the Kansans are peculiar in looting their Capitol or in taking action to prevent the dirty business. There are other states in which legislative "souvenirs" are not quite unknown.

The purpose of the United States to exercise control in Cuba only until such time as the people of that island shall be able to establish a stable government is reaffirmed in the decision of Attorney General Griggs denying the application of the Commercial Cable Co. to land a cable in Cuba. By the act of March 3, 1899, Congress directed that "no property franchise or concessions shall be granted in the island of Cuba during the occupancy thereof by the United States." This precludes the granting of the cable company's request, and is a wise inhibition. A power less scrupulous might farm out all that is worth while in the island while in temporary possession, so that when the Cubans came into power they would find nothing to administer upon. The good faith of the United States is to be preserved.

There will be no marrying in haste and repenting at leisure in Wisconsin henceforth. The new marriage law, as passed by the Assembly, provides that five days must elapse between the taking out of the license and the marriage ceremony, and that during the time the license must be kept on file and recorded by the Register of Deeds of the county where the parties or the bride resides, or, in case the parties are not residents of the State, in the county where the ceremony is to take place.

There is war enough in Manila to keep the magazines supplied with battle matter for a couple of years.

AGITATION AGAINST BOUNTIES.

In writing about the injury done sugar-producing countries by the bounty-fed beet sugar of Europe, newspapers and other publications have not commonly taken India into account as among the countries injured by this competition. It now develops, however, that India is seriously injured by the cheap European beet sugar and has actually been forced to follow the example of the United States and impose countervailing duties upon bounty-fed sugar in self-protection.

It must not be supposed, however, that the situation in India is the same as that prevailing in the cane-producing countries of the West Indies. It is true that the bounty-fed sugar has materially injured the West India sugar-producing islands; but it has done so, not by competing with their sugar in their own home markets, but by forcing down the price of cane sugar in the markets of Great Britain. The West Indies export large amounts of sugar, whereas India exports but little, nearly all her production being consumed at home.

The action of India in imposing countervailing duties will, without doubt, stimulate the British West India colonies to renew their demand for protection from bounty-fed sugar. They themselves can do no good by imposing duties. What they demand is that England should place a tax on bounty-fed beet sugar sufficient to drive it out of English markets, thus giving colonial sugars preferential treatment. Thus Great Britain is asked to tax the millions of her population for the benefit of a number of small colonies. This is a very different proposition from that which confronted India.

In British India sugar is produced on a large scale and is one of the leading industries of the people, but the product is nearly all consumed at home. The imported beet sugar, by materially lowering the price of sugar to consumers, has greatly damaged the sugar-cane interests of the natives, impaired the value of their lands and curtailed their incomes. The countervailing duty has, therefore, been imposed as a protection to the home industry.

The situation in India is very similar to that prevailing in the United States. The competition of bounty-fed beet sugar was becoming a serious menace to the domestic sugar industry before Congress decided to put a countervailing duty equivalent to the bounty paid. The duty has been successful in checking the competition of beet sugar, and this success has no doubt been instrumental in inducing the Indian government to adopt the countervailing duty.

The action of India is another blow at the bounty system of continental Europe, and will aid the agitation which is constantly growing against the continuance of the bounties.

A FRIENDLY RIVALRY.

It was a joyful occasion for host and guest when Ambassador Choate remarked, among other things, at the banquet in his honor, that the two nations, while standing side by side in carrying out the high ideals of National uprightness and honor, would still continue a friendly rivalry in regard to the world's commerce.

The time has been when a statement of that character would have met with a complacent "Well!" from the country of the "Woolsack;" but there is little doubt in commercial circles that the incidental remark has been the cause of

considerable sober thinking. There is such a thing as a too friendly rivalry and it is barely possible that such a condition of things may be now approaching between John and Johnathan. Not that anything like strained relations exists. So long as the rivals are head to head in the commercial race it is exciting and enjoyable for both, but the moment one forges ahead the friendliness will take to itself wings. A few figures will furnish a moral and adorn the tale:

The exports of domestic merchandise from the United States, in the eight months ending with February, amount to \$89,335,141; those from the United Kingdom amount to \$789,960,427. The domestic exports from the United States, during the calendar year 1898, were \$1,233,564,828, while those of the United Kingdom were \$1,131,944,331, a difference of over \$100,000,000.

That year was the first in which the United States came out ahead in domestic exports. Twice before the domestic exports of this country have been over a billion dollars, while for the last twenty years the United Kingdom has constantly gone beyond that amount. In 1879, the latest year in which her exports of domestic merchandise fell below a billion dollars, they amounted to \$928,929,026; that same year our figures for the same merchandise were \$754,656,755, so that, during the double decade, Great Britain scores a gain of 22 per cent. and the United States finds 63 per cent. for her record of gain, during the same period.

In the exchange of commodities during the last twenty years the advantage is in favor of this country. In 1879 our exports to the United Kingdom were \$346,485,881; in 1898, \$584,398,302, a gain of 54 per cent.—ours for the same time being 63 per cent.—a statement the more remarkable from the fact that our imports from the United Kingdom have not increased at the rate her purchases from us have grown. The imports into the United States from Great Britain in 1898 are no greater than they were twenty years ago, the imports from that country in 1879 being \$108,538,812 and in 1898 \$108,945,185.

There is no doubt that Great Britain would enjoy the progress of the United States, as it is here recorded, if it were the result of rivalry between this and any other country in Europe. It remains to be seen whether, if this condition of things continues, the rivalry will remain so friendly as it was reported to be at the time of the banquet. Blood is thicker than water; but there are limits even to that, and even members of the same family have been known to disagree. The Yankee's love for the Almighty Dollar, pronounced as it is, has been inherited, and it is safe to predict a lively time if each of these two branches of the Saxon family ever makes up its mind to gain the entire possession of the same thing.

The Mayor of Atchison has officially notified the citizens that he wants everybody to take a course of the cider-vinegar treatment for the prevention of smallpox. This treatment extends over a week, and the patient is expected to take a tablespoonful of vinegar three times a day. The Mayor is backed by the city physician, who declares that it is the best preventive known.

By the time a man has dropped all his burdens, he has become so old and worn out that he is a burden himself.

MEN OF MARK

C. U. Clark, President Michigan Bark & Lumber Co.

It is not often that a person is privileged to do business or be associated in a business way with three generations of the same family, but the editor of the Tradesman has had the privilege and pleasure of doing business with three generations of Clarks—Nathaniel Clark, who is spending the evening of his life in Reed City, N. B. Clark, whose tragic death a couple of years ago shocked the business world with which he was identified, and Clarence U. Clark, who succeeded his father as President of the Michigan Bark & Lumber Co. The first business experience the writer had was in the general store of Clark & Simpson, at Reed City, in the spring of 1872. Nathaniel Clark, the senior partner, devoted his entire attention to the mercantile business, while his partner dabbled in timber and lumber. Mr. Clark was diligent in business and soon secured for the firm



the confidence and patronage of the people. He is a man of strong convictions, intensely religious and eminently fair in his dealings. Although the relationship of employer and clerk was of only a few months' duration, the example of Mr. Clark and the precepts he inculcated in his clerk have been of lasting value to the latter in his life work.

Clarence U. Clark was born on a prairie farm in Mower county, Minnesota, Nov. 27, 1868. When he was 3 years old, his parents removed to Reed City, where they remained two years. Their next abiding place was at Chase, where for two years the father was associated with the construction department of the F. & P. M. Railroad. The family then removed to Fremont, where the elder Clark was connected with the C. & W. M. Railway, subsequently establishing himself in the hemlock bark business, which afterwards grew to such large proportions under his own and his son's direction. Mr. Clark attended school at Fremont during the eleven years he resided at that place and, on the removal of the family to Cadillac, went on the road purchasing and inspecting bark, covering the buying points between Cadillac and Reed City, including the Luther and Osceola branches. Sept. 1, 1886, the family removed to Grand Rapids, where Clarence attended Swensberg's business college during the winter. In the spring of 1887 he resumed his position in the

office of his father, which position he retained with the subsequent firm of N. B. Clark & Co. In 1892, when the business was merged into a corporation under the style of the Michigan Bark & Lumber Co., Mr. Clark became a stockholder, and two years later he was made a director and elected to the responsible position of Secretary and Treasurer. On the death of his father, May 15, 1897, he was elected President of the company, which position he has filled with great credit to himself and with profit to the stockholders.

Mr. Clark was married Oct. 15, 1891, to Miss Cora E. Sees, of Grand Rapids, and has had two children—a daughter now nearly 2½ years old and a son who died at the age of 6 months. He is an attendant of the Congregational church, of which his wife is a member, and is a devoted adherent of the Masonic fraternity up to the 33d degree. He is also a member of the Michigan Knights of the Grip.

Mr. Clark attributes his success in business to his intimate knowledge of details, due to the fact that he has undertaken to master every part of the business. He has been kept very busy since his boyhood in acquiring this knowledge, so that he has had no time for foolishness, having devoted every moment to the study of hemlock bark from the time it is peeled from the tree until it produces the finished product at the hands of the tanner. The fact that he was able to take up the work of his father, when the latter was suddenly summoned from the scene of his activity, and carry it forward to a successful issue clearly demonstrates that during the years of his tutelage he made the best of his opportunities and omitted learning no point which would contribute to his success.

There is something peculiar and almost ominous in the frequency with which the State Department officials are giving out foreign commendations of our consular service, and the information supplied by it to American merchants and manufacturers. Of course, these praises from English, German and French authorities make very pleasant reading, but if they are to serve as arguments for leaving unchanged the present method of selecting and removing our foreign representatives, then they are open to a good deal of suspicion. That all of our consuls are disreputable or incompetent politicians is a claim that no sane man would make, but that more than a few of them are one or the other, or both, is beyond question, and equally certain is it that the system of appointment now in vogue, if perpetuated, will prevent the formation of a service as creditable throughout as it now is in spots. The foreigners envy us the best, most intelligent and most industrious of our consuls, and well they may, but no American citizen has traveled to the more out-of-the-way parts of the world without finding himself forced to listen in angry silence to tales that were inspired not by envy, but by well-warranted contempt.

No trust has angered the anarchists and trades unionists so much as the proposed soap trust. They never use soap; but it is the principle of the thing they stick at, and resolve to do the combine dirt.

There are some people who make it necessary to lie about them when anything good is to be told of them.

Fruits and Produce.

Good Results From the Use of Water Glass.

Some months ago the Tradesman devoted considerable space to the report of experiments which had been made in Germany with various methods of preserving eggs, from which it appeared that of all the methods tried a solution of water glass afforded the most satisfactory results. The North Dakota experiment Station at Fargo has recently issued a bulletin containing an interesting report of further experiments made by E. F. Ladd with a solution of water glass, from which we take the following:

During the past summer a statement was made in one of the agricultural journals that water glass was a preservative for eggs. From the nature of this product the method seemed promising, and it was decided to make some experiments to determine whether it had any real value for this purpose. The shell of an egg has a very thin coating of mucilaginous, albuminous matter upon its surface that seems to protect the eggs for a considerable time from atmospheric action or the introduction of the germs of decomposition. If this coating be removed immediately after the egg is deposited while still warm the keeping quality seems to be much reduced, or if eggs that become soiled in the nest are washed, this albuminous coating is softened and the life of the egg shortened thereby. This would suggest that a method for preserving eggs should be one based upon experiments that would tend to more thoroughly protect this natural condition of the eggs, and at the same time keep the air as far as possible from the eggs. For this purpose lime has not proved wholly successful, neither has salt nor brine, for while each of them aid in protecting against air, the albuminous coating of the egg has been destroyed and the shell much weakened. These adverse conditions seem to be more largely overcome by the use of water glass than in either of the other methods. After experiments with solutions of various strengths, and under varying conditions, we found a 10 per cent. solution of water glass would preserve eggs very effectually, so that at the end of three and one-half months eggs that were preserved the first part of August still appear to be perfectly fresh. In most packed eggs, after a little time, the yolk settles to one side, and the egg is then inferior in quality. In boiling eggs preserved for three and one-half months in water glass the yolk retained its normal position in the egg, and in taste they were not to be distinguished from fresh unpacked store eggs. Again, most packed eggs will not beat up well for cakemaking or frosting, while eggs from solution in water glass seemed quite equal to the average fresh eggs of the market. It should be borne in mind that in these experiments only fresh eggs were used for preserving; no egg was more than four days old. Eggs that have already become stale can not be successfully preserved by this or any other known method so as to come out fresh.

Water glass is a very cheap product that can usually be procured at not to exceed 50c per gallon, and one gallon would make enough solution to preserve fifty dozen of eggs, so that the cost of material for this method would only be about 1c per dozen. Water glass is sodium and potassium silicate, sodium silicate being usually the cheaper. If wooden kegs or barrels are to be used in which to pack the eggs they should first be thoroughly scalded with boiling water to sweeten and purify them. For those who may desire to try this method I give the following directions:

Use pure water that has been thoroughly boiled and then cooled. To each ten quarts of water add one quart of water glass. Pack the eggs in the jar and pour solution over them, covering well.

Keep the eggs in a cool dark place. A dry cool cellar is a good place.

If the eggs are kept in too warm a place the silicate is deposited and the eggs are not properly protected. Do not wash the eggs before packing for, by so doing, you injure their keeping quality probably by dissolving the mucilaginous coating on the outside of the shell.

For packing use only perfectly fresh eggs, for stale eggs will not be saved and may prove harmful to the others.

Regulating the Sale of Process Butter.

Albany, March 23—Gov. Roosevelt gave a hearing this noon on Senator Ambler's bill regulating the manufacture, sale and branding of process butter, a compound of various grades of butter worked over and manipulated by the use of preservatives. The hearing developed the fact that the State Department of Agriculture can not prohibit the sale of butter of an inferior grade, and although this had no direct bearing on the measure under discussion it provoked from the Governor an expression to the effect that he hoped a bill aimed against such butter would be speedily passed.

The opposition to the process butter bill was represented by a number of wholesale commission merchants, who were heard through Attorney J. S. Frost, of this city. Mr. Frost admitted that they were opposed merely to the branding of the butter as such.

Gov. Roosevelt thought, under the circumstances, that it was unnecessary for any of the advocates of the bill to present any arguments, thus practically announcing that he would sign the bill.

Since the hearing above described the measure has passed both houses of the Legislature in the following form:

No person by himself, his agents or employees, shall manufacture, sell, offer or expose for sale, butter that is produced by taking original packing stock or other butter or both and melting the same, so that the butter fat can be drawn off, then mixing the said butter fat with skimmed milk or milk or cream or other milk product and re-churning the said mixture, or that is produced by any similar process and is commonly known as boiled or process butter, unless he shall plainly brand or mark the package or tub or wrapper in which the same is put up in a conspicuous place with the words "Renovated Butter." If the same shall be put up, sold, offered or exposed for sale in prints or rolls, then the said prints or rolls shall be labeled plainly with printed labels in a conspicuous place on the wrapper with the words "Renovated Butter." If the same is packed in tubs or boxes or pails or other kind of case or package, the words "Renovated Butter" shall be printed on the top and side of the same in letters at least one inch in length so as to be plainly seen by the purchasers. If such butter is exposed for sale uncovered, not in a package or case, a placard containing the label so printed shall be attached to the mass of butter in such manner as to easily be seen and read by the purchaser. No person shall sell, offer or expose for sale any butter or other dairy product containing a preservative, but this shall not be construed to prohibit the use of salt in butter or cheese.

Reason for Doubt.

"Did you sever your connection with the firm or were you discharged?" asked the friend.

The man out of a job gave a few minutes to thought before answering.

"I'm a little uncertain about that," he said at last.

"Uncertain?"

"Yes. Of course, I know that office boys are discharged and general managers sever their connections, but I can't be sure that I was high enough up to sever my connection, and I don't like to think I was low enough down to be discharged. Perhaps you'd better make it that the firm and I disagreed."

It is always surprising how much deeper a hole is after one gets into it.

The trouble market is easy and it can always be borrowed at low rates.



BEANS, HONEY AND POPCORN
POULTRY, VEAL AND GAME

Consignments Solicited.

Quotations on Application.

98 South Division St., Grand Rapids

Clover and Grass Seeds

Onion Sets, Field Peas, Seed Corn

Highest Grades and Lowest Prices.

ALFRED J. BROWN SEED CO., Grand Rapids, Mich.

Seed Merchants.

If any Beans to offer send sample; state quantity and price delivered Grand Rapids.

FIELD-SEEDS

A SPECIALTY

SEND US YOUR ORDERS

ALWAYS IN THE MARKET FOR

POTATOES & BEANS.

SEND SAMPLE BEANS

AND QUANTITY TO OFFER.

ESTABLISHED
1876

MOSELEY BROS.,

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

J. W. LANSING, WHOLESALE DEALER IN BUTTER AND EGGS

BUFFALO, N. Y.

Our market on Eggs is in a good, healthy condition as all receipts have been cleaned up daily at good prices—13@13½. This week I expect the usual heavy demand as everybody will have eggs for Easter, which will clean up the market, so I expect to see good prices next week. Keep shipments coming regularly, as they will be wanted. Write for any information, prices, etc.



The Neatest, Most Attractive and
Best Way

to handle butter is to put it in our

PARAFFINED
PARCHMENT-LINED
PACKAGES

Write for prices.

MICHIGAN PACKAGE CO., Owosso, Mich.

POTATO SHIPPERS

Can save 20% on their paper for lining cars
by using our

RED CAR PAPER

Write us for sample and price

H. M. REYNOLDS & SON

GRAND RAPIDS, MICH.

UNCERTAIN MARKET.

New York Egg Dealers Unable to Fathom the Future.

I have heard a good deal of talk on the street during the past week in regard to the prospect for prices of eggs during the height of the approaching storage season. There is a fear that the competition for April eggs will be too strong to afford a supply to those who would govern their paying prices by the considerations then set forth. This seems to be rather unfortunate and it is to be hoped that conservatism may still prevail. There are some further considerations in regard to the conditions which bear upon the profits of spring holdings which add materially to the uncertainties of the outcome and which throw the results of spring storage even more wholly upon chance if prices are maintained above average rates. I refer to the effect of summer weather upon the quantity of summer and fall fresh production. During the heated period of July, August and September the spoilage of eggs is more or less according to the degree of heat and there is little doubt that the effect of summer weather upon the general condition of the fowls makes considerable difference in the extent of fall production also. Moderate weather through the summer has a material influence upon the early unloading of spring eggs because it reduces the waste, makes a larger quantity of the production available for consumption, and tends to prolong the period of free laying later in the fall. The reverse is also true. I suggest this evident fact simply to show that the important elements which affect the chances of spring holding are largely unknowable and that even if general circumstances should seem to warrant full prices in April and May the later conditions are about as likely to be unfavorable as the reverse.

* * *

At this season of year, before the demand for storage goods appears, there is rather a peculiar situation as to the discrimination of qualities of eggs. There are always some fastidious buyers who examine quality critically and who naturally give preference for those goods which show superior size and cleanness; but we have also a very large outlet with less critical customers, and the difference in selling value between fancy grades and those which are of average serviceable quality depends largely upon the general condition of the market. Sometimes it amounts to $\frac{1}{4}$ c or $\frac{1}{2}$ c and sometimes it disappears altogether. When, by reason of a sudden change in values which is not generally anticipated, the ideas of holders are at variance and the offers to sell become irregular, differences in quality generally receive some recognition in the price paid. But when conditions are such that eggs are very freely offered at a time when demand is also free, it often results that the most fastidious dealers can take their pick of the marks offering, while the cheaper class of trade is obliged to pay the same price for qualities which would be unsatisfactory to the more critical buyers. It is for this reason that the quotations for Western eggs are sometimes uniform, while at other times they show a range of $\frac{1}{4}$ c to $\frac{1}{2}$ c as to quality.

* * *

I had an enquiry from Pennsylvania a few days ago asking why it is that the market quotation for State and Pennsylvania eggs has of late years been nearer

to the price of Western than formerly. Others may be interested in the question. The fact is that in general there has been some improvement in the average quality of Western eggs and at some seasons of year the best of them are now as good and as valuable as any of the nearby receipts which come upon the wholesale market. At all seasons there are small lots of Jersey and nearby eggs arriving from benneries where special pains are taken and which find special outlets at a premium above general wholesale rates. There is no means of establishing any regular basis of value for such, for it depends upon the character of the outlet as much as upon the quality of the stock. At this season nearby eggs which come on the wholesale market in the usual course of trade are no better and bring no more than the best Western. Later in the season, when hot weather is affecting the quality of the stock, the nearby goods bring a little more, but the difference of late years has rarely been more than $\frac{1}{2}$ c per doz. and scarcely ever more than 1c.

* * *

To get the advantage of full market prices for eggs nothing is more important than the style of the cases and packing. Of course size and cleanness are very important considerations, but the first thing that strikes the eye of a purchaser is the exterior quality. I notice many lots of eggs, especially from the South, which come into the stores in all sorts of cases—scarcely two alike, and none of them neat and trim. These goods are generally condemned before they are looked at and can only be sold at a concession, no matter how good the eggs may be. Shippers may accept it as a fact that while all eggs in first-class packages may not sell at top price, no eggs in second or third-class packages will do so.

* * *

The matter of fillers is also a most important one in assuring the sale of eggs at full value. In spite of all that has been said or written on this subject, I find a good many lots of eggs arriving in poor condition, owing to the weak and flimsy character of the filler. If the fillers are so thin and weak as to afford no proper resistance to the weight of the eggs, they do not give proper protection and lead to breakage and a generally mussy condition. Moreover the fillers should fit the cases snugly, otherwise they will shift and any lateral motion is likely to cause breakage.

* * *

I had a letter from a well-known Philadelphia egg man last week. He had just returned from the egg field of Ohio and Indiana and reported that there was a general impression out there that production would be moderate this spring and prices higher than last year. Speaking of the recent effort to interfere with the correct compilation of receipts at New York, he says: "Any member of the Mercantile Exchange acting as one of them does now over there should be fired"—a homely expression but one which is certainly appropriate to the occasion. This Philadelphia man also reports some interesting things going on out in the egg field; for instance, he tells about a New York egg man who proposes to compel a certain shipper to sell him his April and May goods; the threat is that if he declines, this enterprising New Yorker will put men out in the country and buy up the goods first hand. It's getting to be a great game, this egg business.—N. Y. Produce Review.

W. R. BRICE.

Established 1852.

C. M. DRAKE.

W. R. Brice & Co.,

WHOLESALE

EGGS

Grand Rapids, Mich.

To our many friends and shippers throughout Michigan:

We shall open our branch house in Grand Rapids on or about March 25, when we shall be in the market for an unlimited quantity of Fine Fresh Eggs suitable for cold storage purposes.

We are not new to you, as we have bought eggs of you for several years. We shall stand on the same platform we have used in our business for the last fifty years, viz., prompt remittance, fair, square dealing, and you can always depend on getting a hundred cents to the dollar when selling or shipping us. We will buy your eggs on track and pay you all we can afford to pay consistent with Eastern markets. Write us for prices.

Yours for business,
W. R. BRICE & CO.

REFERENCES:

Corn Exchange National Bank, Philadelphia.
W. D. Hayes, Cashier Hastings National Bank, Hastings, Mich.
Fourth National Bank, Grand Rapids, Mich.
D. C. Oakes, Coopersville, Mich.

W. H. Young & Co.

Produce

Commission

Merchants

Pottstown, Pa.

Branch House, LAKE ODESSA, MICH.

On or about the first of April we shall take charge of the egg business at Lake Odessa, Michigan, formerly operated by Hager & Co. Business of egg shippers solicited. Special announcement by letter.

REFERENCES:

Bradstreet and Dun Agencies.
Pottstown National Bank.
The Citizens National Bank, Pottstown, Pa.
The National Iron Bank, Pottstown, Pa.

GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, March 25—The volume of business being transacted here grows apace, and few there are who can recall more activity in general merchandising. Prices are very firm and on all sides are heard expressions of satisfaction.

With continued very large receipts at Rio and Santos and weaker advices from Europe, the invoice market for coffees has not the animation that had been looked for. Quiet and steady is a phrase that fairly characterizes the situation. There has been no anxiety shown to dispose of holdings and, on the other hand, buyers seem willing to let matters go on as they are, taking only enough for current wants. The statistical position is one that does not suggest much change, one way or the other. In store and afloat the stock of Rio aggregates 1,312,285 bags, against 1,147,601 bags at the same time last year. On the spot Rio No. 7 is held at 6 1/16c and No. 4 at 6 3/4c. For mild grades there is a pretty fair demand for the very best qualities, with good Cucuta held at 8 1/2@9c. East India sorts of choice growth are well held, but with nothing doing for the lower varieties.

A thousand packages of teas have been sold in this market for London of India and Ceylon and 2,000 of Congous—the former at 14c, the latter at about 12 1/2c. At the moment the London market is higher than this. Conditions, however, are practically unchanged on the street and little tea is changing hands in the way of invoice lots. Low grade Chinas and Japans appear to be enjoying as good demand as any and are selling ahead of the choice varieties. Quotations for superior to fine teas are about as follows: Foochow, 25 1/2@28c; Formosas, 28@34c; new crop Japans 28 1/2@31c; Congous, 28@35c.

Dealers appear to be pretty well supplied with sugar for the present and transactions are for immediate wants to complete broken stocks. The range of prices remains about the same, although Arbuckle and Doscher have made 1 1/16c shading on the soft grades. There is still talk of a settlement of all war, and yet the war goes on—on paper, at least.

The rice situation remains practically unchanged. Few transactions of large amounts are reported, but there has been a fairly satisfactory aggregate of small orders from out-of-town dealers. Japan has had most of the call. Prime to choice Southern, 5 1/2@6 1/4c. Domestic generally are well held for the better sorts, the supply of which is not large.

The whole spice line is moving slowly, and yet matters have been worse and might be again. Pepper is not meeting with the active demand which characterized it a few weeks ago, but rates are well held as supplies are very light.

Grocery grades of molasses are in rather light demand, the orders coming being mostly for stocks to replenish broken assortments. Prices are firm, good to prime centrifugal being held at 16@26c; open kettle, 32@38c. In the syrup market there is little to report. Prices are firm and supplies are not over abundant.

Canned goods stocks are light and there is some let-up to the rush of orders which has been going on for so long. The business of forming the trade into a trust seems to be going forward merrily and it is now announced that this combination will be totally unlike any other trust. Corn is in fair demand, with New York State from 75@80c for future delivery and 65@70c for spot. Maine corn is very scarce for spot delivery. For futures the rate is from 80@85c f. o. b. Portland. Tomatoes are very firm, with No. 3 New Jerseys on the spot quotable at 80@90c or more. Futures, 80@85c. There is a moderate jobbing demand here for peas, with Early Junes at 70@85c.

The demand for lemons is rather light. Sicily's are worth from \$2.25@3.25, with almost every figure between. Oranges are selling with rather more

freedom. Jamaicas are about exhausted for the season. California navels, \$2.75@4.25; Florida russets, \$3@4.25; brights, \$3.25@5. Bananas are firm, with quotations from 90c@1.15 for firsts per bunch.

The demand for California dried fruits has been quite active for a fortnight, some Western buyers seeking to replenish, especially stocks of dried peaches, from here. Their offers have hardly been attractive enough to produce any large transactions, however. Prices are steady and no change in quotations is shown for either raisins or prunes. For domestic fruits there is a steady feeling, but with hardly any appreciation in quotations. Fancy evaporated apples are steady at 9 3/4@10c. Raspberries, 10@10 1/2c.

Quite a large quantity of butter which was delayed in transit reached here Friday, and the market is easier. Out-of-town dealers have gone rather slowly in making purchases ahead of current requirements, as rates have been too high for them to do much. Extra Western creamery is worth 22c; firsts, 21@21 1/2c; seconds, 19@20c. Fancy imitation creamery is steady within a range of 18@18 1/2c for fancy stock. Western dairy of the better grades is closely sold up. Quotations are from 16@17c for finest. Western factory is quiet, but quotations are pretty firmly adhered to—14@14 1/2c for extras; roll butter, choice stock, 14@14 1/2c.

There is a fair demand for cheese and the general tone of the market is a healthy one. Large size State, colored, is worth 12c if fancy. Small size, fancy, 12@12 1/2c.

The egg market has taken another tumble and for fancy Western stock the top seems to be about 13c—possibly 13 1/2c. There is no great accumulation of stock here, however, and the rate will perhaps go no lower for some time.

The bean market is unsettled. Choice marrows, \$1.50; choice mediums, \$1.37 1/2@1.40; choice pea, \$1.35; red kidney, \$1.75@1.80.

The demand for potatoes is active and the supply is not excessive, the market being fairly strong. State and Western stock, per bbl. (10 lbs.), \$2@2.25.

An Interesting Experiment.

From the Philadelphia Record.

The customs authorities are watching an interesting experiment now being made in the United States bonded stores to restore the commercial value of 146 cases of champagne which was frozen during the blizzard in railroad cars while being transported in bond from New York to Philadelphia. The wine came on the French steamship La Bretagne from Havre to New York, and was consigned to a well-known club in this city. As a rule, experts state that frozen champagne should be consumed at once or it is valueless. As this could not be done in this case, the wine was stored in the warm cellars of the bonded stores, which are below the surface of the earth, and where there is always a uniform temperature. It was noticed that there was a deposit of cream of tartar in the bottles, which, the Government officials think, if gradually dissolved in the warm temperature of the bonded stores, will restore the wine to its former value.

A Practical Agriculturist.

"I," said the orator, "am an American of the good old stock, rooted deep in the soil."

"The only stock I ever heard of that rooted deep in the soil," said the farmer in the audience, "was hogs."

Next Trouble.

Harris—Walters has been looking pretty sad since his daughter got married, hasn't he?

Correl—Yes; you see, he had no sooner got his daughter off his hands than he found he would have to put her husband on his feet.

Never judge a man by the clothes he wears; form your estimate from the wearing apparel of his wife.

If you ship

Butter and Eggs to Detroit

Write for prices at your station to

HARRIS & FRUTCHEY, 60 Woodbridge St., W., DETROIT, MICH.

MILLER & TEASDALE POTATOES

CAR LOTS ONLY. ST. LOUIS, MO.

GARDEN SEEDS

The Seeds offered by us are largely our own production and all carefully tested before sent out. PRICES AS LOW AS

ANY RESPONSIBLE HOUSE IN THE TRADE.

Alfred J. Brown Seed Co.,

Growers and Merchants,
Grand Rapids, Mich.

Ask for Wholesale Price List.

BEANS

We are in the market every day in the year for beans; car loads or less, good or poor.

Write us for prices, your track. The best equipped elevators in Michigan.

C. E. BURNS, Howell, Mich.

We are Headquarters for Onions

If you have any stock, we will buy it.
If you want any stock, we can supply it.

Vinkemulder Company, Grand Rapids, Mich.

JOBBER OF FRUITS AND PRODUCE.

Extra Fancy Navel Oranges

Car lots or less. Prices lowest.

Maynard & Reed,

54 South Ionia Street,

Grand Rapids, Michigan.

BUTTER & EGGS

Cash f. o. b. cars. We buy in carlots or less after
April 1. Write us.

H. N. RANDALL PRODUCE CO.,
TEKONSHA, MICH.

Ship your BUTTER AND EGGS to

R. HIRT, Jr., Detroit, Mich.

34 and 36 Market Street,

435-437-439 Winder Street.

Cold Storage and Freezing House in connection. Capacity
75 carloads. Correspondence solicited.

Rocky Mountain Storekeeping.

Written for the TRADESMAN.

Given a convenient, roomy storeroom, an efficient corps of clerks and a busy community, the problem of success will depend upon the man at the head of the concern. There's where "old man Means" shines. His mark is on everything in and around that establishment. It begins with the broad platform at the door and is seen in every nook and corner throughout the ample interior.

"Do you scrub your floor, old man?" I asked after I had been there long enough to get acquainted. "The store floors of my youth, as they rise from the dim and misty past, are not so clean and white. My Denver grocer does not often indulge in the cleansing properties of soap and water. Is neatness the first law here, as order is in heaven?"

"Is not your knowledge of the establishment overhead pretended rather than real; and wouldn't it be a little more in accordance with all ideas of a becoming modesty if you should assume less of such knowledge when you know you have it not?"

That, so far east as Michigan, would be called "sass." Out here in the Centennial State, from the President of a duly incorporated company, it is considered wit; and, while the President was busy laughing at it, I gave my attention to other matters and things which I had come to see.

The white floor suggested the clean window and I found it. The Colorado sunshine, brighter than that which bathes in "placid Leman," was not shut out from that store among the Rockies by dirt-stained glass. It poured down from the blue sky-arches upon the snow-crested mountain-tops and their steep sides white with glittering splendor, and flooded the store with its radiance yellow as the gold hidden everywhere in the mighty storehouses of the mountains.

I have seen trading places in New England where the man behind the counter could not readily find the merchandise called for. That is not a failing here; and so I might go on in detail with the peculiar virtues of the store, wherever located. I will not do this; I will simply say that the store is a model of its kind, and so is a fair reflex of its manager, as all stores are.

In a certain sense a trading place is a fair sample of the community in which it stands. Like seeks like in commerce, as in the social world; and I don't believe that the tradesman has any business to neglect the moral advancement of his patrons, so far as he can do this without interfering with what does not concern him. This can be done better in the country than in the town. There is not a country store in Michigan, nor anywhere else, managed by a man worthy of the name, who does not stand for the best element in his neighborhood, and who does not directly and indirectly lift his patrons into the higher plane he is almost sure to stand upon. His opinion obtains in all questions of public concern. He is the representative man, or one of that class, and as he frowns or favors so the little world around him is banned or blessed. In the city this is true in a less degree. In this particular mountain town, filled with the mining class, this same wholesome influence is noticeable.

The mining element is not hopelessly pious. The morals, like the means of subsistence, are decidedly underground. Refinement is not a characteristic of the thought, and face and tongue bear pain-

ful evidence of the lack of it. So from that point of view I studied this store, and I can see why Heaven wanted old man Means to take it in hand. He had to be out and in and I made the most of my opportunity to ask questions.

"You have a rather rough element here to deal with."

"Rough's the devil."

"How does the boss get over the bad places?"

"Don't have any. He cleans 'em up. Ought to be'n here t'other day: Damn skunk planted himself behind the stove and opened up. Told two or three rank ones and the old man told him to shet up or clear out. He wouldn't do neither. Wimin folks come in; but that didn't make no odds and I'll be damned—I wouldn't said that ef he'd be'n here—ef he didn't take him by the nap o' the neck and seat uv his pants and land him into the middle of the street. Did for fact."

That kind of man, when his tongue gets under way, finds it hard to stop. This one did. I looked interested and he, encouraged, went on.

"Used to think the boss got bolt the wrong shop; 'tis, for him. High toned, ye know. Can't bear speck o' dirt. Allus looks 's ef he stepped out band-box. Never says nothin'; but I says ter Jim, 'He'll have fit ef ye don't keep swep' up.' You'd ought to see wimin folks. Some mighty fly. One two cabbaged to him and I thought he was a goner sure; but somehow they got the'r toes on a line and dassen't git over. It's all right fer us, and 'tain't bad fer him ef he can git ust ter it. Ye see, he's pullin' us all up ter his level. Here he comes—don't tell him I've squealed."

I didn't; and I use what he said now only to show what I have always believed, that the minister and the storekeeper are co-workers in the community, with the advantage in many respects on the store keeper's side.

With this for an inkling of what was going on in the establishment, I concluded to see and hear for myself something of the customers who patronize that store. Comfort is a leading feature of all humanity; so I accepted the glass of sweet cider and cigar, stationed myself behind a barricade of boxes where I could see and hear and not be seen, and waited developments.

Alas and alas! Human nature is the same the world over, only in Central City I think it is a little more so. There is the same woman up here who comes in and picks over and eats. Her sister by the way of Eve lives just across the way and comes regularly to quarrel over the small eggs sold her and complain about the nasty butter, the adjective applying better to her own slatternly raiment MacAllan's "old hen" which made his Mondays a torment was largely on hand to sample and not to buy, and while my study went on every phase of trading humanity came in, made the usual display of itself and passed out.

I do not like Central City, I should not like to keep store there; and, while I was then nearer Heaven than I may ever be again, I shall not repine if I do not see again the city clutching the rugged mountains with its grimy hands to keep itself from rolling to the base. I left it early one morning with the fingers of the wind pointing at some figures below zero on the thermometer, hoping and praying that old man Means might soon be found again in the more congenial circles of the Queen City of the Plains.

RICHARD MALCOLM STRONG.

Yellow-Fleshed and Yellow-Legged Poultry a Yankee Fad.

From the Inland Poultry.

It is an odd fact that the great American poultry consuming public is greatly prejudiced in favor of the yellow-legged, yellow-fleshed fowl. That it is merely a matter of fashion, or fad, is amply proven by the fact that in all other countries the preference is given to the white-meated birds. France is recognized as authority upon the edible qualities of all the foods devoted to the use of man, and in that sunny land the Houdan stands pre-eminent. They have been bred for generations for the express purpose of use as a table delicacy. They are a bird of medium weight and large breast predominance; being small boned and fine fleshed, with a small amount of offal, they are a profitable carcass for the consumer to purchase. In the great Paris markets, huge piles of dressed Houdan and La Fleche fowls can be seen at the numerous stalls. These are reared in small flocks by the villagers adjacent to the city, and sold to professional dealers, who make the daily or weekly tours. They are not bought up by hucksters, then sold to commission houses and put in cold storage, to be palmed off on a confiding public as fresh poultry. England is another country where the gastronomic quality of fowls is greatly appreciated. No attention is given to the color, but all efforts are directed to the production of a fowl of size combined with edible qualities. The Dorking has long been the favorite of the English bon-vivant. These fowls, while being of the different surface colors accorded to the different varieties, all have the same characteristic shape that reveals a member of the Dorking tribe: long, deep bodies, heavy in breast and dressing, a plump, neat, medium size carcass. The English Dorking and French Houdan are of the same general type, both having the fine bones and surplus of meat. They also both exhibit the five toes. It is claimed that the Houdan is a made bird, with Dorking blood predominant. The Langshan fowl has attracted much attention in England as a tall fowl, many of their gastronomic experts claiming that, as roasters, they are unexcelled by any other variety. This variety has met with great favor in this country, more for their beauty, hardiness, and laying qualities than their fitness for food. Those who are fortunate enough to be able to add Langshans to their bill of fare will coincide with the English view of their superiority over many others. After all, the question of color of flesh is rank nonsense, as it has nothing to do with the flavor or grain of the flesh. The only objection to be quoted against a white or dark skinned bird is that of appearance when dressed, as, unless carefully cleaned, the pin feathers exhibit themselves to a greater extent. There will be but little preference given in a few years, as the American people are rapidly becoming a poultry consuming people and will learn to choose quality regardless of color.

Popular Education and Agitation.

Geo. C. Smithe in Detroit Journal.

If there is no remedy in law or in legislation for the recognized evil of the department store, as your editorial of Wednesday concluded, there should be a remedy in patriotic sentiment. If that institution is a menace to business conditions that are important to the general welfare, as familiar facts cited in your article make evident, then the sentiment of patriotic citizens should refuse to give to the department store the patronage without which it would cease to exist, and give that patronage instead to the numerous and diversified businesses which the business health of the community needs, but which the department store is crowding out of existence. Popular education and agitation along the line ought to accomplish enough to check and reverse the present tendency, and lead a great many people to resolve that they will no more patronize nor visit the department store, as the writer did some time ago resolve from just this consideration.

"Lactobutu"

What is "Lactobutu"?

It is purely a vegetable compound, containing nothing injurious. A child can eat any quantity of it without the least harm.

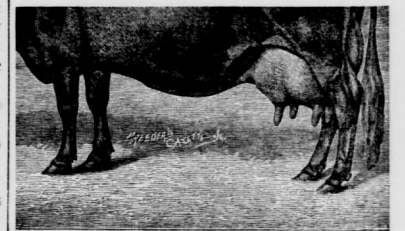
What will "Lactobutu" do?

It will purify and sweeten old rancid butter and, with our process of treatment, make good butter out of it, with uniform color, and also increase the quantity one-third. INCREASING THE QUANTITY ONE-THIRD may seem absurd, but this is

How it is done:

Take, for example, 10 pounds of butter; add 5 pounds of fresh milk, then add a small amount of "Lactobutu" and with our process of treatment, the milk will all turn to butter and you will then have, by adding a little more salt, 15 pounds of good butter ready for sale. The question is sometimes asked, "Is not the milk worked into the butter, and can be worked out again?" No, such is not the case. **The milk turns to butter,** and will always be butter until consumed.

Every merchant knows that when he sells his poor butter for 4 and 5 cents per pound it is purchased by some process firm who make good salable butter out of it. WHY DON'T YOU? Our process does not adulterate; it purifies, and does not conflict with State laws. Increasing the quantity with only pure sweet milk has been known heretofore by only a very few most successful process butter workers.



The great advantage

To the merchant is—say he has 200 pounds of mixed grades of butter which is undesirable; some dull or rainy day his clerks can in one hour's time treat the entire lot and make 300 pounds of butter, all one color, and improve the quality so that it will bring a much higher price at home or in the market. **Note the profit!** Butter treated by our process will keep sweet twice as long as ordinary butter.

Our terms:

On receipt of \$5.00 we will send you the secret of how to treat the butter, including a package "Lactobutu" sufficient to treat 500 pounds. After you buy the secret we will supply the "Lactobutu" sufficient to treat 500 pounds at \$2.00 per package.

Our process for treating butter is so simple that a boy 10 years old can operate it.

The only thing you need besides what we furnish is a simple, home-made box or vat, or tub, in which to treat the butter.

It requires only a few minutes to treat the butter by our process.

There is no excuse for any merchant's selling bad butter in his store.

The merchant who uses our process for treating butter can pay more for butter. He can sell butter cheaper, and can always have a better quality of butter, and make more money out of it than his competitors. **For testimonials write us. When you order, mention this paper.**

THE LACTO BUTTER CO.

145 La Salle Street, CHICAGO, ILL.

Shoes and Leather

Patronizing Manufacturers Who Run Retail Stores.

Beyond any question of doubt there should be co operation on the part of retailers throughout this entire country, devising some methods whereby a protection can be instituted against the effects on trade being produced by the manufacturing retailer.

No manufacturer can conscientiously serve the interests of the retail trade and at the same time conduct stores of his own, retailing his own production.

There have been brought to my mind the names of several manufacturers who send representatives and samples to the retail trade and at the same time conduct and operate their own individual retail stores. These representatives undertake to impress upon the trade the fact that the goods they carry are of a world-wide standard, both in quality and price, and at the same time the retail end of the firm's business is disposing of goods in their stores at prices less than that price which they undertake to force the retailer to obtain. These same manufacturing retailers push the retail portion of their business with more zeal than they do that which they propose to elevate the outside retailer with. Many advertise and herald it to the world that it is unnecessary to pay two profits. "Buy of Us;" "From Factory to Consumer;" "One Profit," are some of the catch phrases used.

Suppose you are buying your fine line of men's footwear of this firm. Your store is up on "Hustle street." You have built up quite a large business on Goodworkman & Co.'s line of shoes at \$5 and \$6. You impress the fact of their intrinsic value upon your customers. You are compelled to retail them at the above-named prices owing to the cost of them. One of your best customers calls, you fit him with a pair. Price is asked; he confronts you with a clipping from a leading daily paper, stating: "We will this week sell our entire line of Box Calf and patent leathers at \$4. All sizes and widths. Pay one profit. Factory to your feet. Price the world over for these same goods, \$5 and \$6. Goodworkman & Co."

Your customer asks you how it is he has always paid you the \$5 and \$6 for these same goods. What is your answer?

He at that very moment thinks that you have been imposing on him, that it is to his interest to visit Goodworkman & Co.'s city store in the future.

Who loses by this?

Many, many retailers handling manufacturing retailer's lines have experienced this very kind of trouble.

Now, permit us to go away from home a few miles and see some other forms of evil of the purchasing of manufacturing retailers. Many traveling salesmen carry their samples into the retailers' and submit them. They are asked, "Is this shoe the cheapest your people are manufacturing?"

"Yes, sir."

"Well, how is it that my friend Bings was in Shoomerville last week, and he says he saw your firm's retail store advertising a fine line of your patent leathers, etc., at \$4, and inasmuch as he has always worn your make, purchased a pair. I saw them, and they are the same grade as you charge me \$3.75 for. You know you said they could not be sold for less than \$5 the world over. My customer laughed at me, and says he is awful sorry, but he will al-

ways order his shoes of your retail store!" Who is injured in this?

Again, any manufacturing retailer catering to the outside retail trade to a great extent becomes careless as to the wants of that class of trade. If his line is not favorably received by the retailers, what cares he? He reasons it that his stores dispose of about as many goods as he can make, and that retail trade is a trouble, anyway. They are always asking for new lasts, patterns and some new ideas, and if it was not for some of his customers down in Texas or California whom he has been selling for so many years, he would quit the road entirely. Is this not a serious condition or atmosphere for a manufacturer to permit himself to fall into? Is he undertaking to be progressive in his ideas, styles of his goods; is he constantly on the alert, undertaking to supply his customers with the best and latest creations in styles?

What has caused him to fall into this lethargy? Is it not the fact of being in a position of fancied independence, occasioned by the fact of possessing his own means of distribution to consumers?

There is not a salesman to-day carrying a manufacturing retailer's line on the road who would not be glad if his house would discontinue their retail stores and give time, brains and capital towards producing for the retailer.

Business of our present day is conducted on modern principles. Success can be obtained only by keeping abreast the progressiveness of the hour. Goods must possess the intrinsic value, style, fit, and they can't have embodied in their construction these essentials unless their producers utilize the methods that are modern and at their command.

There are many factories to-day devoting time, capital and brains towards the benefiting of the retailer. Their everyday thoughts and actions are taken up devising methods of increasing the retailer's business and supplying him with the best.

Too many of our retailers are asleep. They are perfectly oblivious to their surroundings. They sleep, sleep, all the year through, and when that end is reached they wonder why business has been dull and why some certain neighbor has made such a success when he is a newcomer and they are old in the business. They never remain sufficiently awake to learn that ingenuity, progressiveness and brains are producing and offering as the reward of their labors probabilities heretofore unknown.

We ask ourselves, is there any cure for our patient? Every manufacturer has the prerogative of disposing of his products as may please him best. There is only one method to pursue in order to overcome the effects of manufacturing retailers upon the individual retailer. That is, buy your lines from manufacturers who make a specialty of catering for your business. This will only please the manufacturing retailer in such a class. Encourage the production of the best. Know what you are buying. Let quality, style and fit be the fundamental features of your business. Be investigative. Examine every line of samples that opportunity permits. You will soon obtain an education. It is the fool who never changes his mind, and oft-times "line."

Never be wedded to any line of manufacture. This age is too progressive for such nonsense. Factories are starting up every day, making bids for your business, utilizing modern methods, etc. At the present day the prizes of business can only be plucked by calling into requisition perseverance, industry, attentiveness and executive ability.—Boots and Shoes Weekly.

We Want You to Get into Our Wagon

this year, for we will have what you want. Agents for **Candee** Rubbers, first quality; **Federal** brand, second quality. Best Combinations in the market in **felt boots** with rubbers and socks and the finest line of **Lumbermen's Socks** to be found. Also a line of **short socks**, **wool** and **leather gloves** and **mitten**s and **Mackinaws**. A leather top lumberman's rubber over will be one of our leaders. Our **Rubber** and **Felt Combination** will be with a **rolled edge** at the same price as the plain rubber. Prices will be announced April 1st.

STUDLEY & BARCLAY, 4 MONROE STREET,
GRAND RAPIDS, MICH.

HEROLD-BERTSCH SHOE CO.

MANUFACTURERS AND JOBBERS
OF

RELIABLE FOOTWEAR

Our Springline is a **Winner**; wait for our travelers and "win" with us.—When in the city see our spread.—Agents for **Wales Goodyear Rubbers**.

5 AND 7 PEARL ST., GRAND RAPIDS.

Rindge, Kalmbach, Logie & Co.,

12, 14 and 16 Pearl Street,

Grand Rapids, Michigan.

Manufacturers and Jobbers of

Boots and Shoes

Agents Boston Rubber Shoe Company.

A full line of **Felt Boots** and **Lumbermen's Socks**.

We have an elegant line of spring samples to show you.

Be sure and see them before placing your order.



Goodyear
Glove
Sporting Boots.
Also Duck
Boots for
Hard Wear.
Write

**HIRTH,
KRAUSE
& CO.,**

GRAND
RAPIDS.

MAY 1, RAIN OR SHINE.

One Business Man's View of the Golden Rule.

Written for the TRADESMAN.

From the time I was knee-high to a grasshopper I have had the Golden Rule dinged in my ears. My mother taught it at her knee and the minister preached it from the pulpit; and yet I am not a convert. After repeated experiments I have come to the conclusion that the theory is pretty but does not work worth a cent.

When I was a little shaver I remember my aunt was sick for a couple of weeks. Now I, too, had been sick in my life, going through the usual category of children's diseases. It was always my greatest happiness, sick or well, to have company, and I felt like a king when people came to the door to enquire about my condition. So I thought I would show the same consideration for my aunt. For a day or two the girl was polite, but then she told me not to come any more for I disturbed my aunt.

In college I was no blockhead at mathematics and Latin. Many of the students were in the habit of coming to me for help, but when I wished a favor—well, I might whistle.

In business it is the same old story. There is no time to stand on ceremony. A fellow who stops to help a lagging brother is apt not to make much progress himself and so earns the reputation of being goodhearted, but without push. Push is the only means to success. It means going through heaven and hell to get to the goal, which requires, oftentimes, the destruction of everybody and everything along the way. A young man may have enough brass to start a foundry and ignore the existence of every other individual in the universe, yet if he "gets there" people laud him to the skies. You know there is nothing that succeeds like success.

People call me clever and shrewd and admire my business ability; but I know that I have had to pay the price, and would rather not reflect over my methods. Being sharp means getting ahead of the other fellow. One must know lots of tricks in trade and be able to steal a march on the more credulous and less versatile. It means grinding down to the last penny in buying, and making as large a profit as possible. It means making other people pay for your mistakes. It means not to trust any one, not even one's best friends, for there are sure to be some black sheep.

But enough of this; I have other experiences to relate:

One day when my wife was having one of her nervous headaches I took it into my head to give her a nice surprise. She had spoken of needing a wrapper, so unbeknown to her, I made my way into the best dry goods store in town and, guessing at the amount required for such a gown, bought nine yards of red stuff—they called it cashmere—and had it sent up to the house. I could scarcely wait for evening. When I did reach home my wife's usually cheery face was a study. She showed me the goods and asked me if I knew anything about it. Just to prolong the pleasure of the surprise I looked mystified and said "No." She gave a sigh of relief and remarked that some goodhearted creature must have taken pity on her wrapperless condition, but she was in a quandary as to what to do. In the first place, red was horribly unbecoming to her complexion, and then there was almost enough cloth to make two dresses. She was wondering if the

wisest plan would not be to have it dyed and made into a dress; but then, that would not be particularly satisfactory, as rough things were the style. It is safe to say I made no disclosures that day—nor has the time yet arrived when I wish to assume the role of a "goodhearted creature" with a soft place in his head. Yet goodness knows I was innocent enough. Red is my favorite color, and hadn't that clerk declared it was the height of fashion? As he laid the soft goods in folds I was reminded of my favorite sister Catherine, who generally chose something in that style. What greater honor could I confer on my wife Bertha?

I was scarcely more fortunate in choosing a chair as a birthday present for my Aunt Sallie. Bertha was busy and so could not accompany me on the quest, but had declared that oak was "the thing." I bearded the lion in his den and entered one of the best furniture stores in town. When I asked for oak rockers the clerk led me through a maze of chairs of every description to a dark corner where there were a few dusty specimens of the kind I had mentioned. They were a sorry lot. The clerk volunteered the information that oak was going out, so they did not keep much of an assortment on hand; still, it was a cheap wood, so there was a little demand for servants' rooms. Then he showed me some beautiful mahogany chairs which he said were "all the rage and truly elegant." They certainly were fine, and took the shine off of anything we had at home. I chose a chair with a green silk seat, paying a pretty penny for it, and wished that some one cared enough for me to make me such a present. A few days later I received a note from my aunt expressing profuse thanks. When we went to visit her the next summer my wife was horrified over the chair. The carpet was a bright blue, and every other piece of furniture in the room was oak!

One day a friend of mine was in town and I invited him to supper. We had not seen each other in ten or fifteen years, but had always remained friends, and I considered nothing too good for him. It was the time when Dutch lunches were all the go, and they were the greatest treat I could have. Bertha suggested that my friend might not be such an enthusiast as I, and thought it would be wise to be prepared so that he need not go hungry. But I poohed at the idea and said that "Charley had good taste and knew a good thing." Imagine my dismay when he refused everything except the rye bread! Said "he was a victim of dyspepsia and did not dare eat the sausage, herring-salad or cheese, and would I excuse him from the beer, too?"

These are a few experiments along the Golden Rule theory. When I look around me I am of the opinion that other people fare much the same. Take for instance, the giving of presents. At Christmas, for a wedding, a birthday, or any other anniversary, people plan and scheme in order to give their friends what they themselves most want, yet never feel they can afford. On the other hand, they are liable to get what is of no earthly use to them. I am reminded of the experience of a young couple who were to be married. They had plenty of love, but had to confine it to a bare little nest of three rooms. The groom had a rich uncle, so they were alloting much on his present. It proved to be a massive silver punch bowl, which would have been the suitable

thing in his magnificent bachelor quarters, but for them—why, they had scarcely dishes to set their table; yet they dared not exchange the white elephant for necessities, and were compelled to keep it deposited in a vault at one of the trust companies.

How many daughters have lost mothers and been left to care for the father. They have been models of devotion and sacrificed their dearest wishes, yet in a few years the fathers have married again and left them homeless to shift for themselves. Or, they have been mothers to the children, who grew up demanding everything and giving nothing in return, and finally left the long-suffering ones to solitary existences uncheered by love or sympathy.

How many clerks, book-keepers and teachers have exhausted mind and body in devotion to their work. They have given liberally and helped others less fortunate than themselves; yet when they became a little superannuated or sickness befell them they were shoved aside and left to surmount their difficulties as best they might.

No; I have come to the conclusion that selfishness is a virtue, and I would advocate, strongly, a "self-theory." Use plenty of common sense and look out for Number One every time. Serve yourself, if you would be well served, and then you are sure to be suited. You will then have the reputation of being prudent and foresighted, and of minding your own business. If good fortune comes to you no one else can have the credit of your success.

To call on a friend and find a bent pin on your chair is a sign that there is a small boy in the family.

Geo. H. Reeder & Co.,

19 South Ionia Street,
Grand Rapids, Mich.

Agents for LYCOMING and KEYSTONE RUBBERS. Our stock is complete so we can fill your orders at once. Also a line of U. S. RUBBER CO. COMBINATIONS. Send us your orders and get the best goods made. Our line of Spring Shoes are now on the road with our travelers. Be sure and see them before placing your orders as we have some "hot stuff" in them.

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SIZE—8 1/2 x 14.
THREE COLUMNS.

2 Quires, 160 pages.....	\$2 00
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Tradesman Company
Grand Rapids, Mich.



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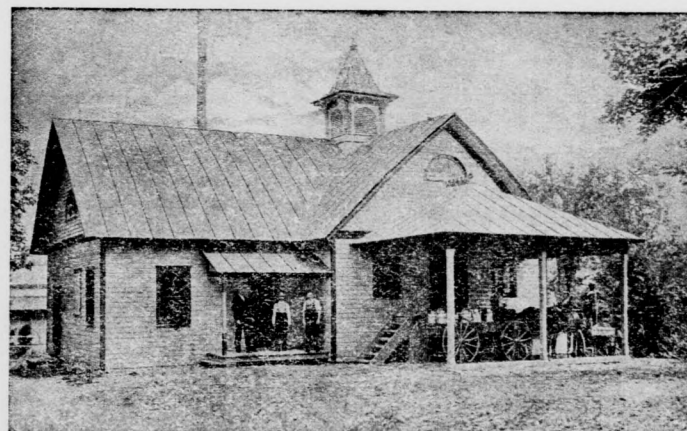
Our new Parchment-Lined, Odorless Butter Packages. Light as paper. The only way to deliver Butter to your customers.

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a good creamery in your community write to us for particulars.

Paying creameries promote prosperity. We build the kind that pay. If you would like to see



A MODEL CREAMERY.

Our Creamery buildings are erected after the most approved Elgin model. We equip them with new machinery of the very latest and best type.

Creamery Package M'f'g Co.,

1-3-5 W. Washington St.,
CHICAGO, ILL.

Clerks' Corner.

How To Train and Manage Clerks.

One good clerk is worth a dozen poor ones. The one is an aid to business, the others only obstacles. The former relieves the proprietor by his care and attention to such of the details of the business as are entrusted to him; the latter, by their carelessness and mistakes, cause increased labor in the necessity of not only looking after them, but also after every detail of the work entrusted to them, to see that it is properly done.

One of the greatest difficulties of finding good clerks arises from the unwillingness of men in the trade to teach them. The immediate necessity for a clerk to sell, fold, tie up goods and keep the store clean or in order is all that is sought to be supplied on the side of the employer, and a weekly salary to be received, with, perhaps, the opportunity to steal a knowledge of the business, is all that is expected by the clerk.

In hiring a young man or boy for your business, be careful to select a youth you think has a natural adaptation and ability for the business, and then make an engagement for a certain period, of from three to five years, on a specified compensation for each year, part of the compensation being a thorough tuition in the business.

Consider it your duty to impart to him in the daily routine all you know yourself concerning the management of the business. The learner, seeing that you take an interest in him, feels a reciprocal interest in your business, and you both soon come to view the relation between yourselves as of higher consideration than a mere mercenary engagement.

A false notion prevails with many merchants; that is, in their training up a youth they are entitling themselves to a continuance of his services after the first engagement expires. Nearly the only objection advanced against this method of training up clerks has been what was falsely called their ingratitude for what had been done for them.

Instances of this kind are known where all the kindly affection which had grown up between the parties for years of mutual confidence was embittered at the end of the term by some ill-natured display of this disposition on the part of the employer, who, had he reflected, would have overlooked the indiscreet or trifling remarks which he too readily construed into signs of ingratitude.

Some dealers have a principle of never keeping clerks long in their employ on the ground, mainly, that while they are new in the place they are more zealous and make greater efforts, while after they have been some time in the one employment they become careless, feeling that they are settled permanently. Such employers are generally not well served, as the short term of service of each clerk is soon noticeable.

All things considered, it is better to make as few changes as possible. We know the failings of those we have and how far we may depend on them.

A stranger has to be watched at all points until we learn where he may be trusted. However, when a clerk shows that he has no anxiety longer to obey his employer's reasonable requirements it is time he was away from his service.

Clerks are human; they have their failings. They require sometimes to be plainly spoken to for neglect or inatten-

tion to the duties incumbent on them, and the employer who fails to speak at the proper time neglects an important duty and will have insubordination among the clerks in his business. But it must not be forgotten that when they do well they like to be praised for it, or at least have the service acknowledged by a kindly recognition.

The employer who has plenty of censure for his clerks and no praise is in a fair way to be very poorly served.

Nor are clerks machines, that, having been used for this day, can be thrown aside when night comes without a care or a thought about them until they are wanted again.

Although an employer may think there is no moral obligation resting on him to care for his clerks' behavior when away from his place of business, his pecuniary interest, which will often be imperiled by a clerk's misconduct, should induce him to see to it that the hours of leisure of those in his employment are not spent in evil courses, which will bring discredit on them, and subsequently on him, for employing them.

Sometimes clerks have evil habits of various kinds which cause them to be a continual source of annoyance, and although at times efficient, they are so unreliable as to be of but little real value to their employer. While, on the one side, the retailer should not expect perfection in his clerks, he ought not, on the other hand, to put up with confirmed deficiencies which can not, with reasonable efforts on his part, be amended. It is a good policy to get rid of such incompetents at once, and not waste valuable time in trying to reform them.

Probably one-half of the adult male population in these United States consider themselves well qualified and fully competent to sell goods, thinking they have a salesman's ability to the greatest extent; yet there is not one in over a hundred who possesses such qualities of mind and person that he can, even under very favorable circumstances, become a good salesman.

Almost everybody can speak in public, and so almost everybody can sell goods, yet we have few orators and not many more salesmen.

A good salesman should have a comprehensive knowledge of the goods he sells, their origin, peculiarities and advantages over goods of similar character, so as to be able to properly recommend them.

Often salesmen think the art of selling goods lies wholly in talking, and sometimes acquire a habit of talking too much.

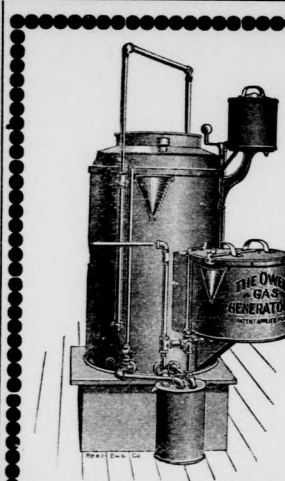
A salesman should learn to study the disposition of his customers, and in all cases be polite and act the gentleman.

The clerk of to-day will be the merchant of the future, and his future success as a business man will depend upon the way you handle him while he is your clerk.

T. SCHMID.

Gradually Gaining Ground.

The Commercial Credit Co. is gradually gaining ground, its list of subscribers now numbering over 500. The growth of the business is due to the good service given, particularly in the matter of collections, in which department the company is especially strong. Hardly a day passes that Manager Stevenson does not receive a letter from some subscriber, complimenting him on the collection of the account which was deemed hopeless by the owner, having long ago been passed to profit and loss.



THE Owen Acetylene Gas Generator

THE MOST SIMPLE AND COMPLETE DEVICE FOR GENERATING ACETYLENE GAS IN THE MARKET. ABSOLUTELY AUTOMATIC.

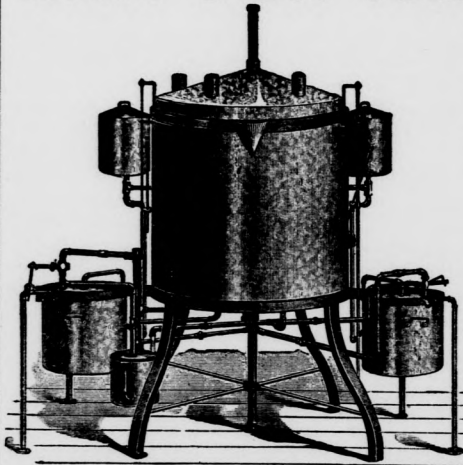
To get Pure Gas you must have a Perfect Cooler and a Perfect Purifying Apparatus. We have them both and the best made. The Owen does perfect work all the time. Over 200 in active operation in Michigan.

Write for Catalogue and particulars to

GEO. F. OWEN & CO.,
COR. LOUIS AND CAMPAU STS.,
GRAND RAPIDS, MICH.

Also Jobbers of Carbide, Gas Fixtures, Pipe and Fittings.

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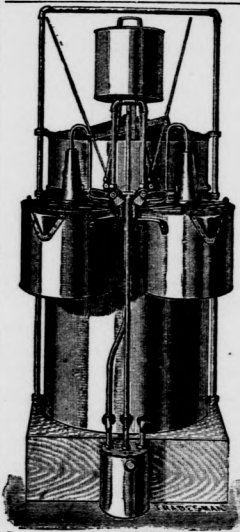


Profiting by the experience of the numerous generators which have been put on the market during the past two years, we have succeeded in creating an ideal generator on entirely new lines, which we have designated as the

TURNER GENERATOR

If you want the newest, most economical and most easily operated machine, write for quotations and full particulars,

TURNER & HAUSER,
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Acetylene Gas

By the

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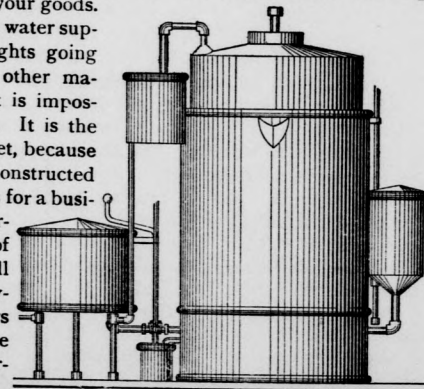
Send to the manufacturers for booklet and prices.

M. B. Wheeler Electric Co.,

99 Ottawa Street, Grand Rapids, Mich.

The Bruce Generator Is the Machine of all Machines to Buy

No more smoke nor dust to destroy your goods. No ratchets nor levers attached to the water supply to get out of order and your lights going out. No blowing off of gas as in other machines. Its capacity is such that it is impossible for the machine to waste gas. It is the highest priced machine on the market, because it is made of the best material and constructed in a factory that makes gas machines for a business, and will last a lifetime if properly cared for. Look into the merits of the Bruce before buying. We sell Carbide to users of all machines, giving manufacturers' prices. All orders promptly filled, as we carry a large stock on hand constantly. For information and prices, address,



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Lake Superior Commercial Travelers' Club.

President, F. G. TRUSCOTT, Marquette; Secretary and Treasurer, A. F. WIXSON, Marquette.

Gripsack Brigade.

J. K. Littleton is now on the road for Burckhardt & Co., manufacturers of lard and lard oils at Cincinnati.

Coldwater Republican: Carl Yapple left Tuesday for a trip through Iowa in the interest of the Tappan Shoe Manufacturing Co.

D. R. Hazen has resigned his position as principal of the Nottawa public schools and gone on the road for the Quincy Knitting Co.

Kalamazoo News: Louis J. Marsh has resigned his position as traveling salesman with Raynor & Co. and has taken a similar position with the Star Paper Co.

Kalamazoo News: C. J. Laughlin, who travels for the dry goods firm of Wm. Hengere & Co., of Buffalo, N. Y., will soon remove here with his family, taking up his residence on South West street.

Quincy Herald: The Quincy Knitting Co. has engaged several men to go on the road with samples of its work to solicit orders. M. M. Dickerson, H. A. Graves, C. D. Babcock and Fred Herworth, of this place, are among the number.

Alfred D. Otis, Jr., has engaged to cover Southern Michigan and Northern Indiana for the Cappon & Bertsch Leather Co., of which corporation his father is manager of the Grand Rapids branch. Mr. Otis is a chip of the old block, judging by the progress he made the first week out.

Kalamazoo Gazette: E. H. Stein has accepted a position as traveling salesman for a furniture factory in Omaha. His brother-in-law is general manager of the firm, which manufactures dining room furniture. Mr. Stein will be greatly missed in Kalamazoo. He was a prominent singer and was the bass in the quartet composed of Messrs. McHugh, Taylor, Cornell and Stein.

Prominent traveling men of Indiana and Illinois are negotiating for the purchase of the White Sulphur Springs at Montezuma, Ind., for the purpose of establishing a home for the fraternity. The springs consist of an artesian well having a flow of 17,000 barrels per day and 1,760 feet deep and a bathing pool holding 14,000 barrels of water. There are nine acres of ground with the springs, and a hotel of forty rooms and a bathhouse. The first step towards the purchase has been taken. The traveling men of the two States number about

C. F. Marsh, formerly buyer in the general store of Horning & Sons, at Mt. Pleasant, succeeds Manley Jones as traveling representative for the Lemon & Wheeler Co., Mr. Jones having engaged to travel for the Waggoner's Watchman Clock Co., of Muskegon.

120,000, and it is the intention to provide a place where they can go with their families to spend the summer or for their health. Probably \$100,000 will be expended on improvements.

R. N. Hull in Ohio Merchant: Now and then a commercial traveler, un-mindful of the Nemesis that overtakes the evil doer, wanders from the path of rectitude and falls into the clutches of avenging justice. Fortunately these cases are few and far between, which is a credit to the large army of young men through whose hands passes a large share of the money used in the channels of mercantile life; when it is considered that but little check can be put on the individual entrusted with selling and collecting on the road for his firm—that no cash register can be fastened to him to produce an unflinching report—that he is beset with temptations on every hand, the integrity of the craft is well sustained, with only an occasional lapse. The young man of Cleveland reported in the daily papers this week as refusing to give himself up as a fugitive, a defaulter, is a repetition of the old story. Trusted with the business of his employer, he listened to the siren song of that most subtle tempter, and fell. "Lost at poker" has sounded the death knell of most of them who turn not a deaf ear to the wiles of Satan, and the poor, weak employe goes to the bastille dishonored and disgraced. Could the salesman but foresee this dreadful conclusion in all the hideous results, this first step turned wrong would not be taken, and a good character would ever be sustained.

Movements of Lake Superior Travelers.

Marquette, March 27—M. F. Stellwagen is seriously ill at the Clifton House, Marquette.

E. B. Clark (Banner Tobacco Co.) is out on his last trip, his house having been absorbed by the American Tobacco Co.

E. B. Baldwin (Marshall-Wells Hardware Co.) did business east of Marquette last week.

M. Smead Brown (Hazeltime & Perkins Drug Co.) was with us last week. A. T. Emmons (Carlton Hardware Co.) will make his home at Rockland, where he will be able to closely watch the running trade in Ontonagon county. Mr. E. spent part of his boyhood days there, when his father used to run a hardware store at Rockland. The town then had 5,000 or more inhabitants and about a year ago less than 300. With the opening up of the old mines, near by, it is catching its second wind and will boom the next year.

Albion F. Wixson has purchased the hardware stock of the Burgan Hardware Co. (Laurium) and will resign his position with the Fletcher Hardware Co. to take effect April 15. He has spent thirteen years on the road—five years with the Fletcher Hardware Co. and eight with Standart Bros.—twelve of which has been spent in the Lake Superior territory. The new firm will be known as the Laurium Hardware Co.

Port Huron Grocers Favor a Canal.

Port Huron, March 28—At the last meeting of the Port Huron Grocers and Butchers' Association, the proposed canal from Lake Huron to Black River received considerable attention and a vote disclosed the fact that all but A. H. Nern and Henry McJennett favored its construction.

Six of the local bakers were present, with a view of satisfying the grocers regarding the weight of bread. The bakers were unable to agree upon a uniform weight and the matter was not disposed of.

The committee appointed to visit the Marlette cheese factory reported favorably and it is probable that a number of Port Huron people will engage in the manufacture of cheese at that place.

The Boys Behind the Counter.

Muskegon—Sibley & Co. have a new prescription clerk in the person of Ed. M. Gay, formerly engaged in the drug business at Allegan.

Laurium—C. W. Ryckman is behind the counter for the new grocery firm of Hietala & Jylha.

Muir—Howard Seabrook is clerking in the Terrill drug store.

Charlotte—Harry White, of Nashville, has taken a position with Selkirk & Norton.

Port Huron—Homer Dutton is now employed at the International Tea store.

Lansing—C. K. Esler has quit the printing business and taken a position with Philo Daniels, druggist.

Dowagiac—E. R. Randall, formerly of the Fox Brothers' dry goods store of Niles, has succeeded Warren Hackstadt at Lee Brothers & Co.'s.

Charlotte—Henry Lupert, of Lansing, will assist Greenman & Levy, the new clothing firm.

Ypsilanti—Fred Babcock, formerly of the fire department, has taken a clerkship with Clayton & Lambert.

Kalamazoo—Clarence J. Moore has taken a position in the hardware store of J. F. Duncan, at St. Joseph.

Howard City—Chas. Cockingham has resigned his position in Nagler's drug store and is preparing to re-engage in the manufacture of brick with Chas. Edbergh.

Cedar Springs—Ned Wheeler has resigned his position as traveling salesman for the Wheeler & Fuller Medicine Co., and has returned to his former position with Peck Bros., Grand Rapids. E. A. Marvin succeeds him with the Medicine Co.

Athens—L. B. Thompson has accepted a position in his father's store at Marshall and will move there with his family.

St. Johns—Milo Pray has severed his connection with John Hicks and is now in the employ of the King-Richardson Co.

Wolverine—S. Simon's lumbering operations having let up somewhat at Indian River, T. Wright has resumed his old position at this place, and A. L. Hess has severed his connection here with S. Simon, leaving for his home in Indian River, where he will re-enter the employ of F. E. Martin in the course of a few weeks.

California—Lewis Wilson has entered the employ of V. U. Hungerford as clerk.

Newberry—Miss Vosburg, of Detroit, has taken a position as cashier in C. D. Danaher's new store.

Mendon—Fred Woodworth has secured a position in the grocery store of L. J. Lowe.

Springport—G. W. Landis, of Ann Arbor, is employed as pharmacist at Doak & Orrison's, succeeding Mark Homes, who has taken a similar position in Webb's drug store, at Jackson.

St. Johns—Harry McQuiston, of Elsie, is working in the store of Porter & Emmons.

Sherwood—Elgin Fulton has taken a position in the A. R. Klose grocery store.

Decatur—Hugo Stern, who has been in the employ of Fred Stern for the past few months, has gone to Fargo, N. D., where he will clerk in the clothing store of his cousin, Max Stern. Milton Cohn succeeds to his position here.

Bath correspondence: McGrath's clerk is quite a young looking man, sleek and quite good looking. The drug store soon became the emporium for chewing gum with the young ladies. Just imagine, if you can, their astonishment when one day he happened to remark, "I got a letter this morning from my son who is in the 31st Michigan. He says the weather is just lovely in Cuba." The front door opened, exit of the fair ones and the mercury in the thermometer that hung on the door casing dropped to zero. Tell & Davis have sale for chewing gum now.

Commends Mr. Montague's Contribution.

Laurium, March 27—I desire to commend the article in the Tradesman of March 15, entitled "Success in Life," by Mr. H. Montague. Boys behind the counter, have you all read it? If not, turn back and read it carefully. You will get new impulses therefrom which will be helpful to you.

This compliment is not intended to minify any of the articles or editorials which have appeared in the Tradesman. They have all been excellent and a great stimulus to me, and should be to all who are so fortunate as to receive the paper. My prayer, Mr. Tradesman, is that you may live long and continue as progressive in the future as I have always found you in the past.

C. W. RYCKMAN.

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The Pharmacist as a Veterinarian.

The English apothecary in rural districts has always had more or less opportunity to prescribe for sick horses, and, where he has taken the trouble to read up on the subject and has been an observant and intelligent man, has been able to develop a valuable adjunct to his business. In America this department of the pharmacist's business is not yet of general adoption. Where pharmacists have come into possession of a lucrative veterinary-remedy business, it has usually been a case of the office seeking the man. The public at large is inclined to run to the drug store for advice and assistance, where some pet animal is stricken with an acute attack, the cause and nature of which are alike mysterious. The symptoms are described, and the pharmacist, applying his knowledge of materia medica, gives a remedy which, providentially, proves to be an adequate cure. From that point his reputation begins to grow, and presently he finds he has added another profitable feature to his business. If the American pharmacist would seriously set to work to create for himself a department of this kind, and do it in a systematic and conscientious way, he would fare in this regard quite as well as his English brother.

The love of horseflesh seems inherent in mankind. Despite the general adoption of the bicycle as a means of rapid transit and of recreation, the use of the carriage and saddle-horse continues to increase. As a rule, a man keeps a horse for the delight of himself and family just so soon as he can possibly afford it. And to possess a horse means to add to the family another unit which is rather more liable to illness and accident than any of the other units. He needs constant care and attention. Eternal vigilance seems to be the price of a sound and healthy horse. The family man may, as a last resort, call in the veterinary surgeon, but nine times out of ten he will depend upon his apothecary, and be guided by his advice. And what is here said of the family man may with equal truth be said of the farmer, the carter, the stablekeeper, the stockraiser—in fact, of all men who use or keep horses for any purpose whatever.

It has been said that a veterinary surgeon gets half his living below a horse's knees and hocks. It certainly is true beyond all question that the most serious of a horse's ailments are those of the leg bones and of the hoofs. A pharmacist may much more safely prescribe for colic, flatulence, constipation, diarrhoea, jaundice, gastritis, enteritis, cold or catarrh, bronchitis, pneumonia, pleurisy, congestion of the lungs, fever, strangles, staggers, worms, glanders, farcy, or anything indeed which lies in

the trunk or the head of the animal, than attempt the treatment of ring-bone, spavin, side-bone, corns, sand-crack, overreach, canker, thoroughpin, curb, sprain, thrush, windgall, soft funch, capped-hock, splint, etc. All the diseases of the trunk and head are so closely analogous to those common to man that the pharmacist has a groundwork of knowledge upon which to base his treatment of them. But when it comes to diseases of the bones of the legs, and the soft and hard parts of the hoofs, there the resemblance of the horse to man entirely ceases. When a case of disease of the legs or hoofs is presented to him, there are only two courses which the pharmacist can follow if he have any regard for his own reputation: He must either turn the case over to a qualified veterinary surgeon, or recommend the use of some well-known and reliable ready-made preparation. In either case he will have followed a safe course.

It has generally been found that the readiest method by which the pharmacist may develop the veterinary-remedy department of his business is by issuing to all the owners of horses in his vicinity a booklet on the diseases of the horse. This booklet must be so written that it will afford no specific instruction by which the horse-owner may proceed on his own account, but rather it should describe symptoms of disease, the causes which have probably operated in producing it and how to prevent a future recurrence of it, with general suggestions as to the care of the animal the year around. Such a booklet is calculated to stimulate the interest and develop the intelligence of the owner, and make him more watchful of the behavior of his beast. It will, moreover, naturally draw him to the pharmacist from whom it emanates when occasion for treatment arises. I personally know of at least one such booklet that has proved successful in this way. Where the pharmacist prefers to issue matter bearing his own particular ear-marks, and from his local press, he can very readily obtain the necessary technical information from any of the well-known veterinary text books. It is, however, of little real importance whether he obtain the booklet ready-made or write and print it himself. Whichever course he may adopt he is certain of interesting the people to whom he sends it, and of bringing them to his store when anything goes wrong.—W. F. Young in American Druggist.

The Waiter's Dilemma.

It was in one of the downtown restaurants that the short little woman and her tall husband went for dinner one night last week.

"Will you have oysters?" asked the man, glancing over the bill of fare.

"Yes," said the short little woman, as she tried in vain to touch her toes to the floor. "And, John, I want a bassock."

John nodded, and, as he handed his order to the waiter, he said: "Yes, and bring a bassock for the lady."

"One bassock?" asked the waiter with what John thought more than ordinary interest, as he nodded in the affirmative. Still the waiter did not go, but brushed the tablecloth with a towel and rearranged the articles on it several times, while his face got very red. Then he came around to John's side, and, speaking sotto voce, said: "Say, mister, I haven't been here long, and I'm not onto all these things. Will the lady have the bassock broiled or fried?"

Kansas papers are now claiming that the freeze which killed the fruit in that section was the best thing that has happened to the trees for years.

The Evil of Substituting.

Pharmacists frequently ask themselves as to how more congenial relations might be established between the physicians and themselves. It is therefore an acknowledged fact that such relations do not exist to the extent they should, else the subject would not be broached.

The writer, having been born and bred among drugs, and done service in a retail store and as representative for a manufacturer of pharmaceutical preparations, thus interviewing both physicians and druggists, feels that he can at least depict the sentiment expressed by both former and latter. Naturally each defends his own case, but let us consider the matter from the standpoint of each.

In the first place, many physicians carry their own remedies to a large extent, and, as they express it, inconvenience themselves thereby, and, as we know, injure the druggist financially. This practice is constantly increasing among the medical profession, to the detriment of the retail pharmacist; and the physician appears to be slowly drawing away from the latter, both socially and commercially.

Now let us see why this state of affairs exists. The medical fraternity lays stress on several matters which may to a large extent be responsible: Substitution, the low figure at which patent medicines are sold, and the practice of some disreputable druggists of using prescriptions to their own advantage.

As to accusation No. 1, substitution, it is true that this evil exists to an appreciable extent among a certain class of druggists. That the conscientious pharmacist should be made to suffer for the misdoings of his less reputable brethren is a pity; but how to remedy this iniquity? It might be partially accomplished by proclaiming the wrongs of the evil-doer to both physician and public. Certain manufacturers do this very thing among the doctors, and it is a pity the public can not by some judicious means, be made acquainted with those who seek to impose upon them. He that will trifle with a prescription intended for treatment in a case about which he knows nothing will not hesitate to defraud his patrons if given the opportunity; and these patrons should be made conscious of whom they are dealing with. I can really see no plausible reason why any druggist should stoop to such a practice. He may be the gainer by a few cents on the article substituted, or he saved the trouble of procuring what possibly he does not have in stock; but is he not the loser in the end? Argument is unnecessary.—Proceedings Connecticut Pharmaceutical Association.

The Drug Market.

Opium—Is dull and weak, but it is believed that prices have now reached bottom.

Morphine—Is unchanged.

Quinine—Further advances have taken place during the week on all brands. All foreign manufacturers advanced on the 24th and are now all at the same price as New York and Powers & Weightman. Fifty cent quinine is still talked of.

Cinchonidia—Has advanced about 50 per cent. in the last thirty days and now costs the same as quinine did before the advances.

Citrate Iron, Quinine and Citrate Iron, Quinine and Strychnine—Have all advanced 15c per lb.

Roots—Arrow has advanced and is

tending higher. Golden seal continues scarce and high.

Cod Liver Oil—Is weak and lower.

Glycerine—The market is very firm and an advance is talked of by the refiners.

Balsams—There are no changes to note. Peru is firm. Fir is scarce, but prices have not advanced materially.

Essential Oils—Anise is slightly lower. Lemon, bergamot and orange are in a firm position, but there is no change in price. Citronella is weak and lower. Wintergreen, natural, is scarce, and has been advanced. Wormwood is in small supply and prices rule firm.

Spices—Cloves are weak and slightly lower. Black pepper is easier.

Evils of Misrepresentation.

Falsehood and misrepresentation may be compared to balls which roll in every direction. They are easy to propel and they are equally difficult to stop when they once get started. Thus the habit of prevaricating and juggling and shuffling with truth is readily contracted, but it is not by any means readily broken off. Houses which desire to pose as first-class unhesitatingly resort to such practices, misrepresenting their wares in a conscienceless manner. There appears to exist a well-nigh ineradicable aversion to the statement of honest facts without exaggeration. Merchants too often think that such assertions are flat, commonplace and lacking in interest. It is, we know, impossible to make a great sensation with the plain truth and without any enhancing of the real state of the case, yet it is better to produce a less brilliant but more permanent and satisfactory effect. It is also preferable to retain confidence won, instead of indulging in an unfortunate predilection for florid utterances which can not be borne out by facts. Describing goods in an ambiguous way which leaves much doubt about their real quality and suggesting that they are superior to what they really are is wrong. Falsehood, like murder, will out, and it can not be kept hidden for any great length of time. The clear-minded person who may not have enough conscience to restrain him from performing such actions should at least see the expediency of it. If a temporary gain is made by misrepresentation a permanent future loss is also incurred by it. Every merchant who expects and desires to retain that unblemished integrity which alone will keep the customer's confidence in the store unshaken will represent goods as they really are.

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Aceticum, German	70 1/2	Copaiba	1 1/2	Tolutan	50	Sinapis, opt.	18	Linseed, boiled..	47
Boricac.	16	Cubeba	1 1/2	Prunus virg.	50	Snuff, Maceboy, De	30	Neatsfoot, winter str	65
Carbolicum	25 1/2	Erigeron	1 1/2			Voes.	34	Spirits Turpentine..	52
Citricum	48 1/2	Gaultheria	1 1/2	Tinctures		Snuff, Scotch, DeVo's	11		
Nitrosum	30 1/2	Geranium, ounce.	75	Aconitum Napellis R	80	Soda Boras, po.	9		
Hydrochlor	80 1/2	Gossypii, Sem. gal.	50 1/2	Aconitum Napellis F	50	Soda et Potass Tart.	20 1/2		
Oxalicum	12 1/2	Hedera	1 1/2	Aloes.	60	Soda, Carb.	1 1/2		
Phosphoricum, dil.	15	Junipera	1 1/2	Aloes and Myrrh.	60	Soda, Bi-Carb.	3 1/2		
Salicylicum	50 1/2	Lavendula	30 1/2	Arnica	50	Soda, Ash.	2		
Sulphuricum	1 1/2	Limons.	1 1/2	Assafetida	50	Soda, Sulphas.	2 1/2		
Tannicum	1 1/2	Mentha Piper	1 1/2	Atropa Belladonna	50	Spts. Cologne.	50 1/2		
Tartaricum	38 1/2	Mentha Verid.	1 1/2	Aurant Cortex	50	Spts. Ether Co.	50 1/2		
Ammonia		Morhuac, gal.	1 1/2	Benzoin Co.	50	Spt. Myrcia Dom.	9 1/2		
Aqua, 16 deg.	40	Myrcia	4 1/2	Barosma	50	Spts. Vini Rect. bbl.	2		
Aqua, 20 deg.	60	Olive	75	Cantharides.	75	Spts. Vini Rect. 1/2 bbl.	2		
Carbonas.	12 1/2	Picea Liquida, gal.	10 1/2	Capicum	50	Spts. Vini Rect. 10 gal	2		
Chloridum	12 1/2	Ricina	32 1/2	Cardamom Co.	75	Spts. Vini Rect. 5 gal	2		
Aniline		Rosmarini.	1 1/2	Castor.	1 1/2				
Black.	2 00 1/2	Rose, ounce.	6 50 1/2	Catechu.	50				
Brown	80 1/2	Succini	40 1/2	Cinchona.	50				
Red	45 1/2	Sabina	90 1/2	Cinchona Co.	50				
Yellow	2 50 1/2	Santal.	2 50 1/2	Columba	50				
Bacca.		Sassafras	55 1/2	Cubeba	50				
Cubese, po. 18	13 1/2	Sinapis, ess., ounce.	75	Cassia Acutifol.	50				
Juniperus	60	Tigili	1 70 1/2	Cassia Acutifol Co	50				
Xanthoxylum	25 1/2	Thyme	40 1/2	Digitalis	50				
Balsamum		Thyme, opt.	1 60	Ergot	50				
Copaiba	50 1/2	Theobromas	15 1/2	Ferri Chloridum	35				
Peru	2 75	Potassium		Gentian Co.	50				
Terabin, Canada	45 1/2	Bi-Carb.	15 1/2	Gulaca	50				
Tolutan	50 1/2	Bichromate	13 1/2	Gulaca ammon.	50				
Cortex		Bromide	5 1/2	Hyoxyamus	50				
Abies, Canadian	18	Carb.	12 1/2	Iodine	75				
Cassia	18	Chlorate, po. 17 1/2	10 1/2	Iodine, colorless.	50				
Cinchona Flava.	18	Cyanide	2 40 1/2	Kino.	50				
Euonymus atropurp	30	Iodide	2 40 1/2	Lobelia	50				
Myrica Cerifera, po.	20	Potassa, Bitart, pure	2 20 1/2	Myrrh.	50				
Prunus Virgini.	12	Potassa, Bitart, com	15 1/2	Nux Vomica	50				
Quillaia, gr'd.	12	Potass Nitras, opt.	10 1/2	Opil.	75				
Sassafras, po. 18	12	Potass Nitras.	10 1/2	Opil, camphorated.	50				
Ulmus, po. 15, gr'd	15	Prussiate	2 25	Opil, deodorized.	50				
Extractum		Sulphate po	15 1/2	Quassia	50				
Glycyrrhiza Glabra	24 1/2	Radix		Rhatany	50				
Glycyrrhiza, po.	28 1/2	Aconitum	20 1/2	Rhel.	50				
Hematox, 15 lb box	11 1/2	Althae	22 1/2	Sanguinaria	50				
Hematox, 18	13 1/2	Anchusa	16 1/2	Serpentaria	50				
Hematox, 1/4s.	14 1/2	Arum po.	10 1/2	Stromonium	50				
Hematox, 1/8s.	16 1/2	Calamus	20 1/2	Tolutan	50				
Ferru		Gentiana, po. 15	12 1/2	Valerian	50				
Carbonate Precip.	15	Glycyrrhiza, pv. 15	10 1/2	Veratrum Veride	50				
Citrate and Quinia.	2 25	Hydrastis Canaden.	10 1/2	Zingiber	50				
Citrate Soluble.	75	Hydrastis Can. po.	10 1/2	Miscellaneous					
Ferrocyanidum Sol.	15	Hellebore, Alba, po.	15 1/2	Ether, Spts. Nit. 3 F	30 1/2				
Solut. Chloride.	40	Inula, po.	15 1/2	Ether, Spts. Nit. 4 F	30 1/2				
Sulphate, com'l, by	50	Ipecac, po.	3 90 1/2	Alumen	2 1/2				
Sulphate, pure	7	Iris plox, po. 35 1/2	35 1/2	Alumen, gro'd, po. 7	30 1/2				
Flora		Jalapa, pr.	25 1/2	Annatto	40 1/2				
Arnica	12 1/2	Maranta, 1/4s.	2 1/2	Antimoni	40 1/2				
Anthemis	30 1/2	Podophyllum, po.	22 1/2	Antimoni et Potass T	40 1/2				
Matricaria	30 1/2	Rhei, cut.	75 1/2	Antipyrin	35				
Folia		Rhei, pv.	75 1/2	Antifebrin	2 1/2				
Barosma	25 1/2	Spigelia	35 1/2	Argent Nitras, oz	50				
Cassia Acutifol, Tin-	18 1/2	Sanguinaria, po. 15	10 1/2	Arsenium	10 1/2				
nevelly.	25 1/2	Serpentaria	30 1/2	Balm Gilead Bud	38 1/2				
Cassia Acutifol, Alx.	25 1/2	Senega	40 1/2	Bismuth S. N.	1 40 1/2				
Salvia officinalis, 1/4s	12 1/2	Similax, officialis H	10 1/2	Calcium Chlor., 1s.	9				
and 1/8s.	10	Similax, M.	10 1/2	Calcium Chlor., 1/4s.	10				
Ura Ursi	50 1/2	Scilla, po. 35	10 1/2	Calcium Chlor., 1/8s.	12				
Gummi		Symplocarpus, Foti-	10 1/2	Cantharides, Rus. po.	75				
Acacia, 1st picked.	65	us, po.	10 1/2	Capici Fructus, af.	15				
Acacia, 2d picked.	45	Valeriana, Eng. po. 30	15 1/2	Capici Fructus, po.	15				
Acacia, 3d picked.	35	Valeriana, German.	15 1/2	Capici Fructus, po. 15	12 1/2				
Acacia, sifted sorts.	28	Zingiber a.	12 1/2	Caryophyllus, po. 15	12 1/2				
Acacia, po.	60 1/2	Zingiber j.	25 1/2	Carmine, No. 40	3 00				
Aloe, Barb. po. 18 1/2	12 1/2	Semen		Cera Alba	50 1/2				
Aloe, Cape, po. 15	12 1/2	Anisum, po. 15	12 1/2	Cocous	40 1/2				
Aloe, Socotri, po. 40	12 1/2	Apium (graveleons)	13 1/2	Cassia Fructus	40				
Ammoniac.	55 1/2	Bird, 1s.	4 1/2	Centraria	10				
Assafetida, po. 30	55 1/2	Cardamom.	1 25 1/2	Cetaceum.	45				
Berzolinum	50 1/2	Carui.	10 1/2	Chloroform.	50 1/2				
Catechu, 1s.	13 1/2	Cordarum.	8 1/2	Chloroform, squibbs	1 10				
Catechu, 1/4s.	14 1/2	Cannabis Sativa.	4 1/2	Chloral Hyd Crst.	1 65 1/2				
Catechu, 1/8s.	16 1/2	Cydonium.	10 1/2	Chondrus	20 1/2				
Camphora	53 1/2	Chenopodium.	10 1/2	Cinchonidine, P. & W	28 1/2				
Euphorbium, po. 35	10 1/2	Dipterix Odorata.	1 40 1/2	Cinchonidine, Germ	23 1/2				
Gamboge, po.	65 1/2	Feniculum	10 1/2	Cocaine	3 80 1/2				
Gualacum, po. 25	30 1/2	Poenugreek, po.	7 1/2	Corks, list, dis. pr. ct.	10				
Kino, po. 83.00	3 00	Lini, gr'd. bbl. 3 1/4	4 1/2	Croosotum	2 35				
Mastic	60	Lini, 1/4s.	4 1/2	Creta, prep.	2				
Myrrh, po. 45	40 1/2	Pharlaris Canarian.	4 1/2	Creta, precip.	11 1/2				
Opil, po. 4.80 1/2 5.00	3 25 1/2	Rapa	4 1/2	Creta, Rubra	8				
Shellac.	25 1/2	Sinapis Albu.	4 1/2	Crocus	18 1/2				
Shellac, bleached.	40 1/2	Sinapis Nigra.	11 1/2	Cudbear	24				
Tragacanth	50 1/2	Spiritus		Cupri Sulph.	6 1/2				
Herba		Frument, W. D. Co.	2 00 1/2	Dextrine	75 1/2				
Absinthium, oz. pkg	25	Frument, D. F. R.	2 00 1/2	Ether Sulph.	8				
Eupatorium, oz. pkg	25	Frument, 1 1/2	1 25 1/2	Emery, po.	8				
Lobelia, oz. pkg	25	Juniperis Co. O. T.	1 65 1/2	Ergota, po. 40	30 1/2				
Majorum, oz. pkg	25	Juniperis Co.	1 75 1/2	Flake White	12 1/2				
Mentha Pip. oz. pkg	25	Saacharum N. E.	1 90 1/2	Galla	23 1/2				
Mentha Vir. oz. pkg	25	Spt. Vini Galli.	1 75 1/2	Gambier	9				
Rue, oz. pkg	25	Vini Oporto	1 25 1/2	Gelatn, Cooper.	80				
Tanacetum, oz. pkg	25	Vini Alba.	1 25 1/2	Gelatn, French.	35 1/2				
Thymus, V. oz. pkg	25	Sponges		Glassware, flint, box	75				
Magnesia.		Florida sheeps' wool	2 50 1/2	Less than box	10				
Calcined, Pat.	55 1/2	carriage.	2 50 1/2	Glue, brown	12 1/2				
Carbonate, K. & M.	20 1/2	Nassau sheeps' wool	2 00 1/2	Glue, white.	13 1/2				
Carbonate, Jennings	35 1/2	carriage.	2 00 1/2	Glycerina	14 1/2				
Oilum		Velvet extra sheeps'	2 00 1/2	Grana Paradisi	25 1/2				
Absinthium	3 75 1/2	wool, carriage.	2 00 1/2	Humulus	55 1/2				
Amygdalae, Dulc.	30 1/2	Extra yellow sheeps'	2 00 1/2	Hydraag Chlor Mite	90				
Amygdalae, Amara	8 00 1/2	wool, carriage.	2 00 1/2	Hydraag Chlor Cor.	90				
Anisi.	1 85 1/2	Grass sheeps' wool	2 00 1/2	Hydraag Ox Rub'm.	1 10 1/2				
Aurant Cortex	2 40 1/2	carriage.	2 00 1/2	Hydraag Ammoniat	1 15 1/2				
Bergamit.	2 80 1/2	Hard, for slate use.	2 00 1/2	Hydraag Unguentum	45 1/2				
Caliputi.	75 1/2	Yellow Reef, for	2 00 1/2	Hydrargyrum	75				
Caryophylli	8 1/2	slate use.	2 00 1/2	Ichthyobolla, Am.	65 1/2				
Cedar.	35 1/2	Syrups		Indigo.	75 1/2				
Chenopadi.	2 75 1/2	Acacia	50	Iodine, Resubi.	3 60 1/2				
Cinnamoni.	1 60 1/2	Aurant Cortes.	50	Iodoform.	4 20 1/2				
Curonella	45 1/2	Zingiber.	50	Lupulin.	2 25 1/2				
		Ipecac	80	Lycopodium	40 1/2				
		Ferri Iod.	50	Macia	65 1/2				
		Rhei Arom.	50	Liquor Arsen et Hy.	25				
		Smilax Officialis.	50	Liquor Potass Arsenit	10 1/2				
		Senega	50	Magnesia, Sulph.	20 1/2				
		Scilla	50	Magnesia, Sulph. bbl	1 1/2				
				Mannia, S. F.	50 1/2				
				Manthel	3 25				

PAINT AND ARTIST'S BRUSHES

Our stock of Brushes for the season of 1899 is complete and we invite your orders. The line includes

Flat Wall bound in rubber,
brass and leather
Oval Paint Round Paint
Oval Chisel Varnish
Oval Chisel Sash
Round Sash
White Wash Heads
Kalsomine
Flat Varnish
Square and Chisel

All qualities at satisfactory prices.

Camel Hair Varnish
Mottlers Flowing
Color
Badger Flowing,
single or double
C. H. Pencils, etc.

HAZELTINE & PERKINS
DRUG CO.,
GRAND RAPIDS, MICH.

GROCERY PRICE CURRENT.

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

AXLE GREASE. Aurora, doz. gross 55 6 00 Castor Oil, doz. gross 7 00 Diamond, doz. gross 50 4 00 Fraser's, doz. gross 75 9 00 IXL Golden, tin boxes 75 9 00 Mica, tin boxes 75 9 00 Paragon, doz. gross 55 6 00	CANDLES. 8s. doz. 7 16s. doz. 8 24s. doz. 8 Wickling, doz. 20 CATSUP. Columbia, pints 2 00 Columbia, 1/4 pints 1 25 CHEESE Acme, doz. 12 1/2 Amboy, doz. 12 Emblem, doz. 12 Gold Medal, doz. 12 Ideal, doz. 12 Jersey, doz. 13 Riverside, doz. 12 Brick, doz. 12 Edam, doz. 12 Leiden, doz. 12 Limburger, doz. 12 Pineapple, doz. 12 Sap Sago, doz. 12 Chicory. Bulk, doz. 5 Red, doz. 7	CONDENSED MILK. 4 doz in case. Gail Borden Eagle, doz. 6 75 Crown, doz. 6 25 Daisy, doz. 5 75 Champion, doz. 4 50 Magnolia, doz. 4 25 Challenge, doz. 3 35 Dime, doz. 3 35 COUPON BOOKS. Trademan Grade. 50 books, any denom. 1 50 100 books, any denom. 2 50 500 books, any denom. 11 50 1,000 books, any denom. 20 00 Economic Grade. 50 books, any denom. 1 50 100 books, any denom. 2 50 500 books, any denom. 11 50 1,000 books, any denom. 20 00 Superior Grade. 50 books, any denom. 1 50 100 books, any denom. 2 50 500 books, any denom. 11 50 1,000 books, any denom. 20 00 Coupon Pass Books. Can be made to represent any denomination from \$10 down. 20 books, 1 00 50 books, 2 00 100 books, 3 00 250 books, 6 25 500 books, 10 00 1,000 books, 17 50 Universal Grade. 50 books, any denom. 1 50 100 books, any denom. 2 50 500 books, any denom. 11 50 1,000 books, any denom. 20 00 Credit Checks. 500, any one denom'n. 3 00 1,000, any one denom'n. 5 00 2,000, any one denom'n. 8 00 Steel punch, 75	Hominy. Barrels, 50 lb. drums. 2 50 Flake, 50 lb. drums. 1 00 Beans. Dried Lima, doz. 5 1/2 Medium Hand Picked 1 2 @ 1 25 Maccaroni and Vermicelli. Domestic, 10 lb. box. 60 Imported, 25 lb. box. 2 50 Pearl Barley. Common, doz. 2 0 Chester, doz. 2 25 Empire, doz. 2 75 Peas. Green, Wisconsin, bu. 1 00 Green, Scotch, bu. 1 10 Split, bu. 2 50 Rolls Oats. Rolled Avena, bbl. 4 00 Monarch, bbl. 3 5 Monarch, 1/4 bbl. 2 00 Monarch, 90 lb sacks. 1 80 Quaker, cases. 3 20 Huron, cases. 2 00 Sago. German, doz. 4 East India, doz. 3 1/2 Tapioca. Flake, doz. 5 Pearl, doz. 4 1/2 Anchor, 40 lb. pkgs. 5 1/2 Wheat. Cracked bulk, doz. 3 1/2 24 2 lb packages. 2 50 SALT FISH. Cod. Georges cured, doz. 4 Georges genuine, doz. 5 Georges selected, doz. 5 1/2 Strips or bricks, 6 @ 9 Herring. Holland white hoops, bbl. 9 25 Holland white hoop 1/2 bbl. 5 25 Holland white hoop, keg. 70 Holland white hoop mchs. 80 Norwegian, doz. 3 10 Round 40 lbs. 1 40 Scaled, doz. 14 Flackerol. Mess 100 lbs. 15 00 Mess 40 lbs. 6 30 Mess 10 lbs. 1 65 Mess 8 lbs. 1 35 No. 1 100 lbs. 13 25 No. 1 40 lbs. 5 60 No. 1 10 lbs. 1 48 No. 1 8 lbs. 1 20 No. 2 100 lbs. 11 50 No. 2 40 lbs. 4 90 No. 2 10 lbs. 1 30 No. 2 8 lbs. 1 07 Trout. No. 1 100 lbs. 5 25 No. 1 40 lbs. 2 40 No. 1 10 lbs. 68 No. 1 8 lbs. 57 Whitfish. No. 1 No. 2 Fam 100 lbs. 7 00 6 50 2 75 40 lbs. 3 10 2 90 1 40 10 lbs. 85 80 43 8 lbs. 71 68 37	INDIGO. Madras, 5 lb boxes. 55 S. F., 2, 3 and 5 lb boxes. 50 GUNPOWDER. Rifle-Dupont's. Kegs, doz. 4 00 Half Kegs, doz. 2 25 Quarter Kegs, doz. 1 25 1 lb. cans, doz. 30 1/2 lb. cans, doz. 18 Choke Bore-Dupont's. Kegs, doz. 4 25 Half Kegs, doz. 2 40 Quarter Kegs, doz. 1 35 1 lb. cans, doz. 34 Eagle Duck-Dupont's. Kegs, doz. 8 00 Half Kegs, doz. 4 25 Quarter Kegs, doz. 2 25 1 lb. cans, doz. 45 JELLY. 15 lb pails, doz. 35 30 lb pails, doz. 65 LYE. Condensed, 2 doz. 1 20 Condensed, 4 doz. 2 25 LICORICE. Pure, doz. 30 Calabria, doz. 25 Sicily, doz. 14 Root, doz. 10 MINCE MEAT. Ideal, 3 doz. in case. 2 25 MATCHES. Diamond Match Co.'s brands. No. 9 sulphur, doz. 1 05 Anchor Parlor, doz. 1 10 No. 2 Home, doz. 1 10 Export Parlor, doz. 4 00 MOLASSES. New Orleans. Black, doz. 11 Fair, doz. 14 Good, doz. 20 Fancy, doz. 24 Open Kettle, doz. 25 @ 35 Half-barrels 2c extra. MUSTARD. Horse Radish, 1 doz. 1 75 Horse Radish, 2 doz. 3 50 Bayle's Celery, 1 doz. 1 75 PIPES. Clay, No. 216, doz. 1 70 Clay, T. D. full count, doz. 65 Cob, No. 3, doz. 85 POTASH. 48 cans in case. 4 00 Babbitt's, doz. 3 00 Penna Salt Co.'s, doz. 3 00 PICKLES. Medium. Barrels, 1,200 count. 3 75 Half bbls, 600 count. 2 38 Small. Barrels, 2,400 count. 4 75 Half bbls 1,200 count. 2 88 RICE. Domestic. Carolina head, doz. 6 1/2 Carolina No. 1, doz. 5 Carolina No. 2, doz. 4 Broken, doz. 3 1/2 Imported. Japan, No. 1, doz. 5 1/2 @ 6 Japan, No. 2, doz. 4 1/2 @ 5 Java, fancy head, doz. 5 @ 5 1/2 Java, No. 1, doz. 5 @ 5 Table, doz. 4 SALERATUS. Packed 60 lbs in box. Church's Arm and Hammer, 15 Deland's, doz. 3 00 Dwight's Cow, doz. 3 15 Emblem, doz. 3 50 Soda, doz. 3 15 Wyandotte, 40 lbs, doz. 3 00 SALT SODA. Granulated, bbls. 75 Granulated, 100 lb cases. 60 Lump, bbls, doz. 75 Lump, 145 lb kegs. 85	SAUERKRAUT. Barrels, doz. 4 75 1/2 Barrels, doz. 2 60 SNUFF. Scotch, in bladders. 37 Maccaboy, in jars. 35 French Rappee, in jars. 43 SEEDS. Anise, doz. 9 Canary, Smyrna, doz. 3 1/2 Caraway, doz. 8 Cardamon, Malabar, doz. 60 Celery, doz. 11 Hemp, Russian, doz. 4 1/2 Mixed Bird, doz. 4 1/2 Mustard, white, doz. 5 Poppy, doz. 10 Rape, doz. 4 1/2 Cattle Bone, doz. 20 SALT. Diamond Crystal. Table, cases, 24 3-lb boxes. 1 50 Table, barrels, 100 3 lb bags. 2 75 Table, barrels, 40 7 lb bags. 2 40 Butter, barrels, 280 lb. bbl. 2 25 Butter, barrels, 20 14 lb bags. 2 50 Butter, sacks, 28 lbs. 25 Butter, sacks, 56 lbs. 55 Common Grades. 100 3 lb sacks. 1 95 60 5 lb sacks. 1 80 28 10 lb sacks. 1 65 Worcester. 50 4 lb. cartons. 3 25 115 2 1/2 lb. sacks. 4 00 60 5 lb. sacks. 3 75 22 14 lb. sacks. 3 50 30 10 lb. sacks. 3 50 28 10 lb. sacks. 3 32 56 10 lb. sacks. 60 Bulk in barrels. 50 Warsaw. 56-lb dairy in drill bags. 30 28-lb dairy in drill bags. 15 Ashton. 56-lb dairy in linen sacks. 60 Higgins. 56-lb dairy in linen sacks. 60 Solar Rock. 56-lb sacks. 21 Common. Granulated Fine. 65 Medium Fine. 75 SOAP. JAXON Single box. 2 05 5 box lots, delivered. 2 0 10 box lots, delivered. 2 75 JAS. S. KIRK & CO.'S BRANDS. American Family, wrp'd. 2 66 Dome, doz. 2 75 Cabinet, doz. 2 20 Savon, doz. 2 50 White Russian, doz. 2 35 White Cloud, laundry, doz. 6 25 White Cloud, toilet, doz. 3 50 Dusky Diamond, 50 8 oz. 2 10 Dusky Diamond, 50 8 oz. 3 00 Blue India, 100 1/2 lb. 3 50 Kirkoline, doz. 3 50 Eos, doz. 2 50 Allen B. Wrisley's Brands. Old Country, 80 1-lb. bars. 2 75 Good Cheer, 60 1-lb. bars. 3 75 Uno, 100 1/2-lb. bars. 2 50 Doll, 100 10-oz. bars. 2 05 Scouring. Sapolio, kitchen, 3 doz. 2 40 Sapolio, hand, 3 doz. 2 40 SODA. Boxes, doz. 5 1/2 Kegs, English, doz. 4 1/2
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JAXON

1 lb cans, 4 doz case. 45
 1 lb cans, 4 doz case. 85
 1 lb cans, 2 doz case. 1 60
Jersey Cream.
 1 lb cans, per doz. 2 00
 9 oz. cans, per doz. 1 25
 6 oz. cans, per doz. 85
Our Leader.
 1 lb cans. 45
 1 lb cans. 75
 1 lb cans. 1 50
Poorless.
 1 lb cans. 85
Queen Flake.
 3 oz., 6 doz. case. 2 70
 6 oz., 4 doz. case. 3 20
 9 oz., 4 doz. case. 4 80
 1 lb., 2 doz. case. 4 00
 5 lb., 1 doz. case. 9 00
BATH BRICK.
 American. 70
 English. 80
BLUING.
CONDENSED PEARL BLUING
 Small, 3 doz. 40
 Large, 2 doz. 75
BROOKS.
 No. 1 Carpet. 2 31
 No. 2 Carpet. 2 1
 No. 3 Carpet. 1 81
 No. 4 Carpet. 1 45
 Parlor Gem. 2 50
 Common Whisk. 91
 Fancy Whisk. 95
 Warehouse. 2 71
CANNED GOODS.
 Tomatoes. 80 @ 90
 Corn. 80 @ 100
 Hominy. 80
 Beans, Lima. 70 @ 1 30
 Beans, Wax. 90
 Beans, String. 85
 Beans, Baked. 75 @ 1 00
 Beans, Red Kidney. 75 @ 1 00
 Succotash. 95 @ 1 20
 Peas. 50 @ 85
 Peas, French. 2 25
 Pumpkin. 75
 Mushroom. 15 @ 22
 Peaches, Pie. 1 0
 Peaches, Fancy. 1 40
 Apples, Gallons. 30 @ 30
 Cherries. 90
 Pears. 70
 Pineapple, grated. 2 40
 Pineapple, sliced. 2 25
 Pineapple, Farren. 1 70
 Strawberries. 1 10
 Blackberries. 80
 Raspberries. 80
 Oysters, 1-lb. 85
 Oysters, 2-lb. 1 45
 Salmon, Warren's. 1 4 @ 1 60
 Salmon, Alaska. 1 25
 Salmon, Klondike. 90
 Lobsters, 1-lb. Star. 3 20
 Lobsters, 2-lb. Star. 3 90
 Mac erel, 1-lb. Mustard. 10
 Mackerel, 1-lb. Soused. 1 75
 Mackerel, 1-lb. Tomato. 1 75
 Shrimps. 2 00
 Sardines, 1/4 domestic. 3 1/2 @ 7 1/2
 Sardines, mstrd. dom. 5 1/2 @ 7 1/2
 Sardines, French. 8 @ 22

CONDENSED PEARL BLUING

BROOKS.

CANNED GOODS.

CHOCOLATE.
 Walter Baker & Co.'s.
 German Sweet. 23
 Premium. 35
 Breakfast Cocoa. 46

CLOTHES LINES.
 Cotton, 40 ft. per doz. 1 00
 Cotton, 50 ft. per doz. 1 20
 Cotton, 60 ft. per doz. 1 40
 Cotton, 70 ft. per doz. 1 60
 Cotton, 80 ft. per doz. 1 80
 Jute, 60 ft. per doz. 80
 Jute, 72 ft. per doz. 95

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

CREAM TARTAR.
 5 and 10 lb. wooden boxes. 30
 Bulk in sacks. 29

COFFEE.
 Roasted.
 Fair. 9
 Good. 10
 Prime. 12
 Golden. 13
 Peaberry. 14

Maracaibo.
 Prime. 15
 Milled. 17

Java.
 Interior. 26
 Private Growth. 31
 Mandehling. 35

Mocha.
 Imitation. 22
 Arabian. 28

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

Package.
 Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package, also 1/2 c a pound. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases.

Extract.
 Valley City 1/2 gross. 75
 Felix 1/2 gross. 1 15
 Hummel's foil 1/2 gross. 85
 Hummel's tin 1/2 gross. 1 48
CLOTHES PINS.
 5 gross boxes. 40

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

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

Universal Grade.
 50 books, any denom. 1 50
 100 books, any denom. 2 50
 500 books, any denom. 11 50
 1,000 books, any denom. 20 00
Credit Checks.
 500, any one denom'n. 3 00
 1,000, any one denom'n. 5 00
 2,000, any one denom'n. 8 00
 Steel punch. 75

DRIED FRUITS-DOMESTIC.
Apples.
 Sundried. 2 74
 Evaporated 50 lb boxes. 2 9 1/2
California Fruits.
 Apricots. 15
 Blackberries. 15
 Nectarines. 15
 Peaches. 9 @ 21 1/2
 Pears. 9
 Pitted Cherries. 15
 Prunelles. 13
 Raspberries. 14

California Prunes.
 100-120 25 lb boxes. 4
 80-100 25 lb boxes. 5
 60-80 25 lb boxes. 5 1/2
 40-60 25 lb boxes. 6 1/2
 20-40 25 lb boxes. 6 1/2
 50-60 25 lb boxes. 9
 40-50 25 lb boxes. 10
 30-40 25 lb boxes. 10
 1/2 cent less in 50 lb cases

Raisins.
 London Layers 2 Crown. 1 50
 London Layers 3 Crown. 1 65
 Cluster 4 Crown. 2 00
 Loose Muscatels 2 Crown. 1 50
 Loose Muscatels 3 Crown. 6
 Loose Muscatels 4 Crown. 7
 L. M. Seeded, choice. 8
 L. M. Seeded, fancy. 9 1/2

FOREIGN.
Citron.
 Leghorn. 12
 Corsican. 13
Currants.
 Patras bbls. 5 1/2
 Cleaned, bulk. 6
 Cleaned, packages. 6 1/2
Citron American 10 lb bx
Lemon American 10 lb bx
Orange American 10 lb bx

Farinaeous Goods.
Farina.
 24 1 lb. packages. 1 50
 Bulk, per 100 lbs. 3 50
Crits.
 Walsh-DeR Co.'s Brand.

WALSH-DE R CO.'S BRAND.

WALSH-DE R CO.'S BRAND.

Hominy.
 Barrels, 50 lb. drums. 2 50
 Flake, 50 lb. drums. 1 00
Beans.
 Dried Lima, doz. 5 1/2
 Medium Hand Picked 1 2 @ 1 25
Maccaroni and Vermicelli.
 Domestic, 10 lb. box. 60
 Imported, 25 lb. box. 2 50
Pearl Barley.
 Common, doz. 2 0
 Chester, doz. 2 25
 Empire, doz. 2 75
Peas.
 Green, Wisconsin, bu. 1 00
 Green, Scotch, bu. 1 10
 Split, bu. 2 50
Rolls Oats.
 Rolled Avena, bbl. 4 00
 Monarch, bbl. 3 5
 Monarch, 1/4 bbl. 2 00
 Monarch, 90 lb sacks. 1 80
 Quaker, cases. 3 20
 Huron, cases. 2 00

Sago.
 German, doz. 4
 East India, doz. 3 1/2
Tapioca.
 Flake, doz. 5
 Pearl, doz. 4 1/2
 Anchor, 40 lb. pkgs. 5 1/2
Wheat.
 Cracked bulk, doz. 3 1/2
 24 2 lb packages. 2 50

SALT FISH.
Cod.
 Georges cured, doz. 4
 Georges genuine, doz. 5
 Georges selected, doz. 5 1/2
 Strips or bricks, 6 @ 9
Herring.
 Holland white hoops, bbl. 9 25
 Holland white hoop 1/2 bbl. 5 25
 Holland white hoop, keg. 70
 Holland white hoop mchs. 80
 Norwegian, doz. 3 10
 Round 40 lbs. 1 40
 Scaled, doz. 14

Flackerol.
 Mess 100 lbs. 15 00
 Mess 40 lbs. 6 30
 Mess 10 lbs. 1 65
 Mess 8 lbs. 1 35
 No. 1 100 lbs. 13 25
 No. 1 40 lbs. 5 60
 No. 1 10 lbs. 1 48
 No. 1 8 lbs. 1 20
 No. 2 100 lbs. 11 50
 No. 2 40 lbs. 4 90
 No. 2 10 lbs. 1 30
 No. 2 8 lbs. 1 07

Trout.
 No. 1 100 lbs. 5 25
 No. 1 40 lbs. 2 40
 No. 1 10 lbs. 68
 No. 1 8 lbs. 57
Whitfish.
 No. 1 No. 2 Fam
 100 lbs. 7 00 6 50 2 75
 40 lbs. 3 10 2 90 1 40
 10 lbs. 85 80 43
 8 lbs. 71 68 37

FLAVORING EXTRACTS.

JENNINGS' FLAVORING EXTRACTS.

JENNINGS' FLAVORING EXTRACTS.

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JENNINGS' FLAVORING EXTRACTS.

SPICES.

Whole Sifted.

Allspice	14
Cassia, China in mats	12
Cassia, Batavia in bund.	25
Cassia, Saigon in rolls	32
Cloves, Amboyna	14
Cloves, Zanzibar	12
Mace, Batavia	50
Nutmegs, fancy	60
Nutmegs, No. 2	45
Pepper, Singapore, black	13
Pepper, Singapore, white	16
Pepper, shot	15

Pure Ground in Bulk.

Allspice	17
Cassia, Batavia	30
Cassia, Saigon	40
Cloves, Amboyna	14
Ginger, African	15
Ginger, Cochlin	18
Ginger, Jamaica	23
Mace, Batavia	65
Mustard	12@18
Nutmegs	40@50
Pepper, Sing., black	15
Pepper, Sing., white	22
Pepper, Cayenne	20
Sage	15

SYRUPS.

Barrels	18
Half bbls.	20
1 doz. 1 gallon cans	2 90
1 doz. 1/2 gallon cans	1 70
2 doz. 1/4 gallon cans	1 75
Pure Cane	
Fair	16
Good	20
Choice	25

STARCH.



Kingsford's Corn.

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

Kingsford's Silver Gloss.

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

Diamond.

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

Common Corn.

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

Common Gloss.

1-lb packages	4 1/2
3-lb packages	4 1/2
6-lb packages	4 1/2
40 and 50 lb boxes	3
Barrels	3

STOVE POLISH.

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

SUGAR.

Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.	
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Domino	5 38
Cut Loaf	5 63
Crushed	5 61
Powdered	5 28
XXXX Powdered	5 28
Cubes	5 25
Granulated in bbls.	5 13
Granulated in bags	5 13
Fine Granulated	5 13
Extra Fine Granulated	5 25
Extra Coarse Granulated	5 25
Mould A	5 38
Diamond Confection A	5 13
Confection Standard A	5 00
No. 1	4 63
No. 2	4 13
No. 3	4 63
No. 4	4 56
No. 5	4 44
No. 6	4 44
No. 7	4 38
No. 8	4 31
No. 9	4 2
No. 10	4 25
No. 11	4 1
No. 12	4 13
No. 13	4 0
No. 14	4 08
No. 15	4 08
No. 16	4 08

TOBACCOS.

Cigars.

Clark-Jewell-Wells Co.'s brand.	
New Brick	33 00

H. & P. Drug Co.'s brand.

Quintette	35 00
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G. J. Johnson Cigar Co.'s brand.

Gens. Grant and Lee	35 00
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S. C. W.

Double Eagle's, 6 sizes	55 70 00
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Gen. Maceo, 5 sizes

Mr. Thomas	55 70 00
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Cuban Hand Made

Crown Five	35 00
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Sir William

Club Five	35 00
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Gens. Grant and Lee

Little Peggy	35 00
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Signal Five

Knights of Pythias	35 00
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Key West Perfects, 2 sz

Key West Perfects, 2 sz	55 60 00
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TABLE SAUCES.

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

VINEGAR.

Malt White Wine, 40 grain	5
Malt White Wine, 80 grain	11
Pure Cider, Red Star	12
Pure Cider, Robinson	12
Pure Cider, Silver	11

WICKING.

No. 0, per gross	20
No. 1, per gross	25
No. 2, per gross	35
No. 3, per gross	55

Crackers.

The National Biscuit Co. quotes as follows:	
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Butter.

Seymour XXX	5 1/2
Seymour XXX, 3 lb. carton	6
Family XXX	5 1/2
Salted XXX	6
New York XXX	6
Wolverine	6
Boston	7 1/2

Soda.

Soda XXX	6
Soda XXX, 3 lb. carton	6 1/2
Soda, City	8
Long Island Wafers	11
L. I. Wafers, 1 lb. carton	12
Zephyrette	10

Oyster.

Saltine Wafer, 1 lb. carton	6 1/2
Farina Oyster	5 1/2
Extra Farina Oyster	6

SWEET GOODS—Boxes.

Animals	10 1/2
Bent's Water	15
Cocacoin Taffy	10
Coffee Cake, Java	10
Coffee Cake, feed	10
Cracknells	15 1/2
Cubans	11 1/2
Frosted Cream	8
Ginger Gems	8
Ginger Snaps, XXX	7 1/2
Graham Crackers	8
Graham Wafers	10
Grand Ma Cakes	9
Imperial	8
Jumbles, Honey	11 1/2
Marshmallow	15
Marshmallow Creams	16
Marshmallow Walnuts	16
Mich. Frosted Honey	12 1/2
Molasses Cakes	8
Newton	12
Nic Nacs	8
Orange Gems	8
Penny Assorted Cakes	8 1/2
Pretzels, hand made	7 1/2
Sears' Lunch	7
Sugar Cake	8
Sugar Squares	9
Vanilla Wafers	14
Sultanas	12 1/2

Oils.

Barrels	
Eocene	11 1/2
XXX W.W. Mich. Hdt	10
W W Michigan	9 1/2
Diamond White	9 1/2
D. S. Gas	12 1/2
Deo. Naptha	12 1/2
Cylinder	29
Engine	11
Black, winter	8

Candies.

Stick Candy.

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

Jumbo, 32 lb	8
Extra H. H.	8 1/2
Boston Cream	10

Mixed Candy.

Grocers	2 @ 6
Competition	2 @ 6
Standard	2 @ 6
Conserve	2 @ 7 1/2
Royal	2 @ 7 1/2
Ribbon	2 @ 8 1/2
Broken	2 @ 7 1/2
Cut Loaf	2 @ 8
English Rock	2 @ 8
Kindergarten	2 @ 8 1/2
French Cream	2 @ 9
Dandy Pan	2 @ 10
Hand Made Cream mxd	2 @ 11
Ital. Cream Bubb.	35 lb p s 11
Molas es Chews, 15 lb. pails	13
"Alla Samee," 5 lb. pails	12

Fancy—in Bulk.

Lozenges, plain	2 @ 8 1/2
Lozenges, printed	2 @ 8 1/2
Choc. Drops	2 @ 10 1/2
Choc. Monumentals	2 @ 2
Gum Drops	2 @ 5
Moss Drops	2 @ 8
Sour Drops	2 @ 8 1/2
Imperial	2 @ 9

Fancy—in 5 lb. Boxes.

Lemon Drops	2 @ 50
Sour Drops	2 @ 50
Peppermint Drops	2 @ 60
Chocolate Drops	2 @ 60
H. M. Choc. Drops	2 @ 75
H. M. Choc. Lt. and Dk. No. 12	2 @ 90
Gum Drops	2 @ 90
Licorice Drops	2 @ 90
A. B. Licorice Drops	2 @ 90
Lozenges, plain	2 @ 50
Lozenges, printed	2 @ 50
Imperial	2 @ 50
Molasses	2 @ 55
Cream Bar	2 @ 50
Molasses Bar	2 @ 50
Hand Made Creams	80 @ 90
Cream Buttons, Pep. and Want	2 @ 65
String Rock	2 @ 60
Burnt Almonds	1 25 @
Wintergreen Berries	2 @ 50

Caramels.

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

Fruits.

Oranges	
Fancy Navels	2 @ 75
Choice	2 @ 50
Seedlings	2 50 @ 2 75

Lemons.

Strictly choice 300s.	2 @ 30
Strictly choice 300s.	2 @ 25
Fancy 300s	2 @ 30
Ex. Fancy 300s	2 @ 30
Ex. Fancy 300s	2 @ 30

Bananas.

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

Foreign Dried Fruits.

Figs	
California Fancy	2 @ 14
Choice, 10 lb boxes	2 @ 13
Extra choice, 10 lb boxes new	2 @ 15
Fancy, 12 lb boxes	2 @ 22
Imperial Mikados, 18 lb boxes	2 @
Pulled, 6 lb boxes	2 @
Naturals, in bags	2 @ 7
Dates	
Fards in 10 lb boxes	2 @ 10
Fards in 60 lb cases	2 @ 6
Persians, P H V	2 @ 6
Lb cases, new	2 @ 6
Sairs, 60 lb cases	2 @ 5

Nuts.

Almonds, Tarragona	2 @ 16
Almonds, Ivaca	2 @ 14
Almonds, California, soft shelled	2 @ 15
Brazil new	2 @ 8
Filberts	2 @ 10
Walnuts, Granobles	2 @ 13
Walnuts, Calif No. 1	2 @ 11
Walnuts, soft shelled	2 @ 11
Table Nuts, fancy	2 @ 11
Table Nuts, choice	2 @ 10
Pecans, Med.	2 @ 7 1/2
Pecans, Ex. Large	2 @ 9
Pecans, Jumbos	2 @ 12
Hickory Nuts per bu.	2 @ 1 00
Ohio, new	2 @ 1 00
Cocoanuts, full sacks	2 @ 4 00
Chestnuts per bu.	2 @ 4 00
Peanuts	
Fancy, H. P., Suns	2 @ 7
Fancy, H. P., Flags	2 @ 7
Roasted	2 @ 7
Choice, H. P., Extras	2 @ 4 1/2
Choice, H. P., Extras, Roasted	5 1/2

Grains and Feedstuffs

Wheat.

Winter Wheat Flour	68
Local Brands	

Patents	4 00
Second Patent	3 50
Straight	3 25
Clear	3 00
Graham	3 50
Buckwheat	4 10
Rye	3 25
Subject to usual cash discount	

Flour in bbls., 25c per bbl. additional	
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Ball-Barnhart-Putman's Brand	
Daisy, 1/2s	3 75
Daisy, 1/4s	3 75
Daisy, 1/8s	3 75
Worden Grocer Co.'s Brand	
Quaker, 1/2s	3 50
Quaker, 1/4s	3 50
Quaker, 1/8s	3 50

Spring Wheat Flour.

Clark-Jewell-Wells Co.'s Brand	
Pillsbury's Best 1/2s	4 45
Pillsbury's Best 1/4s	4 25
Pillsbury's Best 1/8s	4 25
Pillsbury's Best 1/4s paper	4 25
Pillsbury's Best 1/8s paper	4 25
Ball-Barnhart-Putman's Brand	

Clark-Jewell-Wells Co.'s Brand.

Pillsbury's Best 1/2s	4 45
Pillsbury's Best 1/4s	4 25
Pillsbury's Best 1/8s	4 25
Pillsbury's Best 1/4s paper	4 25
Pillsbury's Best 1/8s paper	4 25

Ball-Barnhart-Putman's Brand.



DuLuth Imperial, 1/2s.

DuLuth Imperial, 1/2s	4 35
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DuLuth Imperial, 1/4s.

DuLuth Imperial, 1/4s	4 25
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DuLuth Imperial, 1/8s.

DuLuth Imperial, 1/8s	4 15
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Lemon & Wheeler Co.'s Brand.

Gold Medal 1/2s	4 25
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Gold Medal 1/4s.

Gold Medal 1/4s	4 05
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Gold Medal 1/8s.

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

Parisian, 1/2s	4 25
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Parisian, 1/4s.

Parisian, 1/4s	4 15
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Parisian, 1/8s.

Parisian, 1/8s	4 05
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Olney & Judson's Brand.

Ceresota, 1/2s	4 35
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Ceresota, 1/4s.

Ceresota, 1/4s	4 25
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Ceresota, 1/8s.

Ceresota, 1/8s	4 15
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Worden Grocer Co.'s Brand.

Laurel, 1/2s	4 35
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Laurel, 1/4s.

Laurel, 1/4s	4 25
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Laurel, 1/8s.

Laurel, 1/8s	4 15
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Bolted.

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BANKS AND BANKING.

Pertinent Observations by a Practical Banker.

A very small percentage of men, including business men, could give off-hand, a correct statement of the real purposes of a bank, or any adequate reason for the important position banks hold in our intricate commercial system. Besides this, superficial observers, to whom banking operations are as mysterious as Egyptian Sorcerers, often-times charge the banks with being the source of selfishly-conceived designs on our monetary system, causing industrial paralysis, low wages, hard times, poverty and crime. A terrible accusation. Let us see if it be a true one. It is not to be wondered at that the American people should have so little knowledge of our banking system, for since the days of the elimination of the "Wild Cat" and "Red Dog" banks which were so numerous and unsafe at the close of the rebellion, we have devised and brought into operation a remarkably efficient, well-guarded system, which no longer compels the constant scrutiny and attention of the public to prevent evils. It is a business too complex to be comprehended at a glance.

But, what are the functions of a bank? What service does it render a community or nation? Does it contribute alike to the prosperity of the rich and poor, employer and employed? Can banks be dispensed with? Are they a burden upon industrial operations, making a tax upon labor and capital for their maintenance through monetary manipulations as is sometimes charged? There are five kinds of service rendered the public by these institutions and the performance of any one of them will merit the title of bank.

First, banks provide safe places for the reception and custody of money and other evidences of value and facilitate exchanges of credit. The original function of a bank was to receive, safely guard and deliver when called for, all kinds of bullion, currency and evidences of property, returning to the owner the same bullion or other property which he had deposited, being nearly the same in effect as the safety deposit vaults of to-day and a tax upon its patrons for the expense of maintenance. While this was an improvement on the custom of keeping money in private coffers, still it was unprofitable and worked ill results on the public, for it hoarded and withdrew from circulation a vast amount of capital which ought to have been in use. Then there began to be shown the convenience of paying an obligation by an order, or check, on the bank. Such checks were often placed to the credit of the payee; thus a simple change in the books of the bank took the place of drawing money with which to pay the debt, and time was saved and risk reduced. Thus developed the check system of exchanges and that resulted in the bank having constantly on hand money which it could profitably loan. It then proposed to accept deposits without charge and compensated itself for the service rendered by loaning such portion of the depositors' funds as could safely be spared. Thus the expense of maintenance of the bank was transferred from the depositor to the user of the depositor's funds. Sharp competition has driven the banks of to-day into the unwarrantable and unsafe practice of paying excessive interest on deposits and it is a burden that has been the indirect cause of many failures

and rendered many banks unprofitable and forced them into liquidation.

With the growth of the credit system, exchanges between different parts of the country and internationally were expedited and simplified, the expense of and time required for the transportation of money were saved and consequently industrial operations quickened and were rendered more efficient. To illustrate: A few days since an Elk Rapids gentleman desired to send \$30 to a friend on the Pacific coast for immediate use. He at first thought of the old-time way of shipping the money by express. On enquiry found it would cost \$4 and consume a week in transit. In his extremity he bethought himself of the bank and found that he could by the use of the bank check system furnish his friend the money as quickly as by express and for the small charge of 15 cents. But, greater dispatch being desired, the bank by use of the telegraph and check system combined was able to receive the money over its counter in Elk Rapids and in an hour's time transfer the credit to a bank on the Western coast for the use of the friend, for half the cost of an express shipment.

No one can compute the great amount of time and expense saved to the commercial world and the extra volume of business it is enabled to transact because of the banks, and if they rendered no other service this would be sufficient reason for their existence.

Second, banks, by the discounting of business paper and the loaning of money, greatly stimulate manufacturing, trade and commerce. The Elk Rapids Iron Co., for example, invests its working capital in manufacturing iron, lumber and flour, which are seldom sold for cash, but to be paid for at some future time. Now, it is apparent that if the time granted for payment be long enough, the company would have its money expended and the representation of that capital, the iron, etc., sold and in possession of other parties, while the company would have to borrow more capital or close its furnace and mills until they might receive pay for their products sold.

If it were not for banking capital, which comes forward at this time and relieves the situation, business would be crippled, men thrown out of employment and general stagnation would result.

The bank now offers to loan the manufacturer money, taking for security his manufactured wares, or to buy the notes or acceptances he may have received for goods sold, deducting his interest in advance, called the discount.

Thus the manager or the creditor gets possession of his capital three or four months sooner than he would without the intervention of the bank, and although he does not get the full face value of his paper, yet in a paying business he will make more by discounting his paper and using his capital than by waiting.

Thus industries are built up, capital increased in activity, the demand for labor strengthened, and general prosperity increased.

Third, National banks supply the country with a part of its circulating medium, thereby making what is termed an "elastic currency," from the fact that it can be issued or retired as occasion may demand. The demand for money is like the demand for coal. We need more coal at certain seasons than we do at others. So with money, we need it to settle balances in trade and

the amount to be needed depends upon the amount of business and that varies with season. Having a great many places of issue and these scattered all over the country, any local demand can be readily met, and when capital is needed in the South to move the cotton, sugar and rice crops, or in the West to pay for harvesting the fruit and grain, or in the East for manufacturing, it can be quickly supplied and just as quickly retired when it has served its purpose.

Fourth, Deposit banks render a valuable service in capital building. The savings bank is of benefit to the depositor by furnishing him a convenient place for storing small amounts of value. We must realize that most men must live off from what they produce and nothing that they produce can remain in existence for a very long time. Houses decay, clothes are easily ruined, stock dies and the fruits of the field are perishable.

The problem presents itself to a producer, how can I preserve what I produce or its value until I shall need it?

The answer comes, turn it into money and deposit it in the bank, and it will be carefully preserved against the time of need. There may be safer things than a bank, for a bank may become in-

Bicycle Dealers



Who have not secured the "WORLD" agency will be almost sorry they didn't speak for it—after it is too late. "WORLD" wheels are easy sellers—stay sold and every "WORLD" sells another "WORLD." We can take care of a few more good agencies. Write for catalogue and wholesale prices. We are Michigan selling agents.

Adams & Hart,

Wholesale & Retail Bicycles & Sundries,

12 West Bridge Street,

Grand Rapids, Mich.

SYRUP AND SUGAR MAKERS' SUPPLIES



We make

everything.

Write for prices.

Wm. Brummeler & Sons

Grand Rapids, Mich.

OIL STOVES

BLUE FLAME—WITH WICK, AND WICKLESS.



Agents for the Novelty Mfg. Co.
Write us for Circular and Prices.

FOSTER, STEVENS & CO., GRAND RAPIDS, MICH.

solvent. But land may deteriorate, and jewels be lost, so as a depository of value there is risk in everything. This was the verdict of the old lady who deposited \$1,700 in her stove for safe keeping over night and the next morning, not thinking of her treasure, put a fire in the stove and cremated her hoard. Besides, when stored in a bank, the value may be readily withdrawn, while if in land and other property may not be thus at command. But besides this direct benefit there is an indirect benefit arising from savings banks. The small deposits of many men combined form a control over capital large enough to promote the business enterprises, strengthen old industries and establish new ones. The more capital the more enterprise.

Fifth. There is one other service rendered by banks which, while not as important and essential as the four functions previously mentioned, is quite as generally employed by the mercantile world and is a great saving and convenience. I speak now of the collection department. This department enables the creditor to draw his draft or make his written demand on his debtor, who may be many thousands of miles distant from him, and through the agency of his bank and its agents collect the debt for a nominal consideration.

This system proves mutually advantageous to both debtor and creditor. For instance, a dealer in Chicago desires to purchase of an Elk Rapids merchant a carload of potatoes. The merchants are strangers to each other and neither cares to trust the other with the value represented by the potatoes, or perhaps the local merchant can not afford to be out the use of his money during the time the consignment would be in transit, or during any delay that might occur in the receiving and selling of the same and the remitting therefor.

In this case the local merchant would purchase the potatoes with his own capital, if able; if not, he would perhaps borrow of his bank, on the strength of the transaction, and load and ship his car consigned to himself at Chicago. He would take the railroad company's receipt therefor, or bill of lading, as it is called, to his banker and deposit it with him, together with a draft on the Chicago merchant for collection. This, the banker would forward to his correspondent bank at Chicago and the merchant would there pay the draft on him for the price of the potatoes, receive the bill of lading and claim his property of the railroad company.

Do you not think the five important functions peculiar to banks, which I have briefly spoken of, prove that banks have a legitimate existence, that they can not be dispensed with, that rightly managed they are a blessing, directly or indirectly, to everybody and that they are just as necessary to the business activities of a nation as the railroad, telegraph and telephone?

Thus we have considered the place banks occupy in the business world, the reason for their existence and the different forms of institutions known by the name of bank. While the method or plan of banking is easy to understand, yet to manage a bank successfully requires the utmost shrewdness, keenness, good sound sense and honesty beyond reproach on the part of its directors and officers. Conservatism and liberality must be tempered with good judgment, for management which is too conservative will render a bank powerless to do

business and unprofitable to its stockholders, and, on the other hand, too much liberality brings the same result, probably more disastrously by losses from bad loans and a loss of public confidence.

F. B. MOORE,
Cashier Elk Rapids Savings Bank.

The Hardware Market.

The general features of the hardware market remain as in our last report. General advances are taking place in almost everything connected with the hardware trade. The demand from the retail trade continues large and probably growing and in several lines it is probable that a shortage will be the result, so that merchants who have not covered their requirements may be put to some inconvenience, on account of not being able to obtain the goods.

Wire and Nails—Wire and nails still remain at the following prices: nails \$2.25; pointed barbed wire, \$2.40; galvanized, \$2.80. Whether any advance will shortly be made is something that we are unable to prophesy at this time.

Sheet Zinc—The manufacturers have again advanced their price $\frac{1}{2}$ c per lb., making the price at the present time by the sheet 9c, or in 600 lbs. casks, 8 $\frac{1}{2}$ c.

Dripping Pans—These goods have been advanced $\frac{1}{2}$ c per lb., owing to the advance in sheet iron.

Tacks—Advances are being made gradually by tack manufacturers and, in view of an excellent demand and general tone of the market, prices are decidedly firm. The advance up to the present time on this line of goods averages about 20 per cent.

Balances and Scale Beams—In consequence of repeated advances in material, this line of goods has been advanced about 18 per cent.

Tinware—All classes of tinware, both pieced and stamped, on account of the increased cost of tin plates, have been advanced 20 per cent.

Galvanized Ware—Everything in this line, including pails, coal hods, etc., owing to the advance on galvanized iron, has been marked up about 18 per cent.

Wire Cloth—This article is very strong in price and is very scarce and in all probability further advances will be made. The price at the present time in full rolls is \$1.25 per hundred square feet.

Screen Doors and Windows—Owing to the advance in wire cloth, manufacturers have withdrawn all prices and jobbers have advanced their prices from 50c to \$1 per dozen.

Miscellaneous—The following goods have been advanced in price as follows: Picks and mattocks, 5 per cent.; truckee wedges, $\frac{1}{2}$ c per lb.; wire ox muzzles, 10c per doz.; harpoon hay forks, 10c apiece; horse shoes, 25c a keg; R. R. milk cans, \$3 per doz.; toe calks, $\frac{1}{2}$ c per lb.; shovels and spades, common strap to \$6.90 per doz. and socket strap to \$7.50 per doz.; bar iron, 2c per lb.; sleigh shoe steel, 2 $\frac{1}{2}$ c; gas pipe, new list with 60, 10, 10 and 10 per cent. off. We might add to this that almost everything on the shelves of hardware jobbers has been advanced in price by manufacturers from 5 to 30 per cent.

No Evidence of an Inheritance

"They say Jobson has inherited \$10,000."

"That must be a mistake."

"What makes you think so?"

"I saw him less than an hour ago and he was perfectly sober."

Hardware Price Current.

AUGURS AND BITS

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

AXES

First Quality, S. B. Bronze..... 5 50
First Quality, D. B. Bronze..... 9 50
First Quality, S. B. S. Steel..... 6 25
First Quality, D. B. Steel..... 10 50

BARROWS

Railroad..... 14 00
Garden..... net 30 00

BOLTS

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

BUCKETS

Well, plain..... \$ 3 50

BUTTS, CAST

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

BLOCKS

Ordinary Tackle..... 70

CROW BARS

Cast Steel..... per lb 5

CAPS

Ely's 1-10..... per m 65
Hick's C. F..... per m 55
G. D..... per m 45
Musket..... per m 75

CARTRIDGES

Rim Fire..... 40 & 10
Central Fire..... 20

CHISELS

Socket Firmer..... 70
Socket Framing..... 70
Socket Corner..... 70
Socket Slicks..... 70

DRILLS

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

ELBOWS

Com. 4 piece, 6 in..... doz. net 60
Corrugated..... 1 25
Adjustable..... dis 40 & 10

EXPANSIVE BITS

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

FILES—New List

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

GALVANIZED IRON

Nos. 16 to 20; 22 and 24; 26 and 28; 27..... 28
List 12 13 14 15 16..... 17
Discount, 70

GAUGES

Stanley Rule and Level Co.'s..... 60 & 10

KNOBS—New List

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

MATTOCKS

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

MILLS

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

MOLASSES GATES

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

NAILS

Advance over base, on both Steel and Wire
Steel nails, base..... 2 2
Wire nails, base..... 2 30
30 to 60 advance..... Base
10 to 16 advance..... 06
8 advance..... 10
6 advance..... 20
4 advance..... 30
3 advance..... 45
2 advance..... 70
Fine 3 advance..... 50
Casing 10 advance..... 15
Casing 8 advance..... 25
Casing 6 advance..... 35
Finish 10 advance..... 25
Finish 8 advance..... 35
Finish 6 advance..... 45
Barrel 3 advance..... 85

PLANES

Ohio Tool Co.'s, fancy..... 250
Scotch Bench..... 60
Bench, first quality..... 250
Stanley Rule and Level Co.'s wood..... 60

PANS

Fry, Acme..... 80 & 10 & 10
Common, polished..... 70 & 5

RIVETS

Iron and Tinned..... 60
Copper Rivets and Burs..... 45

PATENT PLANISHED IRON

"A" Wood's patent planished, Nos. 24 to 27 10 20
"B" Wood's patent planished, Nos. 25 to 27 9 20
Broken packages $\frac{1}{2}$ c per pound extra.

HAMMERS

Maydole & Co.'s new list..... dis 33
Kip's..... dis 25
Yerkes & Plumb's..... dis 40 & 10
Blacksmith's Solid Cast Steel Hand 30c list 50 & 10

HOUSE FURNISHING GOODS

Stamped Tin Ware..... new list 75 & 1
Japanned Tin Ware..... 20 & 1

HOLLOW WARE

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

HINGES

Gate, Clark's, 1, 2, 3..... dis 60 & 1
State..... per doz list 9 & 2

ROPES

Sisal $\frac{1}{4}$ inch and larger..... 94
Manilla..... 104

WIRE GOODS

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

LEVELS

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

SQUARES

Steel and Iron..... 70 & 10
Try and Bevels..... 60
Mitre..... 50

SHEET IRON

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

SAND PAPER

List acct. 19, '86..... dis 50

SASH WEIGHTS

Solid Eyes..... per ton 20 00

TRAPS

Steel, Game..... 75 & 10
Onelda Community, Newhouse's..... 50
Onelda Community, Hawley & Norton's 70 & 10
Mouse, choker..... per doz 15
Mouse, delusion..... per doz 1 25

WIRE

Bright Market..... 70
Annealed Market..... 70
Coppered Market..... 6 & 10
Tinned Market..... 10
Coppered Spring Steel..... 50
Barbed Fence, galvanized..... 2 80
Barbed Fence, painted..... 2 40

HORSE NAILS

Au Sable..... dis 40 & 10
Putnam..... dis 5
Capwell..... net list

WRENCHES

Baxter's Adjustable, nickeled..... 30
Coe's Genuine..... 40
Coe's Patent Agricultural, wrought..... 75
Coe's Patent, malleable..... 75

MISCELLANEOUS

Bird Cages..... 40
Pumps, Cistern..... 70
Screws, New List..... 50
Casters, Bed and Plate..... 50 & 10 & 10
Dampers, American..... 50

METALS—Zinc

600 pound casks..... 84
Per pound..... 9

SHOT

D op..... 1 45
B B and Buck..... 1 70

SOLDER

40%..... 17

The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.

TIN—Melyn Grade

10x14 IC, Charcoal..... \$ 7 15
14x20 IC, Charcoal..... 7 0
20x14 IC, Charcoal..... 8 5
Each additional X on this grade, \$1.25

TIN—Allaway Grade

10x14 IC, Charcoal..... 6 25
14x20 IC, Charcoal..... 6 25
10x14 IC, Charcoal..... 7 25
14x20 IC, Charcoal..... 7 50
Each additional X on this grade, \$1.50

ROOFING PLATES

14x20 IC, Charcoal, Dean..... 5 50
14x20 IC, Charcoal, Dean..... 6 50
20x28 IC, Charcoal, Dean..... 11 00
14x20 IC, Charcoal, Allaway Grade..... 5 00
14x20 IC, Charcoal, Allaway Grade..... 6 00
20x28 IC, Charcoal, Allaway Grade..... 9 00
20x28 IC, Charcoal, Allaway Grade..... 12 00

BOILER SIZE TIN PLATE

14x56 IX, for No. 8 Boilers, per pound..... 10
14x56 IX, for No. 9 Boilers, per pound..... 10

UP
TO
DATE
CUTS
FOR ALL
PURPOSES
TRADESMAN
COMPANY
GRAND
RAPIDS

America's Relations With England.

Written for the TRADESMAN.

It was a notable event, attended by a notable gathering. The annual banquet of the Associated Chambers of Commerce of Great Britain had assembled, with the Ambassador of the United States as the principal guest. Beside him sat Lord Chief Justice Russell and Rear Admiral Lord Charles Beresford and at the feast, beside these, were Lord Salisbury, the Premier of England, Hon. Sir Henry Stafford Northcote, the President of the Association, the Right Hon. C. T. Ritchie, President of the Board of Trade, James R. Carter, Second Secretary of the United States Embassy, and many members of Parliament. It was England's best, drawn by a common impulse to extend the right hand of fellowship and good will to a kinsman from across the sea with a different surname. A long line of American diplomats had preceded the newly-appointed Ambassador. Events of momentous importance between the nations there represented in his and their relations with the rest of the world centered upon the guest of the English people the keenest interest. The Rear Admiral shortened his speech that the company might listen to "the new Ambassador of the United States, whom every man of the fore and aft in England is delighted to see," and Vice-President Harper, in submitting the toast, "Our Guests," expressed his pleasure at the coming of the American Ambassador "when there is every disposition to tighten the bonds of the Anglo-Saxon race, whose only objects are peace, prosperity, freedom of trade and progress."

Then the English heart and the hospitality of the English Isles showed its unmistakable presence. It sprang to its feet and cheered lustily for the man from over the sea and the hour had come for America to respond to this royal welcome. In a silence brightened by the manifest expectation beaming upon every face the representative of the Great Republic arose. He was at his best—only those who have seen Mr. Choate under similar circumstances know what that best is—and with pretended embarrassment he stood for a moment the center of that tremendous presence.

His theme was "America's Relations with England." He was the representative of that America in the highest sense of the term, and theme and representative were worthy of each other. The eagle and the lion sat down together and both were benefited. So the "proud bird of the mountain" plumed himself to his heart's content; and when he fain would have talked of other things the British lion, who has so often growled disapproval at America's "My Country, 'tis of thee," urged him with cries of "Go on!" to continue the pleasing story. Truly, the times have changed, and as truly have the English people changed with them.

There may be something in the might of the American monitor which has produced this change; but it is nearer the truth to believe that after a century of misunderstanding Saxon honesty and Saxon will and Saxon manhood again stand hand to hand and heart to heart as they stood together in the olden time on the English downs against the invading Danes and the conquering Normans. That century of misunderstanding has led the Englishman to believe the Yankee to be a most degenerate Saxon, a craven to make up in brag what he lacks in courage—in the Saxon heart

there is nothing so contemptible as that—but when he finds, as he has found, the brain and brawn on this side of the sea in no respect inferior to his own, pride and admiration take the place of contempt and the Saxon brothers with a common joy watch the departure of the Spanish hosts from Cuba as their ancestors centuries ago on the coast of Kent saw the Danes, beaten and humiliated, driven from the shores of England.

What the outcome of this renewed friendship is to be no man can now foretell. If the Saxon past is an earnest of the Saxon future on both sides of the Atlantic, the two nations can fulfill no grander prophecy than that which fell from the lips of the American Ambassador when he said, "Let our voices always be lifted together for the cause of human progress and the advancement of civilization, and law, order, peace and freedom, which are the nurses of commerce the world over, will prevail and the cause of humanity will be advanced!" That is the ideal of the nations and the Saxon alone can attain unto it.

R. M. STREETER.

Another Plan to Mitigate Catalogue Competition.

Owosso, March 28—In the Tradesman of March 1 I noticed your liberal offer for the best method of meeting the competition of catalogue stores, which, as your headlines suggest, have become so dangerous a menace to the retail trade. In the Tradesman of the 8th I find some communications upon the growing evil, but no suggestions of a remedial character. To my mind, the solution seems so plain and easily accomplished that I have wondered why it has not been suggested by a dozen of your contributors. Individual efforts are hopeless to meet and remedy the evil. Well organized mercantile effort will succeed, and right here your persistent zeal and activity in organizing mercantile associations throughout the State, and the encouragement you have given them through the columns of the Tradesman, come to the rescue of the retail dealers in their extremity. My plan is this:

In the name of the local Business Men's Association, wherever there is one formed, let every individual member sign an contract in the shape of a standing advertisement, to be inserted in each of the newspapers published in any place where such associations have been formed, agreeing to sell to their customers any article of merchandise of the same value as those advertised in the catalogues at the same prices mentioned in said catalogues, adding thereto only the actual expenses to the buyer in getting his goods from the catalogue stores to their own towns, such as postage, express or freight charges, money orders, etc. This plan would give each individual merchant the benefit of a general and permanent notice by the press at a very small cost to each, or, in case it was thought best, the cost of publication might be paid out of funds belonging to the Association. In villages where there are no organizations the dealers might combine in the same general way for mutual protection. This plan seems to me very simple, easy to carry out, and I believe would mitigate the evil and, perhaps, wipe it out altogether. This advertising notice would represent all the lines of trade and guarantee catalogue prices to the customer and, probably, better goods.

W. S. H. WELTON.

Dangerous For the Women.

Wickwire—This prominence of women is going to cause trouble thirty or forty years hence.

Mrs. Wickwire—I'd like to know who will be troubled?

Wickwire—The girl babies who are being named after eminent women. It will be impossible for them to keep people from guessing their ages.

Urge the Establishment of a Public Market.

Saginaw, March 27—The Retail Merchants' Association had a meeting last evening, and prepared to boom the market project in view of the expression to be made pro and con by the taxpayers at the approaching spring election. It appeared to be the consensus of opinion that, now that the people were to express themselves on the subject, it would be well to have a few public meetings to urge public sentiment in favor of the market.

In the absence of President Tanner, T. A. Downs acted as chairman of the meeting. Mr. Downs reported that the solicitation committee on the east side, of which he was a member, had secured between \$350 and \$400 as a fund for pressing the good roads and market projects; the west side committee, he understood, had secured between \$150 and \$200 for the same purpose.

Archie Robertson, chairman of the Market Committee, reported that the market question, as the Association knew, had been voted by the Council to be submitted to the people. He thought it would be a very proper plan to have some public meetings, to be addressed in favor of bonding the city for the market. There were some things that the new condition of affairs with reference to the market made necessary, and he thought there should be a re-organization of the Market Committee. There would be ordinances, site for the east side, and forms and usages governing markets that would have to be decided upon. It was thought wise to defer the re-organization of the Committee until after election, as it was not known for sure that these details would become necessary.

Short in His Accounts.

Riverdale, March 28—T. Tallon, Township Treasurer of Seville township, attended the silver caucus on Thursday last and was unfortunate enough to lose from his pocket a roll containing about \$800 of the township funds; at least, this is the explanation he gives for the shortage.

People who think they can make hay when the sun shines have never tried to do it when there was snow on the ground, sparkling and shining in the beautiful sunlight.

Business combines stop at nothing. A fertilizer trust has been formed in New Jersey, the home of trusts.

WANTS COLUMN.

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

BUSINESS CHANCES.

MONEY—IF YOU ARE A MILL MAN, HERE is a chance for both you and me. My shingle and lumber mill for sale for cash; about 400,000.00 feet logs in yard; about 2,000,000 shingle stock ready to cut, all on cash contract. Mill ready to start April 3. Future contracts in sight for three years. J. J. Robbins, Boyce Falls, Mich. 906

WANTED—A CAPABLE MAN WITH \$2,000 cash to carry stock of goods and manage branch business; \$150 per month and expenses; also extra percentage; permanent position; references required. Henry Vernon, Boyce Building, Chicago, Ill. 903

BAKERY AND RESTAURANT FOR SALE. Good business. Address Postoffice Box 32, Eaton Rapids, Mich. 902

FOR SALE—NEW, CLEAN STOCK OF GENERAL merchandise in small town in Southern Michigan on Michigan Central Railroad; elegant farming country; no competition within a radius of twelve miles; stock invoices about \$3,000. This is a good business and good location and must be sold for cash; no trades. Address F. N., care Michigan Tradesman. 904

FOR SALE—RESIDENCE PROPERTY AND store building, the latter adjoining Steinberg's Opera House, Traverse City. Will sell cheap and accept merchantable goods in part payment. S. Cohen, Muskegon. 905

COMPARATIVELY NEW \$3,500 STOCK DRY goods for sale in Coldwater. J. H. Monaghan, Coldwater, Mich. 899

FOR SALE—HOUSE AND LOT IN TRAV- erse City; also store building adjoining Steinberg's opera house. Will sell either or both cheap. S. Cohen, Muskegon, Mich. 900

WANTED—GENERAL STOCK IN THRIV- ing town in exchange for 50-acre fruit and vegetable farm, three miles from city limits of Grand Rapids. Good buildings and excellent soil. Address No. 891, care Michigan Tradesman. 891

DRUG STORE FOR SALE OR TRADE IN A town of 800 inhabitants on South Haven & Eastern Railroad in Van Buren county. Stock will invoice about \$1,000; has been run only about four years; new fixtures; low rent. Address No. 897, care Michigan Tradesman. 897

STORE FOR RENT AND FIXTURES FOR Sale—One of the best locations in Allegan. Address Kohlenstein Bros., dry goods, Allegan, Mich. 893

DRUG STOCK FOR SALE—WILL INVEN- tory \$1,500; daily sales from \$15 to \$20. Reason for selling, wish to quit the business. Address No. 893, care Michigan Tradesman. 893

MONEY TO PATENT YOUR IDEAS MAY BE obtained through our aid. Patent Record, Baltimore, Md. 885

SHINGLE MILL FOR SALE, WITH OR WITH- out 120 acres of land, situated in cedar timber section. Conveniences for boarding men and stabling horses. Address N. & D. C. Jarman, Petoskey, Mich. 880

FOR SALE—IMPROVED FARM; GOOD GEN- eral cropping, gardening and fruit raising; near market. Address Albert Baxter, Muskegon, Mich. 887

RARE CHANCE—HALF INTEREST IN NICE grocery business, in one of the best locations in Grand Rapids. Reason for selling, must leave city. Address No. 886 care Michigan Tradesman. 886

BIG STORE FOR RENT—ONE OR THREE brick stores, 22x75 feet each, with basement and 10 foot arches. Would make a big department store. F. L. Burdick & Co.'s old stand. The most central and best location in Southern Michigan. Write to Levi Cole, Mendon, Mich. 888

\$1,000 WILL BUY A GOOD JEWELRY stock, including fixtures. Located in good town in Northern Michigan. No opposition. Address No. 889, care Michigan Tradesman. 889

FOR SALE—HARDWARE STOCK IN ONE of the best towns in Barry county. Stock is in good clean condition. Best of reasons for selling. Traders need not apply. For particulars address Frank D. Pratt, Middleville, Mich. 876

WANTED—A BUTCHER'S SECOND HAND refrigerator in first-class condition. State lowest spot cash price f. o. b. cars. Give full description. Address Lock Box 33, McBride's, Mich. 874

FOR SALE—GROCERY STOCK IN CENTRAL Michigan in city of 3,400 inhabitants. Sales last year, \$12,000; stock inventory about \$1,200. Address No. 879, care Michigan Tradesman. 879

WANTED—SHOES, CLOTHING, DRY goods. Address R. B., Muskegon, Mich. 869

FOR SALE—CLEAN HARDWARE STOCK located at one of the best trading points in Michigan. Stock will inventory about \$5,000. Store and warehouse will be rented for \$30 per month. Will sell on easy terms. Address No. 868, care Michigan Tradesman. 868

FOR SALE—CLEAN STOCK SHOES. OWN- ers wish to discontinue shoe department. Competition light. Address No. 869, care Michigan Tradesman. 869

FOR SALE—HALF INTEREST IN OLD ES- tablished market, located in excellent residence district of Grand Rapids. Investigation solicited. Address No. 865, care Michigan Tradesman. 866

FOR SALE—WELL-ESTABLISHED AND good-paying implement and harness business, located in small town surrounded with good farming country. Store has no competition within radius of eight miles. Address No. 806, care Michigan Tradesman. 806

FOR SALE—NEW GENERAL STOCK. A splendid farming country. No trades. Address No. 860, care Michigan Tradesman. 860

COUNTRY PRODUCE

WANTED—BUTTER, EGGS AND POUL- try; any quantities. Write me. Orrin J. Stone, Kalamazoo, Mich. 810

WE PAY SPOT CASH ON TRACK FOR BUT- ter and eggs. It will pay you to get our prices and particulars. Stroup & Carmer, Perinton, Mich. 771

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

MISCELLANEOUS.

WANTED—POSITION BY YOUNG MAN, A registered pharmacist. Good references. Address 45 North Valley Ave., Grand Rapids, Mich. 901

CLERK WANTED—EXPERIENCED MAN for dry goods and shoe department. Must speak German. Permanent position for right man. Good references required. S. Maudlin & Co., Bridgman, Mich. 898

WANTED—POSITION AS MANAGER OR head clerk in country store. Have had valuable experience as manager of a lumber store having annual sales of \$50,000. Salary, moderate. Address No. 890, care Michigan Tradesman. 890

WANTED AT ONCE A GOOD SPECIALTY salesman for the grocery and drug trade. Must have A No. 1 references, and only first-class men need apply. The Dunkley Celery & Preserving Co., Kalamazoo, Mich. 896

WANTED—BRIGHT, ACTIVE YOUNG MAN as dry goods and shoe salesman and stock-keeper in town of 2,500 population. New, up-to-date stores. Only experienced, reliable man wanted. Address No. 892, care Michigan Tradesman. 892

Travelers' Time Tables.

CHICAGO and West Michigan R'y Feb. 5, 1899.

Chicago.		
Lv. G. Rapids.....	7:30am	12:00pm *11:45pm
Ar. Chicago.....	2:10pm	5:15pm 7:20am
Lv. Chicago.....	11:45am	6:50am 4:15pm *11:50pm
Ar. G'd Rapids.....	5:00pm	1:25pm 10:15pm *6:20am
Traverse City, Charlevoix and Petoskey.		
Lv. G'd Rapids.....	7:30am	5:30pm
Parlor cars on day trains and sleeping cars on night trains to and from Chicago		
*Every day. Others week days only.		

DETROIT, Grand Rapids & Western. Nov. 13 1898.

Detroit.		
Lv. Grand Rapids.....	7:00am	1:35pm 5:25pm
Ar. Detroit.....	11:40am	5:45pm 10:05pm
Lv. Detroit.....	8:00am	1:10pm 6:10pm
Ar. Grand Rapids.....	12:55pm	5:20pm 10:55pm
Saginaw, Alma and Greenville.		
Lv. G R 7:00am	5:10pm	Ar. G R 11:45am 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 Feb. 5, 1899.)

GOING EAST		
Saginaw, Detroit & N. Y.....	6:45am	9:55pm
Detroit and East.....	10:16am	5:07pm
Saginaw, Detroit & East.....	3:27pm	12:50pm
Buffalo, N. Y., Toronto, Montreal & Boston, L'd Ex.....	7:20pm	*10:16am
GOING WEST		
G'd. Haven Express.....	*10:21am	*7:15pm
G'd. Haven and Int. Pts.....	12:58pm	3:19pm
G'd. Haven and Milwaukee.....	5:12pm	10:11am
Eastbound 6:45am train has Wagner parlor car to Detroit, eastbound 3:20pm train has parlor car to Detroit.		
*Daily. +Except Sunday.		
C. A. JUSTIN, City Pass. Ticket Agent, 97 Monroe St., Morton House.		

GRAND Rapids & Indiana Railway Feb. 8, 1899.

Northern Div. Leave Arrive		
Trav. C'y, Petoskey & Mack.....	7:45am	5:15pm
Trav. City & Petoskey.....	1:50pm	10:45pm
Cadillac accommodation.....	5:25pm	10:55am
Petoskey & Mackinaw City.....	11:00pm	6:35am
7:45am train, parlor car; 11:00pm train, sleeping car.		
Southern Div. Leave Arrive		
Cincinnati.....	7:10am	9:45pm
Pt. Wayne.....	2:03pm	1:30pm
Cincinnati.....	*7:00pm	*6:30am
Vicksburg and Chicago.....	*11:30pm	*9:00am
7:10 am train has parlor car to Cincinnati and parlor car to Chicago; 2:00pm train has parlor car to Pt. Wayne; 7:00pm train has sleeping car to Cincinnati; 11:30pm train has coach and sleeping car to Chicago.		
Chicago Trains.		
Lv. Grand Rapids.....	7:10am	2:01pm *11:30pm
Ar. Chicago.....	2:30pm	8:45pm 6:25am
FROM CHICAGO.		
Lv. Chicago.....	3:02pm	*11:32pm
Ar. Grand Rapids.....	9:45pm	6:30am
Train leaving Grand Rapids 7:10am has parlor car; 11:00pm, coach and sleeping car.		
Train leaving Chicago 3:02pm has Pullman parlor car; 11:32pm sleeping car.		
Muskegon Trains.		
Lv. G'd Rapids.....	*7:35am	*1:00pm *5:40pm
Ar. Muskegon.....	9:00am	2:10pm 7:05pm
Sunday train leaves Grand Rapids 9:15am; arrives Muskegon 10:40am.		
GOING EAST.		
Lv. Muskegon.....	*8:10am	*11:45am *4:00pm
Ar. G'd Rapids.....	9:30am	12:55pm 5:20pm
Sunday train leaves Muskegon 5:30pm; arrives Grand Rapids 6:50pm.		
*Except Sunday. *Daily.		
C. L. LOCKWOOD, Gen'l Pass. and Ticket Agent, W. C. BLAKE, Ticket Agent Union Station.		

DULUTH, South Shore and Atlantic Railway.

WEST BOUND.		
Lv. Grand Rapids (G. R. & L.).....	11:10pm	17:45am
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.....	16:30pm	
Ar. Nestoria.....	11:15am	2:45am
Ar. Marquette.....	1:30pm	4:36am
Lv. Sault Ste. Marie.....	3:30pm	
Ar. Mackinaw City.....	8:40pm	11:00am
G. W. HIBBARD, Gen. Pass. Agt., Marquette.		
E. C. Oviatt, Trav. Pass. Agt., Grand Rapids		

MANISTEE & Northeastern Ry. Best route to Manistee.

Via C. & W. M. Railway.

Lv. Grand Rapids.....	7:00am	
Ar. Manistee.....	12:05pm	
Lv. Manistee.....	3:30am	4:10pm
Ar. Grand Rapids.....	1:00pm	9:55pm

MERCANTILE ASSOCIATIONS

Michigan Business Men's Association
President, C. L. WHITNEY, Traverse City; Secretary, E. A. STOWE, Grand Rapids.

Michigan Retail Grocers' Association
President, J. WISLER, Mancelona; Secretary, E. A. STOWE, Grand Rapids.

Michigan Hardware Association
President, C. G. JEWETT, Howell; Secretary, HENRY C. MINNIE, Eaton Rapids.

Detroit Retail Grocers' Association
President, JOSEPH KNIGHT; Secretary, E. MARKS, 221 Greenwood ave.; Treasurer, U. H. FRINK.

Grand Rapids Retail Grocers' Association
President, FRANK J. DYK; Secretary, HOMER KLAP; Treasurer, J. GEO. LEHMAN.

Saginaw Mercantile Association
President, P. F. TREANOR; Vice-President, JOHN McBRATNIE; Secretary, W. H. LEWIS.

Jackson Retail Grocers' Association
President, J. FRANK HELMER; Secretary, W. H. PORTER; Treasurer, L. PELTON.

Adrian Retail Grocers' Association
President, A. C. CLARK; Secretary, E. F. CLEVELAND; Treasurer, WM. C. KOEHN.

Bay Cities Retail Grocers' Association
President, M. L. DeBATS; Sec'y, S. W. WATERS.

Traverse City Business Men's Association
President, THOS. T. BATES; Secretary, M. B. HOLLY; Treasurer, C. A. HAMMOND.

Owosso Business Men's Association
President, A. D. WHIPPLE; Secretary, G. T. CAMPBELL; Treasurer, W. E. COLLINS.

Alpena Business Men's Association
President, F. W. GILCHRIST; Secretary, C. L. PARTRIDGE.

Grand Rapids Retail Meat Dealers' Association
President, L. J. KATZ; Secretary, PHILIP HILBER; Treasurer, S. J. HOFFORD.

St. Johns Business Men's Association.
President, THOS. BROMLEY; Secretary, FRANK A. PERCY; Treasurer, CLARK A. PUTT.

Perry Business Men's Association
President, H. W. WALLACE; Sec'y, T. E. HEDDLE.

Grand Haven Retail Merchants' Association
President, F. D. Vos; Secretary, J. W. VERHOEKS.

Yale Business Men's Association
President, CHAS. ROUNDS; Sec'y, FRANK PUTNEY.

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 Cocos are 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.

TRAVEL VIA F. & P. M. R. R.
AND STEAMSHIP LINES
TO ALL PORTS IN MICHIGAN
H. F. MOELLER, A. G. P. A.

We make a specialty of

Store Awnings Roller Awnings Window Awnings Tents, Flags and Covers

Drop us a card and we will quote you prices.

Chas. A. Coye,
11 Pearl Street,
Grand Rapids.

Dwight's Cleaned Currants

If you want nice, fresh, new stock, buy Dwight's. If you want cheap trash, don't look for it in our packages. All Grand Rapids jobbers sell them.

Wolverine Spice Co.,
Grand Rapids.

Feed

Corn and Oats

Our feed is all made at one mill. It is all ground by the same man. He thinks he knows how to do it right because he has been doing it for a dozen years. We believe he does it right or we would get another man. Our customers evidently think he does it right because they keep on ordering, and our feed trade has been enormous this winter and doesn't seem to let up. We don't want it to "let up," and your order will help along. Send it in. We'll give you good feed at close prices.

Valley City Milling Co.,

Grand Rapids, Mich.

Sole Manufacturers of "LILY WHITE,"
"The flour the best cooks use."

PLUM PUDDING



New Confection in Pudding Shape. Delicious. Always Ready for Use. Improves with Age. Made in 1/2, 1, 2, 3 pound sizes and also in cakes. 15 cents per pound.

GRAND RAPIDS CANDY CO.

No Confectioner's Stock Is Complete

without a line of Hanselman's Famous Chocolates. Put up in Souvenir, 1/2, 1 and 2 pound packages; Sweet Violets, 1/2 and 1 pound packages; Favorites, 1/4 pound packages. Also full line packed in 5 pound boxes.

HANSELMAN CANDY CO., Kalamazoo, Mich.

SYSTEM IN BUSINESS BEGETS CONFIDENCE

THE EGYR AUTOGRAPHIC REGISTER

By insuring System and Confidence earns money. Let us talk SYSTEM with you, introducing MONEY SAVING AND MONEY MAKING MEANS. OUR SYSTEM REGISTERS AUTOMATICALLY all Business Transactions, Cash, Credit, Exchange, Produce, etc. etc. Address

L. A. ELY, SALES AGENT, ALMA, MICH.

Grand Rapids Salesman, S. K. BOLLES, 3rd Floor, 39 Monroe Street.

AN AWFUL HABIT

And a Mighty Dangerous One.

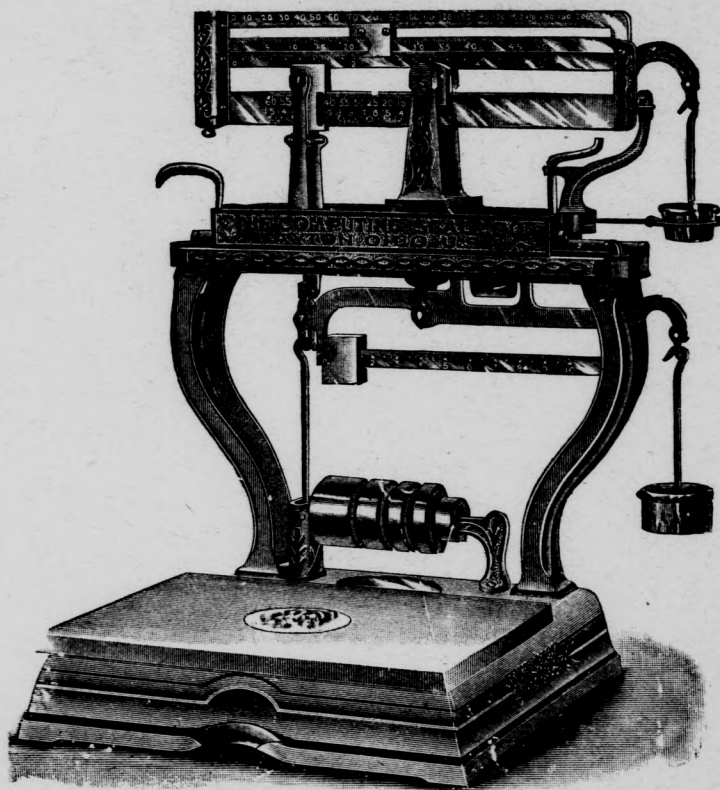
You can't tell where you are going to land, for it's mighty uncertain business, this giving away your profits. You may argue that this doesn't strike you, but it does unless you are a user of the **Money Weight System**.

What does the Money Weight System do?

It saves the pennies, that's what it does. Write to us about it.

Scales sold on easy monthly payments without interest.

The Computing Scale Co.,
Dayton, Ohio.



Epp's Cocoa

Upon tests made by the Dairy and Food Department of the State of Michigan Epp's COCOA is an article of food to be used with favor. By a patent process the oil of the Cocoa Bean, being the life of Cocoa, instead of being extracted (as in most brands of Cocoa), is retained. It is the most nutritious and palatable, and especially recommended to persons with weak stomachs.

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