

## RYE.

Quiet and unchanged at from 62 to 63c.

## PEAS.

Offerings are very light and values are somewhat lower and with a downward tendency; No. 2 sold at 75c f.o.c., which price would probably have been repeated; street receipts are light and worth from 74 to 77c.

## FLOUR.

The demand for flour during the past week has not been so active as dealers would wish; values are not so firm, and the feeling is one of weakness; the only transaction to report is the sale of one lot of choice superior extra at \$5.17 or equal to that here, but it is doubtful if this sale could be repeated; extra is quoted at from \$4.80 to \$4.90.

## POTATOES

are in large supply with a very moderate demand, consequently prices are lower and the feeling at the close one of weakness: Early Rose in car lots are slow sale at 60c on track; street receipts are large and prices weak at 70 to 75c per bag.

## BUTTER

is firm for choice dairy, of which grade there is a scarcity; store packed is in good supply and worth from 12½ to 14c according to quality; rolls are coming in less freely and prices are firm at 14 to 16c for fresh made; barrel and box lots are slow sale at 10 to 12½c; street receipts are fair and prices easy at 14c for poor to 16 and 18c for choice pound rolls, and 15 to 16c for tubs and crocks of dairy.

## EGGS.

Receipts have decreased somewhat but so has the demand; dealers are still packing, and this has caused prices to be well maintained, in fact the market at the close was one of firmness; round lots were ready sale at 14½c; street prices are firm at 15 to 16c.

## CHEESE.

Quiet and easy; small lots of the best in the market can be bought for 12c; outside markets are reported dull and weak.

## PORK.

Quiet and unchanged at \$21 in small lots; this quotation would be shaded for round lots.

## BACON.

Business moderate and values not quite so strong; long clear is offered in car lots at 10½c with 10c bid; the principal movement has been that in cases which sell fairly well at 10½c; Cumberland is quiet at 9½c for case lots; rolls are unchanged at 11½ to 12c, and bellies at 13c in small lots.

## HAMS

are scarce and wanted at firm prices; small lots are selling well at 14c for smoked; no movement in round lots reported; canvassed are steady at 14c, and pickled are firmly held at 12½c.

## LARD.

Quiet and easy; tinnets in round lots are worth 11½c; in a small way they are selling at 12 to 12½c.

## APPLES.

None offered; prices nominal at \$4 to \$4.50 per barrel.

## POULTRY.

Spring chickens are beginning to come forward and have sold at 65 to \$1 per pair, and fowl at 60 to 90c.

## SUNDRIES.

Dried apples are firm at 8½c; oatmeal, per 136 lbs., \$4.25 to \$4.50; cornmeal, no receipts.

## The Duty of the Hour.

"Business is dull, and the outlook is not encouraging," says the manufacturer. Such words as these, truthful though they may be, are not inclined to prompt the much desired activity in business. "Trade will be better in the near future I believe." These words give cheer and promise, and help to pave the way to better times. Business men should always try to look upon the bright side. The day may be dark, but there is ever an assurance that the morrow's sun will return in brightness. Panics may come, but surely to the man of hope there will also come bountiful harvests and a returning wealth. Suppose there is a scarcity of desirable orders on the books for this month, that does not prove that there will be as few in the succeeding month. If manufacturers, and, in fact, all other business men, would realize how important it is to have faith and courage, we would hear less of this periodic grumbling and more words of assurance and hopeful expectation. The ominous forebodings of a thousand business men are almost, if not quite, enough to make a panic. We are all creatures susceptible to influence. We laugh with those who laugh, and weep with those who mourn. When those about us discern a clear sky in the future our vision is brightened and we also can detect indications of fair weather ahead. If those around us are prophesying evil, the future looks gloomy and dark to us. It is well to remember that we help oftentimes to make the very clouds we fear to look upon.

Then, too, our thoughts and emotions control to a greater or less degree our actions. If we continually fear hard times, and talk of bankruptcies and panics, we invite these evils by acting in accordance with such belief. We instinctively relax our exertions, and, instead of crowding business with our wonted boldness and vigor, restrict our operations, curtail expenses, and draw ourselves metaphorically, within our shells. We recall our ships that were sent to sea and anchor them in the harbor, where their sails will no longer be fretted by the winds of commerce.

Repose is not a healthful state for the business man. If he goes not forward he will inevitably go backward. There is no neutral ground for him to rest upon. The virtue of hopefulness is demonstrated in all the avenues of business. Who are the men who climb the mountain peaks of success? Not the misanthropes, not the cowards who shrink from every peril, not those who see destruction in every market change, but the men who expect better days—who hope, and, acting upon that hope, trim their course, so that when better times do come they are ready to profit by such change. Hopefulness need not imply a lack of discretion nor foolhardiness. Indeed the wise man who looks for and expects better times will so fortify his present position as to be prepared when brighter days arrive. Cheerfulness is, as we have before intimated, contagious. If everybody to-day had confidence in the restoration of values in the near future, the tide of business would turn at once. It is not one man's chimney that makes the smoke of Pittsburgh, but the combination of a thousand chimneys produces that unseemly pall. Yet the smoke of

one chimney helps to bring about that result. One man's forebodings may not bring on a panic, but if there were no one man's lack of faith there would be no panic.

"The history of all times reveals the fact that great changes in trade and commerce generally come unheralded. The late great panic—the one ushered in by the Jay Cooke failure—came without warning upon the country, and so did the days of prosperity steal in upon us. No one knew when they were coming, or how they were to reappear.

There is certainly much that is cheerful in the present situation. The country never was so rich before as it is to-day. Never were we so favorably situated for the development of our inexhaustible resources; never had we so many ships and so many miles of railroad to aid in the promotion of commerce, trade and manufacture. Never were there more brilliant prospects for an abundant harvest, and never was the country stronger at home and abroad.

What matters it if trade be stagnant to-day, to-morrow it will surely improve. If dishonest bankers create a furore in Wall street by their enormous failures, their very down-fall is a clearing-up process, a weeding out of the bad and a making room for the growth of the good. Surely there are better things in store for the country than the present now affords. Let us then push on until we reach the turning point. Instead of spending our days in repining, let us all redouble our exertions. If business be slack, enliven it by renewed enterprise and push. If sales are slow, make them better by working harder and more hours. If the present methods of business will not bring the custom, invent new ones. Don't stand still and suffer decay, but push forward with a determination to succeed. The duty of the hour is to speak cheerfully, act hopefully and to push onward with bravery and determination. The key to success is confidence. That key has been flung away by many, but it should be found and not parted with again. The mariner does not leave his rudder while the ship is weathering the storm. He stands firmly at his post, and looks beyond the roaring billows, through the pitiless storm to the far-off lights which shine for him in the haven towards which his ship is rushing. Let the mariners of trade stand firm, and with equal hope and bravery, look for the bright and cheering lights of better times.—*Industrial World*.

## Improvements in Men and Machines.

It would be a curious study to ascertain how far the improvement in machines and in tools had kept pace in that with the skilled mechanic. One thing is certain, at the beginning of the inquiry, that a skilled mechanic is of just as much value to-day as ever. How much he has improved is a question for scientific examination rather than one for absolute statement. It would be a queer assertion that the men of fifty years ago were inferior to those of the present. All the facts of the past, as well as those of the present, show that our present mechanics are no more mechanics than those of half a century ago. All the great improvements in hand-tools and machine-tools for the last fifty years have come from the individual efforts of men who had done their work before