

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Volume XVI.

GRAND RAPIDS, WEDNESDAY, NOVEMBER 23, 1898.

Number 792

A DESK FOR YOUR OFFICE

We don't claim to sell "direct from the factory" but do claim that we can sell you at

Less than the Manufacturer's Cost

and can substantiate our claim. We sell you samples at about the cost of material and guarantee our goods to be better made and better finished than the stock that goes to the furniture dealers.

Our No. 61 Antique Oak Sample Desk has a combination lock and center drawer. Raised panels all around, heavy pilasters, round corners and made of thoroughly kiln dried oak. Writing bed made of 3-ply built-up stock. Desk is casters with ball-bearing casters and has a strictly dust-proof curtain. Our special price to readers of the Tradesman \$20. Write for our illustrated catalogue and mention this paper when you do so.



SAMPLE FURNITURE CO.

JOBBER OF SAMPLE FURNITURE.

PEARL AND OTTAWA STS.

GRAND RAPIDS, MICH.

PURITY AND STRENGTH!

FLEISCHMANN & CO.'S COMPRESSED YEAST



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

ABSOLUTELY PURE

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

FLEISCHMANN & CO.

Detroit Agency, 118 Bates St.

Grand Rapids Agency, 26 Fountain St.

Calendar Season Is Now Here

Improve the opportunity to present your customers with a souvenir which will cause them to think of you every day during 1899. Samples and quotations free for the asking.

TRADESMAN COMPANY, Grand Rapids.



We Make Them!
What?
Why!

Air-Tight Heaters

We manufacture a full line.
Write for circular and prices.

Wm. Brummeler & Sons
260 S. Ionia Street,
Grand Rapids, Michigan.

BROWN & SEHLER

WEST BRIDGE ST.,
GRAND RAPIDS, MICH.

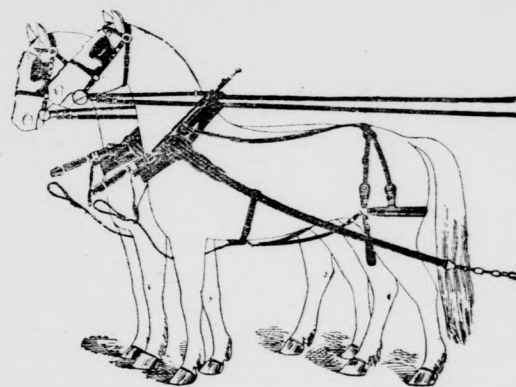
Mfrs. of a full line of

**HANDMADE
HARNESS
FOR THE
WHOLESALE
TRADE.**

Jobbers in

**SADDLERY,
HARDWARE,
ROBES,
BLANKETS,
HORSE
COLLARS,
WHIPS, ETC.**

Orders by mail given prompt attention.



They Brace the Body, Brain, Nerves, and Make the Weak Strong

"MR. THOMAS"

The Most Popular Nickel Cigar on Earth

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

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

Mail Orders Solicited.



IF YOU ARE A DEALER

in LIME and
do not handle

PETOSKEY STANDARD

you are not doing as well as you might for
yourself and your customers. No other
Lime is as satisfactory to dealer or user.

PETOSKEY LIME CO., - Bayshore, Mich.

A GOOD SELLER



The Economy Farmer's Boiler and Feed Cooker

The Kettle is of smooth, heavy cast-iron. The furnace or jacket is of heavy, cold rolled steel, and very durable. We guarantee this Feed Cooker never to buckle or warp from the heat. It is designed to set on the ground, or stone foundation, and is especially adapted for cooking feed, trying out lard, making soap, scalding hogs and poultry, and all work of this nature. Made in four sizes—40, 60, 70 and 100 gallon.

ADAMS & HART, Jobbers, Grand Rapids.

STANDARD OIL CO.

DEALERS IN

ILLUMINATING AND LUBRICATING

OILS

NAPHTHA AND GASOLINES

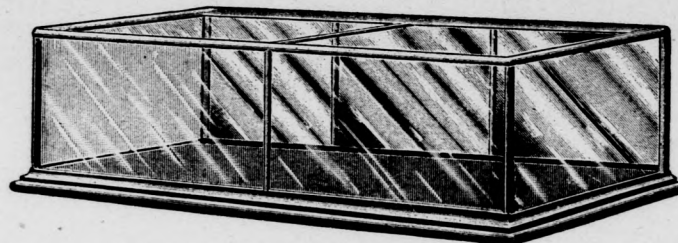
Office and Works, BUTTERWORTH AVE.,

GRAND RAPIDS, MICH.

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

Highest Price Paid for Empty Carbon and Gasoline Barrels.

SHOW CASES OF ALL STYLES

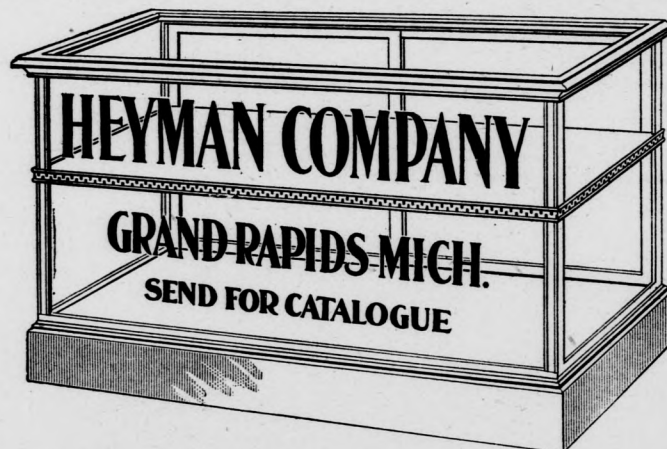


Until Nov. 1 we will furnish these highly finished show cases with inlaid wood corners at the following low prices for Bryan:

3 feet.....\$4.50	5 feet.....\$7.25	7 feet.....\$9.25	9 feet.....\$12.25
4 feet.....6.25	6 feet.....8.15	8 feet.....10.50	10 feet.....13.25

Cases are 15 inches high, well finished, all double thick glass, mirror lined panel doors in rear. Guaranteed satisfactory in every respect. Cases 17 inches high 10 cents extra per foot. Write us for circulars and catalogue of our Combination Cases

THE BRYAN SHOW CASE WORKS, Bryan, Ohio.



This Showcase only \$4.00 per foot.

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

THE "HOME RULE" OIL AND GASOLINE CAN



Has a Strong Hinged Cover over Entire Top, and may be carried in the rain without getting water into the can. No Dirt in the Top to be washed into can with the oil, and No Screw Top to get lost or damaged.

Absolutely Rain, Dirt and Evaporation Tight. Has a Steady Stream Pump, which is Removable from the Can in case of Obstruction or for Repairs, and is in every way Strong, Durable and Practical. Needed in every family where Oil is used.

Sold by jobbers everywhere

Manufactured by

THE WINFIELD MANUFACTURING CO., Warren, Ohio.

MICHIGAN TRADESMAN

Volume XVI.

GRAND RAPIDS, WEDNESDAY, NOVEMBER 23, 1898.

Number 792

THE Grand Rapids FIRE INS. CO.
Prompt, Conservative, Safe.
J. W. CHAMPLIN, Pres. W. FRED McBAIN, Sec.

THE MERCANTILE AGENCY
Established 1841.
R. G. DUN & CO.
Widdicomb Bld'g, Grand Rapids, Mich.
Books arranged with trade classification of names.
Collections made everywhere. Write for particulars.
L. P. WITZLEBEN, Manager.

Commercial Credit Co. Ltd.
Private Credit Advice
Collections and Commercial Litigation
GRAND RAPIDS, MICH.

L. J. STEVENSON, Manager and Notary,
R. J. CLELAND, Attorney.

CLOSING OUT BALANCE WINTER CLOTHING
Special bargains in elegant Blue and Black Serge, Cheviot, Unfinished Worsteds and Clay Worsteds Suits, and greatest line of Kersey, Covert, Boucle Worsteds, Worambo, Chin-chilla Overcoats and Ulsters, all manufactured by **Kolb & Son, of Rochester, N. Y.** only house selling really All-Wool Kersey Overcoats at \$5.50 and Boucle Worsteds Overcoats at \$8.50. Meet our Wm. Connor at Sweet's Hotel, Grand Rapids, Nov. 25 to 28, with **Spring Line** in addition to above.

WILLIAM CONNOR
P. O. Box 346, Marshall, Mich.

PREFERRED BANKERS LIFE ASSURANCE COMPANY OF DETROIT, MICHIGAN.

Commenced Business September 1, 1893.

Insurance in force.....	\$2,746,000.00
Net Increase during 1897.....	104,000.00
Net Assets.....	32,738.49
Losses Adjusted and Unpaid.....	None
Other Liabilities.....	None
Total Death Losses Paid to Date.....	40,061.00
Total Guarantee Deposits Paid to Beneficiaries.....	\$12.00
Death Losses Paid During 1897.....	17,000.00
Death Rate for 1897.....	6.31
Cost per 1,000 at age 30 during 1897....	8.25

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



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.

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

PLEA FOR CUBAN SUFFERERS.

Rear Admiral Sampson furnishes for publication a letter from Jose M. Gomez which brings us back to the point at which the war with Spain was undertaken—the sufferings of innocent Cubans. Gomez' letter is a strong and touching plea for relief from starvation of women, children and aged people of Cuba who are destitute through no fault of their own, and helpless until such time as the pursuits of peace can be revived and shall have yielded means of support. The condition and needs of Cuban soldiers are not considered. "Our soldiers," says Gomez, "are acquainted with the life of privations, and know how to die without a murmur. I speak to you in the name of women and children, of the aged and of invalids." He says the condition of these has never been so pitiful, so distressing, so near to death from starvation as now, "when peace has come and the island of Cuba is under the protection of the country of Washington."

Admiral Sampson confirms the representations of the Cuban. "The war has ceased," he says, "but the poor have nothing to eat and the desperately poor include a large majority of the inhabitants of the country. There is no money coming into the country, no work is being done, and the poor can secure no employment. Until the United States takes military control of the Island, and commerce and agriculture are thereby revived, the poor must be fed."

Gomez is right and wrong in saying Cuba is under the protection of this country. Peace has come. The United States has compelled Spain to get out of Cuba, but Spain is yet in control, and is haggling for longer time before it yields possession. The terms of peace at last include provision that Spain shall have quit the Island by the 1st of January. Until then the United States will not have military control. Meanwhile the calls of humanity must be heeded. Relief must be furnished to the destitute and helpless. Spain will not prevent this. The United States will be fulfilling the mission on which it entered last spring by sending food and supplies to the Cubans.

TOO YOUNG FOR WAR.

One paragraph in Surgeon General Sternberg's report should receive the considerate attention of Congress:

In my opinion the reduction of the age limit from 21 to 18 years and the haste with which the volunteer regiments were organized and mustered into the service were responsible for much of the sickness which was reported in the early days of camp life. All military experiences show that young men under 21 years break down readily under the strain of war service, and every regiment had many of these youths in its ranks.

Common sense confirms the opinion of the Surgeon General, as do the records of volunteer regiments raised for the war with Spain. Rigid medical examination of recruits is not impeached by the view of Dr. Sternberg. The young man of 18 may be in good health, robust, strong; he is not mature.

And if there is any sustained strain that is sure to test the endurance of a man it is found in actual army service. Immaturity gives way under it; the man of 21 and upwards succumbs if he does not take proper care of himself.

The lad of 18 is too young to expose to the hardships of camp and march and trench and privations. Especially is he too young in a country that does not need to draw upon, or accept, his services. The United States has fighting men enough between the ages of 21 and 45 to compose its armies. Better extend the service years to 50 than backward to 18.

Congress will do well to take up this part of the Surgeon General's report and consider it in the light of the disease and mortality statistics of the late war. It will find justification for raising the minimum age of enlistment for army service to 21 years.

The Grain Market.

Wheat receipts at primary points exceeded a further increase over corresponding time last year by a large percent., notwithstanding the large exports. The visible made a gain of 2,198,000 bushels, which makes the visible 21,300,000 bushels, which, however, is way below the amount usually carried at these times. Generally, the greatest receipts were in the Northwest, in the winter wheat belt. The mills have absorbed the offerings as fast as made and of No. 2 red winter there is a comparatively small stock on hand to fall back on; accordingly, millers have to depend on farmers' deliveries for their supply. Should the bad roads continue for any length of time and receipts be curtailed, we will find a scarcity of that grade of wheat. White wheat, which in years gone by was so plenty, is getting very scarce, as farmers have gone to raising the red variety, so there is to-day a premium on the former. Prices have been advanced some. The fake report of the Paris peace negotiations having been broken off advanced the price at the close of the day about 1c. The situation at present outlook is very strong, which may be changed somewhat by the harvest in the Argentine. While the prospect thus far is for a good harvest, it may all be changed. We will soon be able to determine, as the harvest there will be the latter end of December. Should anything happen to the crops there, prices will go above the present level. The mills here are grinding up the wheat in this section very fast as they all have orders ahead.

Corn has held its own and exports and home consumption have kept the visible from showing any increase, but rather a small decrease. Prices should have advanced had there been any investment buying.

Oats are strong and prices have gained 1c. While the demand is very large, it looks as though they would still further advance.

Receipts during the week were as follows: Wheat 36 cars, corn 22 cars, oats 4 cars. Millers are paying 64c for wheat.

The Boys Behind the Counter.

Boyer City—C. M. Barrett, of Grand Rapids, has taken the position of head clerk in the general store of White & Fairchild.

Bay City—Martin Grow has taken a position in the haberdasher department of Oppenheim & Son.

Ypsilanti—Charles Swanwick, employed in the meat market of Harris Bros. & Co., has received word of his father's death at London, Eng., by which he comes into an inheritance. He estimates the amount at \$15,000, and expects to sail for England in about two weeks, having received a remittance of \$350 to cover expenses.

Hillsdale—Fred Perry, of Hall's clothing store, has accepted a position as traveling salesman for Weed, Coleman & Co., Toledo, and will start Monday for that place, working in the store for a few weeks to get acquainted with his line. His brother, Harry, will succeed him at Hall's and Miss Hazel Weir will take Harry's place at Hodges' drug store.

Coopersville—Drake Deming commenced clerking for R. D. McNaughton in February, 1882, and remained with him until July 21, 1898, when Mr. McNaughton's store was destroyed by fire. The second day thereafter he began work in the store of C. P. Lillie.

Mt. Morris—Frank E. Calkins, manager of Crampton & Litchfield's drug store, died last week, after an illness of only three days, of diabetes. He leaves a wife and three children and was a member of the K. L. G. and K. O. T. M.

Conklin—Roy G. Withey, of Grand Rapids, has begun work for Brown & Sebler at their branch store here.

Mt. Pleasant—Floyd Wren, of Corunna, is the new prescription clerk at F. G. Thiers' drug store.

Cedar Springs—Charles Maynard has taken a clerkship in Bearss & Wheeler's shoe store.

Elk Rapids—R. G. Bruce, manager of the Iron Co.'s grocery department, is dangerously ill.

Alma—Eugene Delong has gone to Lakeview, where he has taken a position in the dry goods department of Netzorg & Kettleman. Wellington Anderson takes his position with Messinger & Co.

St. Louis—W. I. Woodin, who has been clerking in the Cass House, Saginaw, has secured a position in a leading clothing house of Petoskey.

Ypsilanti—Clare Underwood has taken a position in E. E. Trim's shoe store.

Fremont—Pearson Bros. & Co. have a new clerk in the person of Ralph Wagers.

Mrs. Russell Sage is interested in her husband's many business projects and has for many years made a careful study of the "street" and its stocks. Mr. Sage ascribes his present health and activity to keeping early and regular hours and abstaining from tobacco during the entire eighty-two years of his life.

Half the people in the world are working the other half for chumps and making it pay.

Dry Goods

The Dry Goods Market.

Staple Cottons—The situation in brown goods remains without change from our report of last week, but heavy sheetings and drills are becoming somewhat scarce, and, as a consequence, prices on leading makes have grown very much firmer, and it is also influencing other lines to which trade has in many cases been diverted. Light weights, however, are, as a rule, quiet and without change in price. Bleached cottons show no particular movement or change, and a quiet market is the rule for wide sheetings and cotton flannels, as well as denims, plaids, ticks and other coarse colored cottons.

Prints and Gingham—There is no complaint and a fair amount of business is reported as coming forward. Fancy calicoes for spring have not yet been formally opened, although a small amount of business is being secured, subject to opening prices. The gingham situation continues satisfactory, but fancy cotton dress goods are very slow, particularly in the low grades.

Dress Goods—In the jobbing trade more is doing in fall and winter dress fabrics than for some time previously. Supplementary orders for staple goods have been placed by buyers; while these have been individually smaller than could be wished, they yet have amounted to considerable in the aggregate, sufficient at any rate to induce the belief that jobbers will carry over much smaller stocks than they did last year. Well directed and persistent efforts are being made to clean up stocks. There is such evidence of appreciation of the desirability of the cotton and silk mixed fancies for spring as bespeaks good orders for them.

Underwear—Agents for underwear mills which had not sold up their medium heavyweights earlier in the season, generally were doing through the week a conservative duplicate order business in seasonable goods for quick delivery. Fleece-lined cotton underwear (about 12 pound weight to the dozen) had perhaps the best call. In some quarters there was a little spurt in wool goods. The initial spring business is practically completed. A reasonably good business in medium weight seamless cotton hose and half hose was in progress—blacks and tans. Fancy half hose were in good request; women's fancy hose were quiet. A moderate trade in full-fashioned hose was transacted. Fancy knit goods, shawls, jackets, capes, fascinators, etc., were active last week.

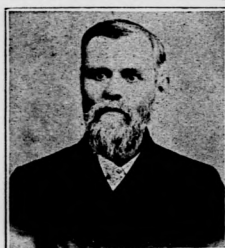
Velvets—Nothing new has developed to indicate any change in any particular direction and velvets retain their previous favor as an article for millinery wear. To a great extent velvet has displaced ribbons as a trimming for winter hats, but it is rather late in the season for the demand to be of any more than for small reassortment size. Black velvet is selling, and the shades previously favored, such as cerise, new blue, etc., continue in demand in millinery goods.

Clothing—The retail clothiers during the past ten days have experienced a good deal of business improvement. A good many smooth-finished cheviot suits have been sold; a fair business in hard-finished worsteds has obtained. The tendency of demand seems to be setting in the direction of goods of such character. It looks to-day as though the

request was strengthening for somewhat higher-price goods than the average buyer sought last fall and winter.

Lace Curtains—Domestic lines are increasing in popular demand, as the foreign goods which were in stock become depleted. New goods from abroad are only coming in under the present tariff in moderate quantities. The advance in bobbinet curtains was a feature of the market recently, and some anticipate a further advance.

Carpets—Manufacturers as a whole have no stock to carry over, as they have confined themselves more closely to actual orders. When these were completed they stopped their looms. Until the demand materially increases the productive capacity will be far in excess of orders for carpets. One cause for this has been the growing popularity of Smyrna rugs in the larger sizes, both in all wool and jute. What is known to



I. W. LAMB, original inventor of the Lamb Knitting Machine, President and Superintendent.

The Lamb Glove & Mitten Co., of PERRY, MICH.

controls a large number of the latest and best inventions of Mr. Lamb. It is making a very desirable line of
KNIT HAND WEAR

The trade is assured that its interests will be promoted by handling these goods.

BUCKWHEAT

That is PURE is the kind we offer you at prices that are reasonable.

We sell buckwheat that has the good old-fashioned buckwheat taste. We do not adulterate it in any way, shape or manner. We believe that when people ask for buckwheat they want buckwheat, and it is for the class of people who know what they want that we make this buckwheat.

We believe that it will please any lover of the genuine article.

We would like to have your order and shall take pleasure in quoting you a close price on any quantity.

VALLEY CITY MILLING CO.

GRAND RAPIDS.

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

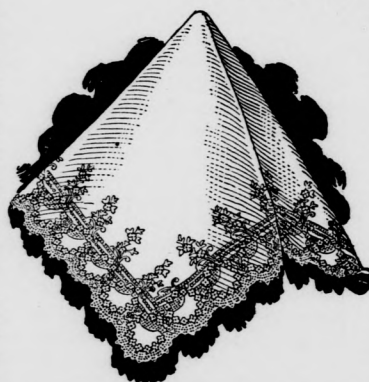
For the Holiday Trade

We have an elegant line of perfumes, put up 2 and 3 doz. on artistic display cards, which can be profitably retailed at 5 and 10 cents per bottle.

Sampson's Guns, filled with perfume, to retail at 5 cents.

Half oz. triple extract, a showcase free with each 2 doz., to retail at 10 cents. A beautiful and artistic medallion, brass mountings, with each doz. half oz. triple extract, to retail at 10 cents. Better goods to sell at 15, 20, 25 and 50 cents per bottle.

Dolls to retail from 1 to 75 cents.



Children's fancy handkerchiefs to sell from 2 cents up.

Ladies' fancy handkerchiefs to sell from 5 cents up.

Ladies' Japanese Silk handkerchiefs to sell from 10 cents up.

Men's fancy and plain handkerchiefs to sell from 5 cents up.

Men's imitation Japanese Silk (initial) handkerchiefs to sell at 12½ and 15 cents.

Men's silk handkerchiefs to sell at 25 and 50 cents.

A complete line of Mufflers, Ties, Gloves, etc., and many other useful Christmas gifts too numerous to mention.

JEWELRY, all the newest styles at all prices.

P. Steketee & Sons, Grand Rapids, Mich.

PHENOMENAL

Is what our sales in Men's fleeced underwear have been this fall. In fact, we were scooped, all lines being broken and duplicates very hard to get. We are nothing if not lucky. The representative of the mills called on us with samples for season of 1899. The result is that we can furnish a half-dollar fleece garment that, in value, is 365 days ahead of anything ever offered. Your money back if goods are not up to expectations.

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

NUTS and RAISINS

ALMONDS
BRAZILS

FILBERTS
PECANS

WALNUTS
MIXED

FANCY CLUSTERS
LONDON LAYERS

IMPORTED SULTANAS
ONDARA LAYERS

LOOSE MUSCATELS
SEEDED IN PACKAGES

for

Our line of above goods is in and we are offering at very low figures.

MUSSELMAN GROCER CO.,
GRAND RAPIDS, MICH.

THANKSGIVING and CHRISTMAS

the trade as the India Smyrna, Imperial Empress and Royal are selling well, and some of the largest department stores have been unable to keep stocks of some makes. The most popular sizes are 9 by 12 feet, 7 feet 6 inches by 10 feet 6 inches, and 6 feet by 9 feet. The trade reports that Smyrna rugs are taking the place of art squares to a large extent.

Upholstery—The jobbers have placed some very fair orders with manufacturers during the past week and the mills are preparing for a much larger business by placing orders for yarn. Cotton tapestry curtains and covers bid fair to be among the leading lines, including mercerized jacquard effects. Lamberquins for windows and mantels are coming into use again. Piece fabrics, while not active, owing to the buyers not having placed all their orders, are receiving attention. The velours and corduroys still lead in demand, with some lines of the better class of goods receiving more attention from buyers, who are careful to look over all lines before placing their orders. Some are hopeful of the silk damask, and anticipate larger orders this season.

Fallacy of Judging by Outward Appearance.

"To judge no man by outward view is good advice, although not quite new." No one can expect advice to be particularly new, for the shortcomings which it is supposed to assist in eradicating are by no means of recent acquisition. The fault mentioned in the couplet quoted prevails almost universally everywhere in Christendom, notwithstanding the fact that such judgments are usually erroneous. To jump at conclusions too readily about anything is a mistake, but where humanity is concerned it is trebly reprehensible. That many people are subject to this error proves the gigantic proportions to which the practice has attained. In stores, for instance, clerks are seen obsequiously rushing about to do the bidding of a well-dressed patron, taking extraordinary pains to please him, presuming from the fact that his apparel is in good style that he must be an opulent personage, whereas it may be ascertained that his appearance belies his circumstances and that most of his thoughts are concentrated upon and the major part of his income expended upon maintaining a large and varied wardrobe. Such is of course not always the case, but it may be quite frequently. On the other hand the plainly dressed individual may possess a much larger bank account and feel a proportionate desire to spend some of it. It is an unfortunate condition of affairs which exists in stores when customers say to themselves before they start out to make purchases that if they put on their best clothes they will be waited upon more attentively. Why this should be so it is hard to say, because snobbishness should be allowed to have no place in the manner of the clerk toward and his treatment of customers. He should do his duty regardless of appearances, than which there is nothing more misleading in the world.

Man's Inhumanity.

"Oh, you needn't talk," said the indignant wife. "What would you be today if it weren't for my money, I'd like to know?"

"I really don't know, my dear," calmly replied the heartless wretch, "but I'm inclined to think I would be a bachelor."

Producing Camphor Gum in Florida.

From the Scientific American.

The State of Florida bids fair to become a most important center for the production of camphor in the near future. Supplies of camphor have heretofore come from China, Japan and Formosa, but of the vast camphor forests that once existed in these countries but a small portion remains and this is the direct result of the wanton waste in the process practiced there for obtaining the gum from the tree. Camphor is usually obtained by boiling the chips of the wood and roots and bark in great kettles with water, and condensing the volatilized gum on rushes suspended over the kettles.

In this process the entire tree is cut down, and even the roots dug up, but in Florida it was found that the gum could be commercially produced from the leaves and twigs, seventy-seven pounds of which yield one pound of gum. Hence the bearing tree need not be disturbed nor injured in any way, as the foliage it bears is very dense, and may be thinned down one-half without scarcely being noticed. The tree, besides, bears a very great amount of pruning without injury. It is an evergreen, and makes three growths a year, in April, June and October.

The tree removes nothing from the soil, the gum being formed entirely from the gases of the atmosphere; and hence the leaves, when deprived of their camphor and returned to the soil, constantly enrich the soil, which, in time, requires no fertilization whatever. Aside from its commercial uses, the camphor tree is one of the most ornamental ever cultivated, its beautiful shape being equaled by the arborvitae only.

Its lower branches lie on the ground, while the top forms a perfect cone. The flowers are small, but exceedingly pretty, while the leaves are of a beautiful pale glossy green color.

Keep Accounts Collected.

An old and successful merchant, in speaking of keeping accounts collected, says: "I have always made it an invariable rule to present my accounts regularly every month, and while I was doing a strictly retail business I made it a point to secure a promise of payment at a certain date, or at least a checking up of the account. This obviated much trouble in collecting the bill later on, and was worth all the time taken. If, however, a bill had been running for six months, without any plausible excuse for non-payment, I turned it over to a reliable attorney or agency for collection. I found that this process cost me less and brought quicker returns than my own collectors could make me when the bills had been long due, as the

debtors seemed very often to have become accustomed to standing off a man to whose visits they were hardened. In this way I kept my books cleaned up, and during a series of years I figured that the net saving to me was fully 5 per cent. on my gross business. This, of itself, was a good profit, and I have never hesitated to recommend the same course to my young friends when starting in trade for themselves."

Danger in Cut Flowers.

According to Hospital Life a prominent London physician says that cut flowers should not be kept longer than a day in the sick-room, and it is best to

allow only those that are in pots. Artificial flowers must be entirely proscribed; they are very dangerous on account of the dust which always clings to them. Flowers should be chosen with reference to their perfume; those of a strong odor should never be allowed in the sick-room. On the other hand, the presence of flowers should in nowise be forbidden, for manifestly the sight of a violet or forget-me-not may have a pronounced good effect on the patient, and garlands and green twigs should always be kept in hospitals.

It hurts almost any man a little to see another man marry a right pretty girl.

WHEN YOU SEE A MAN DO THIS



you know that he wants one of the
BEST 5 CENT CIGARS EVER MADE
Sold by all wholesale dealers and the

G. J. JOHNSON CIGAR CO., Grand Rapids.

FIRE PROOF ASPHALT PAINT AND VARNISH

We are offering to the trade the genuine article, and at a price that all can reach.
Our paints are suitable for any use where a nice raven black is required. Contains no Coal Tar, and will not crack, blister or peel. Sold in quantities to suit purchasers.

H. M. REYNOLDS & SON, Grand Rapids, Mich.

Detroit Office foot of First Street.

Everything in the Plumbing Line

Everything in the Heating Line

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

WEATHERLY & PULTE, 99 Pearl St., Grand Rapids

They all say

====

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

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

Around the State

Movements of Merchants.

Mason—Darling & Wade have engaged in the cigar business.

Cedar Springs—Ira Peck has embarked in the meat business.

Cadillac—Andrew Virene has embarked in the produce business.

Menominee—A. W. Zieman has embarked in the grocery business.

Marcellus—Clyde Goodrich has opened a drug store at this place.

Posen—Fred Weitzel succeeds Adams & Weitzel in the grocery business.

Belding—A. Behrendt, of Ovid, has opened a bazaar store at this place.

Harbor Springs—Perry A. Powers has engaged in the boot and shoe business.

Fife Lake—Benj. Hutchins and J. L. Clark have embarked in the meat business.

Detroit—Chas. Feldmann will succeed Wm. Feldmann in the bazaar business Jan. 1.

Mason—O. C. Hoyt, of Lansing, has purchased the grocery stock of Pratt & Owens.

Muskegon—J. M. Bradley has sold his flour and feed business to Neil & Hoogstraet.

Montrose—Dr. W. H. Russell, of Clio, has purchased the drug stock of Haight Bros.

Fenton—Ira D. Boutell has purchased the boot and shoe stock of Wm. D. Peabody.

St. Joseph—John F. Peterson has purchased the meat market of Louisa (Mrs. A. L.) Peterson.

Hillsdale—Lewis Cozzens and Adolph Davis have opened the Star meat market at this place.

Saginaw—Krebbs & Sprenger have opened a grocery store at 600 North Washington avenue.

Detroit—Eisman & Fellman are succeeded by Francis J. Fellman in the boot and shoe business.

Bay City—Wm. N. Snyder has engaged in the meat business at the corner of Garfield and Cass avenues.

Alma—A. B. Scattergood, of Ithaca, has purchased the jewelry stock of J. M. Nichols and has removed to this place.

Hessel—John D. Leaby has sold his general stock to Duncan McGregor, who will continue the business at the same location.

Springport—Libbie R. Holibaugh, who is engaged in the millinery business here, now signs her name Libbie R. Canfield.

Big Rapids—W. L. Morey & Co. have opened a meat market in the building formerly occupied by the market of T. J. Sharpe.

Harbor Springs—Foster & Burke will, in connection with their hardware and grocery business, put in and carry a line of footwear.

Yale—Mr. McMahon, who recently purchased the Davey house, will conduct a general store in connection with the hotel business.

Nashville—J. Clare Furniss, proprietor of the Central drug store, was married to Miss Henrietta Beadle, of Hastings, on Nov. 16.

Lansing—The Banner Grocery Co. has purchased the grocery stock of G. A. Munyon and has removed same to its store at North Lansing.

Fennville—B. R. Barber has purchased a site and will erect a two-story brick block thereon, 66x80 feet in dimensions, in which he will establish a department store.

Lansing—F. C. Davis, recently in charge of the branch drug store of Alsdorf & Son, has purchased an interest in the Butler block pharmacy.

Holland—The Holland Tea Co. has given a \$1,500 mortgage, covering its stock of merchandise, to Geo. E. Kollen, in trust for local creditors.

Muskegon—Van Zant & Co., who have been conducting a meat market at Whitehall, have discontinued at that place and opened a market here.

Hillsdale—C. W. Eccles, undertaker, has sold out to W. M. Rainier. Mr. Eccles will remain with Mr. Rainier and have active supervision of the business.

Wayland—A. E. Butterfield has purchased the interest of his partner, W. H. Bechtel, in the firm of Bechtel & Butterfield, grocers, and will continue the business in his own name.

Montague—L. G. Ripley and C. G. Pitkin have completed an inventory of the drug stock and fixtures recently assigned by Harvey E. Morse. The appraisal aggregates about \$1,300.

Harbor Springs—Ben Segal has purchased the strip of land, 120 feet deep, lying between his present property and the water front, for the purpose of establishing a wood yard with a capacity of 500 cords.

Lansing—E. Glicman has uttered a \$7,000 chattel mortgage on his dry goods stock to A. Krolik & Co., of Detroit. The action was precipitated by the movement of six Eastern creditors in bringing suits against Mr. Glicman.

Holland—Benj. Brouwer, who for the past seven years has been engaged in the clothing store of A. B. Bosman as book-keeper, has purchased the interest of A. J. Klomparsen in the general store of Klomparsen & Brouwer, at Hamilton.

Charlotte—The bean industry is an important one in Eaton county, the amount paid out yearly for the product for shipment outside being about \$175,000. Beside this there is the money paid for picking over the beans, a large number of persons being given employment through the winter at from \$3 to \$7 per week.

Bay City—The meat dealers of this city have formed an organization. The principal object was to secure Sunday closing, and this has been accomplished, every member agreeing to keep his place of business closed all day Sunday. After December 1 the markets will close every evening at 6:30, with the exception of Monday and Saturday, when longer hours will be observed.

Detroit—Charles L. Corrigan is seeking to restrain Canfield Bros. & Co. from disposing of their grocery business on Milwaukee avenue. He alleges that in October he made a deal with them by which he exchanged a 70-acre farm in Lapeer county for a quarter interest in the business. He alleges that the land contract was delivered on Nov. 7 and on Nov. 12 the Canfields filed a chattel mortgage on the business in favor of Harvey J. Sutton.

Red Jacket—The force of men who have been engaged the past two weeks in taking inventory of the stock of general merchandise belonging to the Wertin estate have completed their labors. The establishment is among the pioneer commercial enterprises of the copper country, having been established over thirty years ago, since which it has always been a profitable venture. The stock and good will of the business, together with the store buildings and equipment are to be sold to the highest bidder.

Saginaw—George Zarnko, grocer at the corner of Sixth and Wadsworth street, has been forced to give a bill of sale to Phipps, Penoyer & Co. Besides this firm, he is indebted to Melze, Smart & Co., Symons Bros., Saginaw Milling Co., Brand & Hardin and George A. Alderton. The full amount of the liabilities is estimated at \$3,000, while the stock will not be valued at more than \$800 or \$1,000. Mr. Zarnko says that, while doing a thriving business, he has allowed too many of his sales to go on the books, until he was forced to protect his local creditors.

Detroit—Attorneys representing more than half of the amount of claims against Bruce Goodfellow & Co., have been in the city, and after considerable figuring a plan to accomplish the practical dissolution of the company as a mercantile concern was adopted. Bruce Goodfellow, Thomas D. Haney and William D. Moore, the officers, and owners of \$14,000 of the \$18,500 capital stock of Bruce Goodfellow & Co., transfer their stock holdings to J. L. Hudson, E. J. Hickey and R. B. Tannabill. J. L. Hudson was then elected to succeed Mr. Haney and Mr. Moore's place as Secretary-Treasurer was taken by Mr. Hickey. The re-organized company then sold the entire stock of merchandise to the J. L. Hudson Co.

Manufacturing Matters.

Flint—The Acker Hand Roller Co. has begun operations in its factory here.

Hancock—M. Glass, cigar manufacturer at Marinette, Wis., will shortly remove to this place.

Flint—The capital stock of the W. A. Paterson Carriage Co. has been increased from \$100,000 to \$200,000.

Detroit—The style of the Symonds Wire & Iron Works has been changed to the Eureka Iron & Wire Works.

Saginaw—The Jackson & Church Co. succeed Jackson & Church in the foundry and boiler manufacturing business.

Lansing—Northrop, Robertson & Carrier have received an order for a carload of baking powder from the Pacific coast.

Ionia—Gregg Williams has purchased the interest of his partner, Hon. Geo. W. Webber, in the manufacturing business of Webber & Williams.

Muskegon—Wm. H. Smith, of the firm of Smith & Nelson, wood and coal dealers, has sold his grist mill at Ravenna to Benj. Hoffmeyer.

Wolverine—S. Simon & Co., shingle mill operators and general dealers, have dissolved partnership. S. Simon will continue the business in his own name.

Saginaw—The Creamery Package Manufacturing Co., of Chicago, has established a branch factory here for the manufacture of butter packages. Forty men will be employed.

Richmond—The Richmond Consolidated Hay Bale Tie Co. has dissolved. The business will be continued by Jas. L. Horning and Gil R. Lovejoy, under the firm name of the Lenox Hay Bale Tie Co.

Crivitz—H. Zech & Co. have made a deal with Marinette, Wis., parties by which the firm gets control of 12,000,000 feet of pine on the Peshtigo River and Medicine Brook, Wis., at a consideration of about \$40,000. The timber will be cut this season and manufactured at Ellis Junction.

Traverse City—What is said to be the largest and finest single tract of hardwood timber in the Northern portion of the State was purchased by the Oval Wood Dish Co. last week. The tract,

which is located in Kalkaska county, comprises over 4,000 acres, and the price paid was \$40,620, spot cash.

Lansing—The Albion Buggy Co., successor to the Elms Buggy Co., of Albion, which went into the hands of a receiver some time ago, has been organized. Among the stockholders of the new concern are Congressman-elect Gardner, and Samuel Dickie, chairman of the National Prohibition Committee.

Sturgis—The Century Club of Elkhart is moving to secure the removal of the woodenware plant of Miller & Hubbard from this place. The statement is made that if Elkhart is selected as the location of the plant 100 men will be employed, which would mean the removal of a large number of families from Sturgis.

Empire—The Empire Lumber Co. is building a mile of new railway in the vicinity of its mill plant here. The rails for the extension were recently sent up from Chicago by the steamer Hattie Pereue. The Manistee & North-eastern Railway will probably be connected with that of the Empire Lumber Co. by a four mile extension.

Manistee—The Peters Lumber & Shingle Co. is shipping out a good deal of stock these days. One barge has made three full loads of maple to Chicago and has two more loads to carry of the same stock. Almost all their hardwood is sold and the company is hustling to get its dock cleared, as it wants to run as late as possible this fall.

Ludington—Skinner & Eddy, who recently purchased Thomas Percy's salt blocks, are about to adopt new methods in the disposition of their product. The gentlemen propose to keep out of the Salt Association entirely. They will make Milwaukee their main distributing point. Mr. Skinner will have charge of the Milwaukee end, while Mr. Eddy will superintend the manufacture of the product at this point.

Menominee—A. F. Underwood, a former well known lumber dealer and inspector in this city, is now connected with the Wellsted Feed Box Co., of Milwaukee, in the manufacture of a patent feed box, a contrivance for feeding oats, barley and corn to live stock. The merit of the new feed box is that it saves from 20 to 25 per cent. of the cost of the feed, from the fact that it is impossible to waste any of it, the animal being compelled to eat slowly, thereby insuring complete mastication.

Jackson—Jackson & Church have recently merged their machine shop and foundry business into a corporation under the style of the Jackson & Church Co. The company is incorporated with a capital of \$75,000, all paid in. It is divided into 7,500 shares, of which John L. Jackson has 3,695, E. D. Church, 3,695; Adolph Roeser, 100, and Miss Sadie Merrill, 10. The stockholders compose the board of directors, and the officers are: John L. Jackson, President; Adolph Roeser, Vice President; Miss Sadie Merrill, Secretary, and E. D. Church, Treasurer and Manager.

Failed Despite Big Bonus.

Duluth, Nov. 21—The machinery of the Marinette Iron Works Co., which located in this city in 1892 under a bonus of \$250,000, has been sold to a second-hand dealer in machinery from Chicago, and is now being taken down and shipped away. The plant of another bonused industry, the Iron Bay Works, brought here by a present of \$100,000, is now occupied by a malleable iron concern that is just getting started. It employs sixty men and has no bonus.

Grand Rapids Gossip

The Grocery Market.

Sugars—The following from Willett & Gray's circular accurately sums up the situation: "It must be noted now that the raw sugar market is in an abnormal condition and controlled by circumstances entirely unknown at this season in previous years. Last year at this time centrifugals were at 3½c, against 4 7-16c now. The stock in importers' hands at that time was 119,039 tons, against 8,823 tons now; 4 7-16c for centrifugals is not only the highest price of the year, but the highest price since 1891, when the McKinley tariff went into effect. Usually at this season, when the Louisiana crop is being marketed, the lowest prices of the year are expected. Now we have the highest. Again, 4 7-16c for centrifugal sugars is fully ½c per pound above the parity of the cost of beet sugars, and yet for some unexplained reason our refiners do not purchase beet sugar in any quantity. Our markets are forced higher instead, and Europe follows slowly ½c behind. The explanation of these unusual movements in our market remains to be developed. It very likely has something to do with the increased number of refiners and the war of competition now in progress. Possibly, also, the marking up of raws is for the purpose of stimulating the demand for refined sufficiently to dispose of accumulated surpluses before the close of the year. Whatever the reason of present abnormal conditions, a return of the normal will be attended possibly by some abrupt declines in the raw sugar markets. There appears hardly sufficient warrant in the outlook for so much higher prices now for raw sugars than for several years past; but for the present, at least, the local markets are extremely strong and being pressed to greater strength and higher prices on every opportunity, regardless of the lower basis constantly kept up in Europe." The market on raws advanced on Saturday 1-16c on sales of 96 deg. at 4½c and on Monday refined followed, with a like advance on the entire list. The demand, however, is light and the top has probably been reached.

Teas—The announcement by Hanna and Dingley that no change will be made in the tea duty at the coming session of Congress ought to give the market a steadier tone. It will scarcely make the market active, but ought to result in considerably increased sales. The lower grades are bound to be active, as they have been all along.

Coffee—Actual coffees are unchanged as to price. Considerable business has been transacted at full market prices. Receipts are small, and this fact alone will exert a strengthening influence to the market. Maracaibos have been in active demand, the opinion being that they were very low and a good purchase at prevailing prices. No change in Javas. Mochas, ¼c higher.

Canned Goods—Tomatoes are unchanged, but prices are firmly maintained on full standards and holders seem confident that prices will advance later on. There has been some demand for standard corn at the advance noted last week and anything offered cheap is promptly taken in. Gallon apples are very firm and some favorite brands are held 10@15c per dozen higher. Some packers are still running, as there is quite an inducement for them to pack at present prices, and there will prob-

ably be enough packed to go around. Cheap succotash is about out of the market.

Dried Fruits—Judging from the demand, the consumer seems to be taking kindly to prunes. They are to-day the cheapest article in the dried fruit line and can not fail to be a good purchase. Peaches are in good demand and good trades are promptly snapped up as soon as offered. Currants are again higher and will continue so until after the next arrivals, due about the middle of December, as present stocks are hardly sufficient to carry us through until these later arrivals. Apricots are firmly held and are selling in a fair way. The J. K. Armsby Co. has the following to say about raisins: "The 1898 raisin crop of California is now under cover and receipts have been much less than were anticipated at the beginning of the season. There is no question but what the raisin-growing industry of California is diminishing. The crop during the last year or two has been much smaller than five years ago. According to various reports received this year's crop will be about 33,000 tons. Last year it was 40,000 tons, and in 1893 it was about 55,000 tons. There are various causes to which to attribute this falling off; principally, prices obtained during the last few years have been so low that growers could not afford to give the vineyards the care and cultivation required, with the result that the ground has become exhausted, in many instances, by the neglect of fertilization. The California farmers will simply continue to plow under vineyards until the production declines to a point where the Eastern buyers will be obliged to pay living prices for raisins. We are inclined to think that the ruinous prices that have existed during the past few years will not be repeated for some time to come, as it looks as though all of this year's crop was going into consumption at fair prices, although present prices would never have prevailed if it had not been for the California Raisin Growers' Association. No hardship has been worked by the advance in prices, as the retail prices have not been advanced materially. The fact that raisins have had such an unusually large sale shows that prices have been about right."

Rice—Domestics have settled down to the parity of foreign sorts and the demand is quite active, the mills reporting prompt sales as fast as lots are milled.

Cereals—Standard brands of rolled oats have advanced 10@15c per barrel and 5c per case. The oat market continues to advance and, should the present prices hold, a still further advance in rolled oats is probable.

Molasses and Syrups—New crop molasses are now coming in quite freely and the market has settled down to a trading basis. The better grades are much cheaper, comparatively, than the lower grades, as desirable low grades seem to be scarce as the second run from which these grades are made has hardly got fairly started yet. Corn syrups are in good demand, the trade running largely to cans, which are rapidly supplanting the bulk article.

Nuts—Owing to shortage in most producing sections and the increased holiday trade, the market on all varieties of nuts is very strong and shows some advance on almost the entire line. The one exception is peanuts, which are now offered at the lowest price of the year and are certainly a good purchase. Peanuts are short. It is reported that not

over sixty cars will be shipped from Texas this year, against 700 cars last year. A telegram from St. Louis says that Eastern speculators are endeavoring to corner the market, they having purchased thirty-five cars in one day in St. Louis alone. This is the largest deal on edible nuts ever made in any American market.

Provisions—Prices at packing points have been lowered but little, but jobbers in secondary markets, anticipating lower markets, have cut prices more than has been done at packing points. This is probably due to the commencement of the packing season in this and neighboring states. The local butchers and packers supply their neighborhood demand with lower-priced meats. Poultry is arriving in large quantities at lower prices than provisions, and this has also had something to do with checking the demand.

Fish—Mackerel is steady and fairly active at unchanged prices. No change is looked for in the next two months, but higher prices are expected in the spring. Cod is firm and moving out well at unchanged prices. Lake fish is very strong and there is a steady demand. Sardines are quiet, with the price unchanged. Salmon is moving better, with prospects for an advance in price. Lobster is scarce and firm, and not overly active.

Hides, Pelts, Furs, Tallow and Wool.

Hides are firmer, with ½c advance asked, ¼c offered, without sale. There are no accumulations. Tanners hesitate in buying, but orders are sufficient to keep the supply reduced. It has been a dealer's market for the past few weeks, by which some tanners profited.

Pelts do not change in value. There is a fair demand at declined prices.

Furs start off on uncertain values, which are stimulated by sharp competition. Prices quoted are apparently high, but assortment cuts quite a figure, leaving the outcome uncertain.

Tallow is quiet, with low value and nothing with which to stimulate the market.

Wool is still selling at seaboard at last week's quotation, but in smaller amount. States' wool does not move and no advance is looked for before the new year. Our market is below the importing point, so none can be brought in from abroad. There has been some large exporting of wool held in bond, which will help relieve our market.

WM. T. HESS.

John Smyth, formerly local representative of the Riverside Yeast Co., has taken charge of the local branch of Fleischmann & Co., in place of N. Briggs, who recently resigned. Mr. Smyth has had many years' experience in the yeast business which will serve him to good purpose in his new position.

Dell Lockwood has sold his half interest in the oyster and fruit establishment of Lawrence & Lockwood to Will Matheson. The new firm will be known as Lawrence & Matheson.

Frank Jewell (Clark-Jewell-Wells Co.), who has been absent in Minnesota and Iowa for several weeks, is expected home next week.

Visner is home with a lot of Gillies' New York tea bargains. Phone, 800.

J. Bylsma has opened a meat market at 138 West Fulton street.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at the office of the Michigan Tradesman Tuesday evening, Nov. 22, Martin C. Viergever, grocer at 441 Lyon street, was elected to membership in the organization.

The following communication from C. H. Snyder, grocer at Columbia City, Ind., was presented:

I have been trying to organize a retail grocers' association here, and am now trying to find out what other associations have in the way of agreements. If it is not too much trouble for you, I wish you would give me some of the essential parts of your agreement. I need hardly say that the favor will be greatly appreciated.

The Secretary was instructed to furnish the information desired.

L. D. Blackford, grocer at 659 South Lafayette street, who was present by invitation, announced his desire to unite with the Association and was unanimously accepted.

Mr. Klap moved that the Association hold a banquet on Monday evening, Jan. 23. The question was debated at much length and finally adopted.

Chas. W. Payne moved that a committee be appointed to raise the necessary funds to meet the expense of the banquet. The motion was adopted and F. J. Dyk, L. D. Blackford and Homer Klap were appointed as such committee.

Julius J. Wagner called attention to the lack of uniformity in the matter of closing stores on holidays and offered the following resolution, which was placed on first reading:

Whereas—There is necessity for uniformity in the matter of closing stores on holidays; therefore

Resolved—That the members of this Association be requested to close their stores all day Christmas, Fourth of July and grocers' picnic day and at 12 o'clock sharp on all other holidays.

B. S. Harris moved that the stores be closed at 10 o'clock Thanksgiving day, which was adopted.

Secretary Klap presented his annual report, showing total receipts of \$386.10, for which he holds the Treasurer's receipts. During the year he has drawn seventeen orders on the Treasurer, amounting to \$385.74. The report was accepted and adopted.

H. C. Wendorff gave notice that at the next meeting of the Association he would present a resolution pledging the members to purchase potatoes by weight instead of by measure.

A communication was received from the Secretary of the Retail Grocers and Butchers' Protective Association of Detroit, calling attention to an open meeting of that organization to be held on Friday evening of this week. The Secretary was instructed to acknowledge the receipt of the invitation and assure the Detroit brethren that Grand Rapids grocers are heartily in sympathy with any movement in the direction of reforming present abuses and securing the repeal or amendment of obnoxious laws.

Julius J. Wagner called attention to the fact that the flour agreement was being violated in some quarters and suggested that the matter be taken in hand by a Flour Committee, which suggestion was adopted by the Association.

The meeting then adjourned.

Frank Kaden has engaged in the grocery business at Boyne Falls. The Ball-Barnhart-Putman Co. furnished the stock.

Give a man real business to attend to and he may be saved from being a crank.

No man should want his fortune told if it is a bad one.

Crooked people are not easy to get along with.

Woman's World

Some of the Results of Talking Too Much.

When women are warned against the evils of talking too much they invariably take it to mean a homily against the sin of disseminating harmful gossip. If they have a clear conscience in this respect, and are not actually engaged in traducing their neighbor's character, they are pretty apt to feel that there is a saving power in many words and that you can't have too much of a good thing. Everybody must have observed the nervous horror women seem to have of any pause in a conversation and that in order to avoid any possibility of such a dreaded catastrophe at the peculiarly feminine affairs, such as teas, all the women talk at once, and so no hiatus occurs.

Of course, one would say, offhand, that the greatest evil of too much talking is in speaking ill of others, but that doesn't cover the whole case by any means, and it is an open question if more harm isn't done by talking non sense than by talking scandal. It is a cold, unpalatable, indisputable fact that we get ourselves into scrapes and bring about troubles and tribulations by talking too much about nothing, and at times when we have nothing really to say. We spread our hearts out for the inspection of the curious, we reveal our family affairs, we tell things that ought never to be known, not because we want to or intended to, but simply because we have become victims of the talking habit.

Just take the mania so many of us have for explaining things. Heaven knows how we ever got the idea that we owe the world a reason for why we prefer boiled mutton to roast beef or a pink frock to a white one, but there it is, firmly implanted in the feminine breast, and it forms one of the staples of conversation. Think over the women you met last season at the summer resorts. Was there a single one who didn't feel that she was called upon to give a reason for being there? One might have thought it simple enough. She wanted the coolness or the change or the gayety, and so long as she paid her bills and behaved herself it was her own affair. That was the attitude of the men who were there, but the women invariably assumed an apologetic air and explained they came because of the children or by the doctor's orders, and there is nothing funnier than the way these excuses were offered to and received by people who had no right to any explanation whatever.

The worst phase of this explanation craze, though, is when the working woman gets bitten with it. If there is one thing that makes me deadly weary and want to die, it is when I hear some woman begin explaining why she is a book agent or a clerk or a typewriter or does any other honest thing for a living. She is always so aristocratic that the blood runs as blue as skim milk in her veins; she was always brought up in a luxury that make the splendor of the "Arabian Nights" seem squalor; she invariably never expected to come to this, and she has always lost a few thousands by a rascally uncle or an executor who committed suicide when confronted with his defalcation. The woman with "a past," who is a real terror, to be avoided like the plague, is the one who has seen better days and insists on talking about them. Why

can't business women realize the folly and weakness of explaining to everybody they meet why they work? Nobody wants to know, in the first place, and it's none of their business, in the second. Every woman who works works because she wants the money she earns, and whether she supports orphaned children or buys silk petticoats is of no more importance to the world than it is what a man does with what he makes. When the day comes when a woman can go into business without offering an explanation or exciting comment, we shall have marked the greatest step in her advancement.

Another place where we do a lot of talking that we had better leave alone is the foolish habit we get into of consulting other people about everything we do. The consulting habit is all right if you happen to know anybody whose advice you mean to take, but if it is merely just to give you a chance to discuss the question, then for the sake of peace and harmony, don't do it. Andrew Jackson used to say that a man should think long and earnestly about a thing until the time for action arrived and then he should stop thinking and act. This is a secret of success that women may well lay to heart. If you want to do anything and have finally determined on it, stop thinking and act, but don't talk. Don't spend all your energy debating the subject pro and con and vicey versa, as Mrs. Partington used to say. Do what you have made up your mind to do first and then consult your family and friends about it afterwards. If it has turned out all right they will approve, and if it has failed, the most they can do is to say, "I could have told you so," which they would have been certain to remark in any case. This is a golden rule that will always work and save you any amount of friction with the people among whom you live.

One of the greatest mistakes women ever make is in not knowing when to stop talking. This especially applies in dealing with men. There is a point up to which a man is amenable to argument and reason. After that he is simply mulish, and it is such a pity that women's love of talking blinds them so that they can't see when this line is reached. The woman who has wit enough to state her case, urge her wishes and then drop the subject is almost dead sure of getting anything she wants that is in the power of a man to bestow. The one who talks and talks and nags and nags never gets anything. That isn't the worst of it, either. There is nothing in the world more pathetic or exasperating than the sight of a good woman trying to nag some man she loves into the paths of rectitude and burying every particle of the influence she has with him under an avalanche of words. She is always loaded to the muzzle with a sermon and she fires at sight. She never lets up on his faults. Even a worm will turn under continual preaching, and nine times out of ten she drives him into doing the very thing she is trying to avoid. There are many times when words, like certain jewels, are valuable because there are very few of them.

The greatest foe to domestic peace is the argument. I have stayed in houses where there was one perpetual wrangle going on and where it wasn't safe to make the simplest statement. Every separate member of the family held a different view on religion and politics and art and literature, and the temper-

ature stayed at the sizzling point all the time. It seems to me that nothing else is so tiresome and ill-bred and narrow and vindictive as arguing everything, and in every house it should be just as much an offense against good manners to get up an argument as it would to get up a fist fight. Why should we spoil our tempers and say ill-natured things to the people whom we love, just for the sake of trying to convert them to our way of thinking? It is the most absurd thing in life. If Mary thinks the sun is shining and John thinks it is raining, for pity's sake let them both enjoy their opinion without any words on the subject. When a woman learns never to argue anything, she has found the key to happiness for herself and peace for those about her.

Then let us try to cut off a few yards of the fund of unpleasant information with which we are in the habit of regaling our friends. Nobody can really want to hear all the troubles and tribulations we have had with our servants or the mistakes made by the butcher and baker or even the details of our illness. The chances are that they have troubles of their own and have come to see us hoping to have their thoughts diverted to happier channels. The world is not so full of joy that it does not need all we can add to it, and it is nothing but selfishness that makes us pour out our woes on another.

There is always one thing to remember, and that is that it is never the thing we didn't say that we regret. It is what we told. It is the little scandalous story we sent on its way. It is the quick, cruel word. It is the indiscreet confidence. It is the hot argument about nothing. And yet, in spite of the accumulated evidence, there isn't a one of us who will ever admit that we talk too much.

DOROTHY DIX.

The Vehicles of Death.

"Constantly weaving in and out in the web of the city's life," said Mr. Stavholt, "we see the shuttle of death in the form of an undertaker's wagon. In such a great city, a place where so many dwell, it is to be expected, and we become familiar with it. It is here, not as in a village, an occasional sight that fixes the eye and the thought when it passes, but it is a part of the great city's traffic. We see it in residence streets, where, indeed, it has a significant meaning, but we see it, too, in the business streets and avenues, moving along the busiest thoroughfares with the rest of the wagons and trucks and carriages, an inseparable part of the city's spectacle.

"This is the black wagon, the varnished and shining wagon with the silver plate containing the undertaker's name upon the side. The business wagons, the delivery wagons of the casket and coffin manufacturers, with their comparatively deep sides and with no top, are seen as often. Somehow it seems as though they were oftener seen. Sometimes this wagon is seen with a single burden, and this partly concealed by the high sides of the wagon, and covered over with some covering, and so further obscured from view, but sometimes it is piled high with the wide, deep, long boxes, unpainted, in which coffins are finally to be enclosed, these being laid crosswise of the wagon, and resting upon its side rails.

"As for the actual funerals, those we see often, and they may be met anywhere; it may be in the city's busiest streets, but oftenest, of course, on thoroughfares that lead to the dead's last resting place. In a street car we may pass and fall behind and re-pass a funeral; we may meet a funeral at night and see, following the hearse, carriages with lighted lamps.

"For among so many Death is ever present, turning and laying his finger here and there."

The Things We Have Had.

Whether it is better to have had a great happiness, and then be deprived of it, or never to have had it at all, is one of the mooted questions that the world in general answers in the negative. We say compassionately of this one that she is so lonely since death robbed her of those she loved, or of that one that it is so sad for one who has been so rich to have to know the hard face of poverty. We lavish our sympathy on those who have had the good things of life and lost them, but we seldom think how much more sad is the lot of those who never have—whose loneliness is never brightened by the thoughts of happy days, whose old hearts never thrill with remembered kisses, and whose years, from the cradle to the grave, are one unending grind at the mill, without rest for the mind or softness for the body.

It is part of our strangely selfish theory of happiness that we demand that our pleasures shall always be within our grasp. If this is denied us, no matter what fate has given us in the past, we cry out that we are of all people most miserable and that a "sorrow's crown of sorrow is remembering happier things." In reality nothing could be a falsier philosophy than this, and by and by we come to know that among the things we may always have, and that can never be taken away from us, are the things of the past that we have had.

Would you who have wandered through the wonders of the Old World exchange memories with a blind man because you can travel no more? You may never tread the streets of London or Paris again, you may never feel your heart thrill to the peal of the organ as it rolls down the dim gray aisles of some old cathedral, or in the still beauty of some summer day watch the turquoise sky bend down to meet a sapphire sea, but these are things you have had, and if they bring you less of pleasure than of pain, you have been a poor scholar in the school of experience.

So should it be in the deeper emotions of life. Mourn, as the bereft soul must, the loved ones who are taken from us, there must still be the ineffable thought that we have had them, and we are so much richer by that. For years we knew the full and satisfying companionship; we rested on the unfaltering love and loyalty, and turned, hurt and bruised and buffeted by the world, to a sympathy that never failed and that had a balm for every wound. It may be that in time this is taken from us, but nothing can rob us of the joy that we have had in it. Rachel, mourning for her children, refuses to be comforted, but even so there must be within her breast some throb of pity for the woman who has never held a child within her arms or known the clinging of little helpless hands about her neck.

The world is not so full of pleasures that we can afford to ignore those that have gone by. To be able to recall past good fortune without envy, and past happiness without bitterness, is to find the open sesame to hidden treasures of delight. It is like wandering down an old pathway we have trod before, and gathering the roses that time and forgetfulness have robbed of all their thorns.

CORA STOWELL.

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E. A. STOWE, EDITOR.

WEDNESDAY, - - - NOVEMBER 23, 1898.

THE NATIONAL FEAST DAY.

The seasons of seedtime and harvest are over and a rejoicing people in the Western world are gathering under family roof-trees around cheer-burdened tables to give thanks for the bountiful provisions of the earth.

More than ever should the Nation—our Nation—rejoice and be glad. The earth has brought forth her increase ungrudgingly. The fields of wheat and corn have filled to overflowing the granaries of the land. The orchards have poured into the resounding bins their treasures of apple and pear and plum. The vineyards have drawn aside their curtains of yellow leaves and, clad in the misty mantle of Indian Summer, stand laughing at the purple clusters which still cling to their wandering vines and pile high their brimming baskets. The woods have doffed their garments, "splashed with splendor," and the rich brown nuts, still pattering upon the rustling leaves, add a chord to the song of the season, which boyhood and memory-haunted manhood can never forget, and so furnish for the day's thanksgiving their liberal and hearty share of enjoyment and delight. For the surety of physical comfort, then, for the coming year, the Nation has cause to give thanks.

The mental fields have not, in the meantime, been lying fallow. Science has patiently and perseveringly bent lovingly over her self-appointed tasks and Nature, tortured by test-tube and crucible and the cunning devices of the electrician, has, with apparently less reluctance, revealed more of her secrets to the determined expert. Art, more than ever a student, has studied and watched and listened; and the daily life within our borders, brightened by new inspirations of form and color, has gone to its work, no longer toilsome, with a new song in its mouth. Literature has not been idle. Men and women, hope-brightened, sorrow-burdened, living their different lives, have come and gone and the pen has written down the story. Sunshine and shadow, toils and tears are all recorded, and novelist and poet alike, mingling the bitter with the sweet, have taught the careless humanity about them the needed lesson; and this workmanship of science, art and literature will find recognition at the yearly home-gathering and be acknowledged as another reason for the hearty giving of thanks.

The day, with all its pleasing associations, will not pass without its pang. There will be households, strangers to one another, haunted by a common sorrow. Sighs from the New England hills, heaven-built altars of American liberty, mingling with the moans of mothers in the prairies and mountain-guarded West and in the sunny, palm-shaded Southland, will float skyward bearing as offerings the lives of sons who have died in battle and from the pestilence that walketh at noonday in the unguarded, disease-infested camp. The rafters of the old homestead will resound with the shouts of childhood and the laughter of age; but there will be unseen, though not unbidden, guests at the feast. They will go from room to room. They will sit at the table. They will bend above the chairs where loved ones are seated, and when the home circle gathers around the blazing hearth the eyes of affection will see them there, for there they, too, will gather. Sighs and tears and sorrow for the consecrated dead; but joy eternal and thanksgiving everlasting that the Nation has again uplifted hand and voice and freed a continent forever from oppression and tyranny. Hearts and homes have sacrificed and suffered; but, great as both have been, the cause is worth the sacrifice and the suffering; and on this glad home-day of the Nation these same home-gatherers, bent with sorrow and bowed with grief, are offering thanks, as they have never done before, that the glory of the Nation has increased in splendor because their sons have died.

So, then, for the bountiful fruits of the earth let us give thanks. For the harvests of hand and brain let us rejoice; and for the inestimable privilege of citizenship in the leading Nation of the earth let us be glad and rejoice and give thanks not only now but all the days of our life.

A number of property-owning women in New York have organized a defensive society, called the Ladies' Legal Association. Many women, ignorant of legal quibbles and the wide avenue for fraud which law opens, have been swindled by unprincipled lawyers, agents and adventurers. By forming an organization and retaining responsible counsel, they can obtain trustworthy legal advice at all times in the ordinary discharge of their business. This concerted effort gives them legal protection which would otherwise be beyond their means.

The most expensive material ever produced for a dress was that purchased by the Empress of Germany last year from Lyons. The material was white silk brocade, having flowers, birds and foliage in relief, and cost \$125 a yard, the actual value of the raw silk, it is said, being \$100. The Empress was so struck with its beauty that she had not the heart to cut it up, and it was eventually turned into curtains. The price paid for this material is about double as much as the famous cloth of gold that Louis XIV. had made into a dressing gown.

One reason why a worthless man is most apt to marry is that women do not get a chance to chase workmen except after office hours; worthless men always have time to make love.

It is better for a fool to be stuck on himself than to be stuck on some one else. It is better for the some one else.

GENERAL TRADE SITUATION.

The advance movement in trade activity and the strengthening in prices which began after the elections were out of the way continue, with few exceptions, all along the line. The recovery in the stock market was comparatively slow at first, but the present week opened with a more active business than for several weeks preceding. The report of the breaking off of the peace negotiations at Paris caused a sharp reaction, as was probably intended by the originators of the canard. When the true value of the report became known there was again a prompt recovery, which makes the latest reports most encouraging.

In general merchandise exchange and distribution there is but little of seasonable slackening in some manufactures and in certain wholesale lines, while the provision for a tremendous retail holiday trade is without precedent. Price movements have been upward in most cases of change, although such changes have generally been slight. Reports of bank clearings for October show a much larger volume than for any corresponding period in the past, and the current month bids fair to make a still better showing.

Grain movement, in both primary markets and for export, continues in unexpected volume. Prices were almost stationary until the report of the breaking off of the peace negotiations, which produced an opposite effect to that in the stock market—prices showed a sharp advance, and the movement is still upward, notwithstanding the denial of the report.

The iron and steel manufacture continues its activity in many lines, although there is a seasonable slackening of demand in some. In the manufacture of plates there is a greater demand than ever before known. Indeed, the slackening of demand in some lines would seem to be more the effect of combinations than of unfavorable industrial conditions.

The textile situation shows some improvement in demand and prices, although the changes in cotton and its products are very slight. Sales of wool continue very heavy and takings by manufacturers are more than expected. Orders for goods have been quite numerous, but still much machinery is idle. The boot and shoe trade continues very heavy although the high price of materials is a source of uneasiness.

Among general manufactures which are sharing in the season of activity is that of furniture. In this city all works are reported well employed and many are running over time. And this condition may be considered a fair indication of the condition of this and other similar industries in all parts of the country.

AN AMBITIOUS PROGRAMME.

It is reported from Washington that Secretary of the Navy Long will recommend in his forthcoming report that Congress authorize during its approaching session the addition of fifteen vessels to the naval establishment, and that the enlisted strength be increased to 20,000 men and 2,500 boys.

The vessels to be recommended include three battle-ships of the largest type, three armored cruisers of 12,000 tons displacement, three second-class cruisers of 6,000 tons displacement and six third-class cruisers of 3,000 tons displacement.

This is a most ambitious programme, but it is understood that Secretary Long will point out that these additions to the fleet are absolutely essential if the newly-acquired territory is to be adequately guarded.

This increase in the number of ships will make an increase in the number of officers and men imperative. The increase in the number of men presents no serious problems; but the addition of the number of officers which will be required will prove a difficult task, owing to the great prejudice which exists to the admission into the service of officers not graduates from the Naval Academy.

Probably there is no more admirable or practical charity in the world than the system of cheap hotels established by the millionaire philanthropist, D. O. Mills, in New York City, for the benefit of poor men. In these hotels, which are built after the most approved sanitary measures and are well lighted and heated throughout, lodging and meals are furnished at an exceedingly low rate, and the guests have the use of a fine library and reading-room, bath-rooms and all conveniences. Mr. Mills believed that such a house, run on business principles, would be self-supporting and meet a long-felt want, deriving its support from men who are neither tramps nor dead-beats, but who, for lack of money, are forced to take such accommodation as they can find in cheap and over-crowded tenement lodgings. That his theory was right was proven by the fact that from the first the demand for rooms was so great a second hotel was required, which has been built at Rivington and Christie streets, and it is also interesting to know that it has turned out a good financial investment, inasmuch as it pays 3 per cent. after all expenses are computed.

The coal mining industry of India is said to have increased of late by "leaps and bounds." The output last year was estimated at 4,000,000 tons. The bulk of the output was in Bengal, which yielded upwards of 3,000,000 tons. The increase over the previous year was about 250,000 tons.

Newspapers in Germany sound a note of warning to the young men who have lately gone to Paris in large numbers to secure employment in view of the approaching Exposition. Nearly all of them had to return, as Paris has more than enough of the unemployed to do all the extra work.

A Berlin patent agency announces that a Polish engineer has found a method of chemically treating straw in such a way that it can be pressed into a substance as hard as stone and cheaper than wood paving, for which it is expected to prove a substitute.

Spain wanted to win a victory over the United States without borrowing money to make another war.

A man's shrewdness, as a politician, is estimated by the number of offices he can secure for friends.

Give a bad man a good reputation and he is constantly in trouble trying to make it good.

Some people "bury the hatchet" as dogs bury a bone: only to dig it up again.

A man who is always treacherous has the virtue of consistency.

NOT PREPARED FOR CITIZENSHIP

The resolution of Congress upon which the declaration of war against Spain was based distinctly sets forth that there was no intention to annex Cuba, but that the object of the war was to secure the independence of the island and to insure to its people a free constitutional government.

The pledge given by Congress in the beginning of the war that Cuba was not to be captured and made a part of the United States is one thing. The subsequent annexation after the independence of the island shall have been established is quite another, and all the probabilities are in favor of such incorporation into the territory of the United States, sooner or later. But the people of this country will exhibit unutterable folly should they admit at any early date Cuba to statehood.

The American people must understand that the acquisition of Cuba, Porto Rico and the Philippine Islands will bring in not less than a dozen million peoples of alien races utterly unfit to understand, much less to appreciate, the constitutional Government and free institutions of this Republic, and, therefore, to admit such peoples to citizenship and a participation in its public affairs would be a most pernicious and ruinous policy.

British statesmanship, which has made the little island where the public affairs of that empire are conducted the richest and most powerful country in Europe, and has placed it at the head of the commercial world, has always prevented the peoples of the almost numberless races and countries that compose the empire from having any part in the control of its affairs. The various colonies have their own local parliaments and councils, but they are not permitted to interfere in the affairs of the empire. They have no representation in the Imperial Parliament at Westminster Hall. England regulates them; but they have nothing to do with regulating England.

The twoscore million people in the British Isles govern the hundreds of millions in India and the other colonies. No people are freer in all that goes to make up the real essentials of constitutional human liberty, liberty protected and regulated by wise laws, than are those of Great Britain, and they give to the vast populations of their colonies all the liberty they can fairly appreciate and properly enjoy, and they temper the degree of authority exercised to the exigencies of each race and country.

Canada and Australia must be ruled differently from India and Egypt; but doubtless they all have as much freedom as is best for them. At any rate, it is accepted by all. Should all the British colonies join in an effort to throw off British authority, they would succeed, and that they do not so attempt speaks volumes for the wisdom of the British rule.

If the United States is to start on a career of colonization and the acquisition of foreign territory, some lessons in the management of colonies will have to be learned from English statesmanship. It is startling, indeed, to contemplate what might be the result if, to the 12,000,000 foreign-born population in the States of the Union and the 12,000,000 negroes, there be added 12,000,000 West Indians, Asiatics and Pacific islanders, and they, being fully vested with the right to take part in the work of political control, should com-

bine to change laws and institutions to please themselves.

Of course, there is no community of interest between the white Europeans in this country and the Asiatics and other mongrels that people the conquered Spanish possessions, but there might be among the various colored races. Should the Filipinos and the West Indians be admitted to citizenship, the color line would continue to divide the population socially as it does to-day, and in all probability all the colored races would make common cause to break down a barrier where all are guaranteed equality of every sort by a law which can never be enforced.

In the Republic of Hayti, where the negro race enjoys full control, the color line is maintained, with blacks on one side and the mulattoes and other mixed bloods on the other. The conflict which grows out of this color distinction is as irrepressible there as here. The white races have from the earliest times conquered and subjected the colored, and from this fact has resulted a belief in the inferiority of the latter, an inferiority that has been demonstrated by the entire history of the world.

This inferiority is a fact which has been so forcibly impressed upon human society that statesmanship and political philosophy can no more ignore it than could history, and where it has been disregarded in politics the most serious public evils have grown out of it. In view of these facts, centuries, perhaps, of education will be necessary before the Filipinos will be fit to become American citizens; but even the Cubans, who are vastly more civilized than are the Asiatic islanders, should be required to serve a long probation of education in our free institutions before they can be admitted to citizenship or their island to statehood.

THANKSGIVING.

"For the Lord thy God bringeth thee into a good land, a land of brooks and water, of fountains, and depths that spring out of valleys and hills; a land of wheat, and barley, and vines, and fig trees, and pomegranates, a land of oil-olive and honey; a land wherein thou shalt eat bread without scarceness, thou shalt not lack any thing in it; a land whose stones are iron, and out of whose hills thou mayest dig brass. When thou hast eaten and art full, then thou shalt bless the Lord thy God for the good land which he hath given thee. Beware that thou forget not the Lord thy God, in not keeping his commandments, and his judgments, and his statutes, which I command thee this day."—Deut., 8 c. 7-11 v.

Telephone girls will soon all be clad in special uniforms, the same as nurses and waitresses, and dusty skirts are to blame. It has been found advisable in the government telephone exchanges in Sweden to make all the girls wear a special uniform, the idea being to have them wear a different dress from that worn on the street. Long experience has demonstrated that the dust particles which are sure to become engaged in the soft materials of women's dresses get into the instruments, resulting in disturbances of the service. It is reported that the Vienna telephone authorities are about to enforce this rule also, and in our own country one of the largest Western exchanges has observed the same practice for some time past.

The fool who borrows trouble gets it before he ought to have it.

THE EAGLE AND THE TURKEY.

John James Audubon, the famous ornithologist, protested sturdily against the adoption of the eagle as the chief figure on the National escutcheon. He held that the eagle was a sanguinary and rapacious robber which had been the chosen emblem of ancient Rome, which had been from its beginning to its fall a robber nation. The eagle, too, had been adopted by several of the most despotic of the later monarchies of Europe, and what with his known bad character and heraldic association with human tyranny in its worst form, the chief of the rapacious birds was in every way unfit to represent a peace-loving, law-abiding democratic republic.

But Mr. Audubon did not propose to leave the country without a feathered fowl to be painted on its flags and shields and to stand sponsor for it among the nondescript beasts and birds that are figured on the armorial bearings of the Old World nations. He set up the claims of the turkey for this proud and responsible function. He set forth that the turkey is an indigenous American bird, originally found on this continent; that he is very handsome; is proud and dignified, and while eminently devoted to the uses of peace, the gobbler will fight bravely when called on. In a word, the great naturalist proposed to place the turkey gobbler on the American arms as a proper representative of the great American Republic.

Patriot and artist as was the great ornithologist, he did not seem to realize that the best and chiefest use of his favorite bird is to be eaten, and if he had been sent for to try conclusions with the lions and unicorns and eagles, one-headed and two-headed, of Europe, and the dragons and other real and mythical monsters that flaunt themselves upon the oriental Old World flags our gobbler would have been at a most sad disadvantage. He would have furnished them a good meal, and nothing more. In the matter of heraldic display the rule is to set a thief to catch thieves or to mount on a national standard a robber bird to deal with the other robber birds and beasts. Mr. Audubon was wiser in the way of birds than of armorial bearings, and, although the turkey is a mighty popular bird in his native America and more beloved than the eagle, it is upon the dinner table that he shines. We can't eat the eagle, and, therefore, he can be reserved for heraldic purposes. One real turkey on the table is worth a thousand pictures of turkeys on flags.

Let the eagle monopolize the Fourth of July. That is his grand anniversary, but Thanksgiving is the turkey's day. May he be seen in every American home to make glad the hearts of the people and to comfort their bodies!

LONG AND SHORT HAUL CLAUSE.

The action of the Supreme Court in deciding that the Joint Tariff Association was unlawful and in violation both of the anti-trust law and the interstate commerce act has undoubtedly stiffened the backbone of the Interstate Commerce Commission. That body has for a long time past greatly lacked aggressiveness, and, as a result, the interstate commerce law passed by Congress as a protection to the people has not given the results that should reasonably have been expected of it.

As an evidence of the returning virility of the Interstate Commerce Commission, it recently rendered a decision

which shows that the mere fact of competition does not necessarily relieve carriers from the restraints of the third and fourth sections of the interstate commerce law.

The case before the Commission was a complaint against a prominent Southern railroad. It involved the transportation of sugar and molasses from New Orleans to Nashville and Louisville, the complainants contending that higher rates for the shorter distance to Nashville than for the longer distance to Louisville were unlawful. There was water competition at Nashville, but it was not so strong as at Louisville. In addition to the ruling on the main question before it, the Commission held that in all cases where there is a departure from the rule of the law the burden is on the carrier to show that such departure is justified by facts, and an order forbidding the exaction of the higher rates to Nashville was directed to be issued.

The action of the railroad company was clearly in keeping with the practice in vogue of considering that water competition absolves the carriers from the operations of the long and short haul clauses. The decision of the Commission means that the burden of proving that the water competition is active enough to necessitate a lower rate to the more distant point than to the nearer point falls on the railway. This is eminently correct, because there can be no denying the fact that the bugaboo of water competition is taken advantage of to discriminate against certain points. This is possibly not the case in the complaint recently made to the Interstate Commission, but the burden of proving that the water competition is bona fide and serious rests with the carriers.

EDUCATING THE CUBANS.

General Wheeler, who was without doubt the most conspicuous and distinguished figure among the land forces in the war with Spain, is also a man of ideas in matters of peace.

The General realizes the necessity of educating the Cubans, and particularly the youth of that country, in American institutions and principles, so that they may be properly fitted to undertake the task of conducting or participating in the conduct of a free government for their countrymen, and he proposes that each college in the United States shall give free tuition to young Cubans, each school to receive as many as it can afford.

Some young Cubans have been educated in the United States, but many more were sent to Europe. It is supposed that, as many of the once wealthy people of that island have been impoverished by the revolution, they will not be, as formerly, able to educate their sons unless some such assistance is afforded. It is most important that Cubans should be educated in our language and ideas, and have some practical acquaintance with our free institutions, and the American colleges can do a great work by assisting in this education.

In Paris a peculiar fad on the part of rich women has given rise to the curious profession of "dog-dressmakers." Members of this profession supply every sort of covering a lady wants for her pampered pet.

A Chicago paper thinks Eugene Debs must have blown out the gas in his room somewhere. If the man is willing to be quiet he might be let alone.

Fruits and Produce.

Status of the Poultry Market in Gotham.
From the New York Produce Review.

This market has been overstocked with poor and medium grades of live fowls for the past six weeks. Iowa fowls are generally classed as good stock and when shipped direct from any part of the State to this market usually arrive in good condition and are worthy of being classed as good fowls, but since shippers have been influenced by certain Chicago commission houses to bill their cars first to Chicago in care of commission firms there and have been led to believe that it is profitable to the shipper to have his chickens, turkeys, ducks and geese taken out of the car and sold in Chicago, replacing the same with fowls purchased on the Chicago market, the exchange is made generally from a selfish motive, as the exchange enables them to get rid of an accumulation of unsalable goods, viz., poor and medium fowls. The plan is wholly wrong, inasmuch as the Chicago dressers select from the receipts there only the best grades and New York becomes the dumping ground for rejections. Buyers on this market refuse to take, except at a reduced figure, any fowls that run irregular in quality. Thus, a shipper leaves Iowa with a car loaded one-half choice fowls, balance springs, turkeys, ducks and geese, and consigns his car in care of some commission dealer in Chicago. The dealer there probably has on hand a surplus of poor fowls. He takes everything out of the car but the fowls and fills the car with what he can not sell and bills to New York. Upon arrival here the fowls are unloaded and cooped regardless of grades or quality. The buyer refuses to take them, making the usual complaint, "too many poor fowls mixed in these coops." The entire shipment, therefore, classes as poor fowls and the price generally has to be lowered in consequence. Load your poultry, bill to Chicago and have it sold there; otherwise, send it direct to the New York market. Do not buy Chicago fowls, as there is nothing in this method of operating for the shipper except losses.

New York receives from twenty-five to fifty carloads of live poultry weekly, and during holiday times it is not unusual for sixty or seventy, and even up to 100 carloads to be received and handled. This stock has to be weighed, re-cooped and handled often several times, and in the hurry incident to handling such large quantities of stock it is impossible to prevent an occasional fowl from escaping. A comparatively few years ago this necessitated the men who were handling the poultry to stop their work and catch the escaping chicken. This practically meant chasing it until they had tired it out, when they would run it down between a pile of coops or in some corner and catch it. Shortly after this a hook appeared on the market and its use became very general in catching the wayward fowls. It consisted of a broomstick with a wire fastened around it at one end in such a manner that the fowl was caught in the leg, but the hook was so small that the foot would not pass through and the fowl was in this way drawn up to its captor and caught in his hands, to be replaced in the coop. This certainly was rather a brutal method of handling the poultry, and a few months ago the Society for the Prevention of Cruelty to Animals took steps towards its abolishment. The result has been that dealers are now all using scapnets, and the old hooks have disappeared, probably forever. The net is an ordinary one with a long handle such as might be used for scapping crabs or catching butterflies, though the meshes are somewhat larger and the net itself is also larger. The trade has welcomed the new net and given every encouragement to the abolishment of the old hooks for the more humane custom now in use.

Our mail brought us a letter recently from one of our regular subscribers in which he says he intends shipping poultry

try to this market and he wanted the address of a dealer or large consumer in order to "save the commission man's profit." We are inclined to think that this party will fare much worse by trying to deal direct with the consumer than he would if he shipped his stock in the regular channels, i. e., to a first-class commission house. The poultry firms represented in the advertisements of this paper have spent years in building up a trade and know just where to place the goods consigned to them to the best advantage, and as a rule they can place the stock at better prices than would be allowed by a dealer obtaining stock direct from the shipper. In fact it is doubtful if a first-class dealer could be found to handle the stock this way, as they know just what they need for their trade and they prefer to shop around and purchase it.

Parchment paper is steadily growing in favor with shippers of dressed poultry. Some shippers, however, are using a cheap imitation parchment paper which is practically worthless for the purpose for which it is intended and it would be probably better if the shipper used none at all or merely a common manila or wrapping paper. The difference in the price of the genuine parchment and the imitation paper is so small, compared to results obtained in selling, that shippers will find it to their advantage to use only the best.

Every once in a while shippers get an idea that the poultry market should be higher than it really is, or is about to go higher, and they wire their commission houses here to hold their stock off of the market unless a certain price, usually one or two cents above what it is possible to realize, can be obtained. Putting stock under a limit in this manner more often works to the detriment of the shipper than to his benefit.

California's Big Orange Crop.

Los Angeles, Nov. 20—The first carload of new oranges has already started East, although the shipments of last year's fruit are not yet finished. From Riverside alone over 20,000 boxes of oranges, mostly Valencias, were sent East last month, and shipments still continue. Oranges are now shipped from Southern California every month in the year. Formerly the shipping season lasted only five months. Although the late growth was unusually large in quantity and fine in quality this year, it is probable that all-the-year-around shipments will be the rule hereafter, as growers have learned to handle their fruit so as to distribute the trade through the year, instead of trying to rush everything off in a short time. A good many growers have saved up the best of their late fruit this year for the Thanksgiving and holiday trade, and will send this East, instead of rushing off and spoiling the market with green and half-ripe new fruit.

The navel crop this year will probably be equal in size that of last year, but budded varieties and seedlings will not produce so well. The lemon crop of Southern California will be much larger than last year, as a large acreage of new trees will come into bearing.

New Substitute for Sugar.

"Sugarine" is a substitute for sugar for which good things are claimed. Here is an extract from the manufacturer's circular: "A small bottle of Sugarine is equal to 100 pounds of sugar, and only costs half as much. The sugar that is used to-day contains 95 per cent. of glucose and only 5 per cent. of sweetening. We have discovered a process by which we can manufacture the sweetening chemicals and not use the glucose, which is much cheaper and more convenient. Why use the glucose? It is very injurious to the health, besides it draws the flies, ants and many other insects. Now, with our Sugarine, instead of putting from one to three teaspoonfuls of sugar in a cup of coffee or tea, use one drop of Sugarine, which gives the desired sweet taste and can not be told from sugar."

We Are in the Market

To buy or sell Beans, Apples, Potatoes, Onions, Honey, Old Pop Corn, Fresh Eggs, Wood. If you have any of the above to offer, write

VINKEMULDER COMPANY, 14-16 OTTAWA ST. GRAND RAPIDS, MICH.

CRANBERRIES, JERSEY and VIRGINIA SWEET POTATOES,

Apples, Celery, Spanish Onions, Lemons, Oranges and Bananas.

Bunting & Co., Jobbers, Grand Rapids, Michigan.

POTATOES, BEANS, ALL KINDS FIELD SEEDS

Everyone reading this advertisement—you are reading it now—who trades in BEANS, POTATOES, SEEDS, APPLES, ONIONS, if in the market to buy or sell, is requested to correspond with

MOSELEY BROS., 26-28-30-32 Ottawa Street, GRAND RAPIDS, MICH.

SEEDS

The best are the cheapest and these we can always supply.

ALFRED J. BROWN SEED CO.

24 and 26 North Division Street, Grand Rapids, Mich.

HARVEY P. MILLER.

EVERETT P. TEASDALE.

MILLER & TEASDALE CO.

WHOLESALE BROKERAGE AND COMMISSION.

FRUITS, NUTS, PRODUCE

APPLES AND POTATOES WANTED

WRITE US.

ST. LOUIS, MO.

835 NORTH THIRD ST.,
830 NORTH FOURTH ST.,



FREE SAMPLE TO LIVE MERCHANTS

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

GEM FIBRE PACKAGE CO., DETROIT.

HARRIS & FRUTCHEY

Only Exclusive Wholesale BUTTER and EGG House in Detroit. Have every facility for handling large or small quantities. Will buy on track at your station Butter in sugar barrels, crocks or tubs. Also fresh gathered Eggs.

POULTRY WANTED

Live Poultry wanted, car lots or less. Write us for prices.

H. N. RANDALL PRODUCE CO., Tekonsha, Mich.

GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.
Special Correspondence.

New York, Nov. 19.—The first three days of the week showed a quickening of trade in coffee, but the impulse given seemed to have exhausted itself by Thursday and the situation now is of about the usual tenor. Orders coming from both city and country dealers are for small lots for sorting up purposes. Jobbers, however, are quite decided in their views and no concessions are reported. Invoice sales are not frequent, but the tone of the market is steady and values are pretty firmly maintained at 6½c for No. 7 Rio on the spot. In store here and afloat the stock of Rio aggregates 1,054,767 bags, against 922,343 bags at the same time last year. The committee appointed by the Coffee Exchange to enquire into the causes of the present condition of the trade in mild coffees, which is far from satisfactory, is busily at work and its report will be awaited with a good deal of interest. The market this week shows some decline in West India milds and a slow movement of East India growths, although the latter are firmly held at quotations.

The auction sale of teas on Thursday attracted a good crowd of buyers and prices showed an advance of only about ¼c on Amoy. Formosas sold at about former rates—possibly a shade higher. Japans were steady and showed little if any variation from old rates. On the street the market was tame and very few transactions were reported during the week. Hardly any invoice trading is going forward.

The market for refined sugar is strong and refiners will not guarantee prices; in fact, it is said that Arbuckle is so far oversold on granulated that he has stopped making the softer grades for the time being. For some softer grades which he has on hand he has made 1-16c concession on 100 barrel lots. No new developments have occurred in the sugar war. Raw sugars are firm.

Domestic grades of rice, being proportionately higher than foreign, have been somewhat in the background, and some of the off sorts have been reduced a trifle. The demand for head rice is good and supplies are light, so the future seems bright for holders. Foreign grades show no changes of importance. Quotations are about as follows: Domestic, good to prime, 5½@6c; choice, 6@6½c; head, 6¼@6¾c; Japan, 5¼c.

A hundred tons of pepper was sold at 9½c and this one article was about the only one in the whole list of spices which seemed to attract any attention. Prices generally, however, are pretty well maintained. Singapore pepper, 9½c; West Coast, 9@9¼c; Amboyna cloves, 10½@11c.

Molasses prices here are relatively lower than at primary points, owing, it is thought, to keen competition, which has taken away practically the entire profit. Fair to good old crop centrifugal, 13@18c.

Syrups are steady. The offerings seem to be rather freer than a week ago, but prices are firm. Prime to fancy sugar syrups, 19@27c.

Supplies of canned goods are reported short again this week, especially of California fruits and Columbia River salmon. Tomatoes are not in as free receipt and standard No. 3 New Jersey stock will bring 85c. Favorite brands of Columbia River salmon are worth \$1.40@1.45.

Lemons are selling at firm quotations. Choice to fancy Sicily, 300s, are worth \$4.75@5.75. Oranges are firm and Jamaicas are especially high. Repacked barrels fetch \$6.50@8. Florida oranges, russets, are worth \$3.50@4; bright, \$3.75@5. Bananas and pineapples are quiet and selling at unchanged quotations.

Prices of California dried fruits are high and the sales seem to be hardly up to expectations. In domestic dried there is a good demand for fancy evaporated apples, and the supply is by no means large.

The demand for good apples is so far

ahead of receipts that the market is almost "out of sight." Northern Kings are quotable at from \$4.50@6 per barrel; Greenings, \$4@5; Baldwins, \$3.50@4.50.

Cranberries, Cape Cod, range from \$5@8 per barrel, as to quality. Jersey, \$4.75@5.25.

Hickory nuts are scarce and firm at \$3 per bushel. Chestnuts are in free supply and sell from \$1.50@2.50 per bushel.

The market for really desirable butter is firm and best Western creamery sells at 23½c. Possibly, in some cases, slightly more than this has been obtained. Stock that is at all "off" sells all the way down to 18c, and thirds, Western creamery, 15½@16c. Finest Western imitation creamery, 17@17½c; firsts, 14@15½c; seconds, 13@13½c; Western factory, June extras, 14@14½c; current make, 13½@14c.

Receipts of cheese are not large and with a stronger tone at interior markets, the situation here is somewhat improved. Large size, full cream State, is worth 9½c; small size, 9¼c; common to fair, 7@8c.

The egg market is steady and firm, although the demand during the past day or two might have been more active. Western fresh gathered, 23@23½c. Refrigerator eggs have been selling freely from 15@16c.

Carrying Rivalry to Extremes.

From the New England Grocer.

Two Danbury, Conn., storekeepers whose places of business are on the outskirts of the town have built up an intense rivalry and each spends his spare time keeping an eye on the other and devising some scheme to steal a march on him in some way. The rivalry is still as intense as ever. Saturday night one dealer took a large fish from his stock in trade and after wrapping it up in a very neat parcel, bribed a small boy with a dime to take the parcel in his neighbor's establishment and ask permission to leave it there until the following Monday. The boy did as he was told and the obliging storekeeper consented, as he is a very obliging man. He took the bundle and placing it under the counter, proceeded to forget all about it. All went well until Monday afternoon when one of his lady customers called his attention to a rather disagreeable odor which she noticed on entering the store. The storekeeper also noticed it on having it brought to his attention, but although he made a search for the cause, could not find it. As the day advanced the odor became more pronounced, and customer after customer called his attention to it. The storekeeper and his clerk thoroughly ransacked the store in their efforts to find what the matter was, but with no effect, and when time came to close the store that night, and every customer had made some remark, the proprietor of the store was in a state bordering on insanity. Early Tuesday morning he went to the store to see if he could remove the offending smell before it came time to open, but without any success, and the consequence was that he had to leave the door open all day and nearly freeze to death in order to make it anywhere near bearable inside. Finally he thought of the bundle which had been left with him Saturday night, and a happy thought that it might possibly be the cause of the trouble struck him. Pulling it from under the counter he opened it as quickly as he could, and the whiff he received of the contents left no doubt that he had discovered that for which he was searching. He threw the remains of the fish out in the street, and the store is now beginning to regain its former condition. He is now figuring out how much trade he lost as a result of the trick of his rival and figuring out a scheme to get even. His rival merchant and the residents of the neighborhood are waiting the result of his meditation with impatience.

Whatever Noah's shortcomings were, he knew enough to go in when it rained.

Most people believe in the total depravity of somebody else.

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.

WANTED

DRIED AND EVAPORATED APPLES
BOTH '97 AND '98 STOCK.

N. WOHLFELDER & CO.,
WHOLESALE GROCERS
399-401-403 HIGH STREET EAST, DETROIT, MICH.

Hermann C. Naumann & Co.,

353 Russell Street, Detroit, Mich.
Opposite Eastern Market,

Are at all times in the market for FRESH EGGS, BUTTER
of all kinds, any quantity, FOR CASH. Write us.



J. WILLARD LANSING,
BURGE D. CATLIN.
LANSING & GATLIN
44 W. MARKET STREET
103 MICHIGAN STREET
Reference: TRADESMAN. BUFFALO, N. Y.

WHOLESALE DEALERS IN EGGS

It is now at the season of the year when several commission houses who make a specialty of other goods—and the season is over with them—are trying to work Butter and Eggs for a few months; not having the trade, they cannot do you the justice that a house can that handles Butter and Eggs exclusively twelve months in the year. Fresh Eggs are scarce; we want them at 20c.

Who Gets the Oyster Trade?

The man whose oysters are the freshest and best flavored.

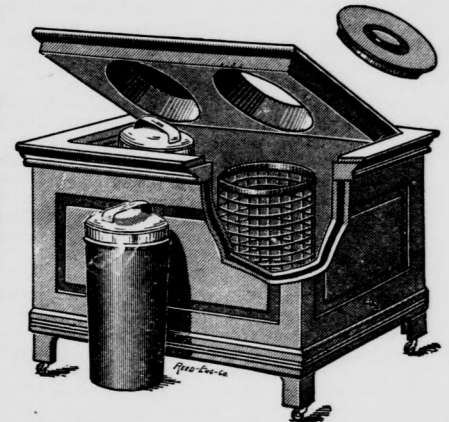
Who Loses Other Trade?

The man who sells fishy oysters diluted with ice to disgust his customers.

Avoid such a calamity and increase your trade by using our OYSTER CABINETS, made of Ash, insulated with mineral wool. (See cut.) They are lined with copper. All parts easily removed for cleaning without disturbing the ice. Porcelain-lined cans. Send for circular.

Ask for our prices on Roll Top Butter Refrigerators.

Grand Rapids Refrigerator Co.,
Grand Rapids, Mich.



EGGS WANTED

Am in the market for any quantity of Fresh Eggs. Would be pleased at any time to quote prices F. O. B. your station to merchants having Eggs to offer.

Established at Alma 1885.

O. W. ROGERS
ALMA, MICH.

Ship Us Your —
BUTTER, EGGS, POULTRY, VEAL, GAME, FUR, HIDES, BEANS, POTATOES, GREEN AND DRIED FRUIT

Or anything you may have. We have a No. 1 location and a large trade and are fully prepared to place all shipments promptly at full market price and make prompt returns. If you have any apples do not dispose of them before corresponding with us. The crop is very short this season and there will be no low prices. Please let us hear from you on whatever you may have to ship or sell.

COYNE BROS., Commission Merchants
161 South Water St., Chicago.

REFERENCES:
Wm. M. Hoyt Co., Wholesale Grocers, Chicago.
W. J. Quan & Co., Wholesale Grocers, Chicago.
"Chicago Produce," Chicago.
Bradstreet's and Dun's Agencies.
Hibernian Banking Association, Chicago.
BANKERS: Merchants' National Bank, Chicago.

Butter Men at Odds in Gotham.

From the New York Commercial

There is a merry little war in progress in the West Side butter market which at the present time gives every promise of developing into serious trouble for some one later on, unless all signs fail. The trouble, it is stated, arises out of a practice that has been in vogue for more than a year among a number of the leading butter dealers of agreeing to pay the Western producers with whom they have made contracts one-half a cent a pound above the market price, the latter being ruled by actual sales on the Butter Exchange. These prices are sent out to the producers each day and the returns made by the "half cent above" men are based upon the price list issued by one company's reports, while the returns made by the firms who regard the half cent above as an evil are based upon another report, which, singularly enough, quotes prices from a quarter to a half cent higher than the other. The above facts were gathered from representatives of the two price reports, both of which claimed to correctly report each day's changes. These changes, according to both reports, were obtained daily in the Butter Exchange, and neither could offer a logical reason why there should be the fraction of a cent difference between the two.

It can readily be conceived, however, that this confusion as to prices should lead to strained relations between the dealers doing business based upon these differing reports. The "half cent above" men claim that they are in the right, and that the frightful competition against which they are fighting has driven them to offering a half a cent a pound above the market in order to obtain business enough to keep them going. Said one butter dealer on Saturday: "This is a fight for existence. So many new firms are continually springing into active operation that every legitimate means must be employed to obtain business. We could not do business on a flat commission basis, and have offered the Western producers a bonus of half a cent per pound in order to keep their shipments coming our way. This half cent we pay out of our commissions. The market is correctly quoted, for it is based upon actual sales made on the Exchange. Is the business more cut up now than it used to be? Well, to my certain knowledge there are at least 20 per cent. more dealers than there is actual business for. By actual business I mean, of course, business that will pay a fair profit on the capital invested. New people are continually coming into the trade with just enough capital to start them going. These people get business somehow. Another thing that is hurting our trade is the fact that many of the large Western creameries are dealing directly with the large consumers, and, of course, the commission man is out just that much."

"To illustrate the tendency in this direction I may mention the fact that one large wholesale firm in Elizabeth, N. J., is now offering certain Western creameries $\frac{3}{4}$ c above the market price for their butter. It is not improbable that in future we shall lose a great deal of trade in that way, as you see the wholesaler can afford to pay a cent above the market, for he has no commission to pay when dealing direct with the producer."

The dealers who do not offer a half cent above claim that those who do are trying to drive them out of the business. In addition to asserting that the returns based upon their reports are correct, they persist in declaring that the "half cent above" men underquote the market in order to be able to pay the bonus without loss to themselves.

The butter business of the city amounts to about 30,000 tubs per week. About 75 per cent. of this is said to be distributed in lots ranging from three to twenty-five tubs. The small lots are sold in many cases to a special trade that pays from 3 to 4 cents more per pound than is actually quoted. The trade at present is fairly active, although the quality of the butter is poor, owing to the feed that is being given to the Western cows. There is practi-

cally very little 95 score butter coming into the market, for the reason as stated above, most of the high grade stock being scored at from 88 to 94.

How Senator Vest Electrified a Jury.

Walter Wellman, the Washington correspondent, recently told how Senator Vest once electrified a Missouri jury and secured a favorable verdict for his client. He was employed by a man whose dog had been shot by a neighbor. Other eminent counsel attended to all the preliminaries of the fight, while Vest was there, his head sunk down between his shoulders, and apparently asleep. Finally his associate nudged him and told him that he must make the concluding speech. He demurred, but seeing he must do something to earn the fee which had been paid him, arose and after gazing at the jury for some minutes, delivered the following address:

Gentlemen of the Jury: The best friend a man has in this world may turn against him and become his enemy. His son or daughter that he has reared with loving care may prove ungrateful. Those who are nearest and dearest to us, those whom we trust with our happiness and good name, may become traitors to their faith. The money that a man has he may lose. It flies away from him, perhaps, when he needs it most. A man's reputation may be sacrificed in a moment of ill-considered action. The people who are prone to fall on their knees to do us honor when success is with us may be the first to throw the stone of malice when failure settles its cloud upon our heads. The one absolutely unselfish friend that man can have in this selfish world, the one that never deserts him, the one that never proves ungrateful or treacherous, is his dog.

Gentlemen of the jury, a man's dog stands by him in prosperity and in poverty, in health and in sickness. He will sleep on the cold ground, where the wintry winds blow and the snow drives fiercely, if only he may be near his master's side. He will kiss the hand that has no food to offer, he will lick the wounds and sores that come in encounter with the roughness of the world. He guards the sleep of his pauper master as if he were a prince. When all other friends desert he remains. When riches take wings and reputation falls to pieces he is as constant in his love as the sun in its journey through the heavens. If fortune drives the master forth an outcast in the world, friendless and homeless, the faithful dog asks no higher privilege than that of accompanying him to guard against danger, to fight against his enemies, and when the last scene of all comes and death takes the master in its embrace and his body is laid away in the cold ground, no matter if all other friends pursue their way, there by his graveside will the noble dog be found, his head between his paws, his eyes sad but open in alert watchfulness, faithful and true even in death."

What followed the veracious Wellman describes in this way:

"Then Vest sat down. This remarkable speech he had delivered in a low voice without a gesture. No reference had he made to the merits of the case in hand. Not a word had he uttered about the evidence. When he finished judge and jury were seen to have tears in their eyes. The jury filed out and in a minute or two returned to the court room. The plaintiff had asked for \$200 damages. The verdict gave him \$500."

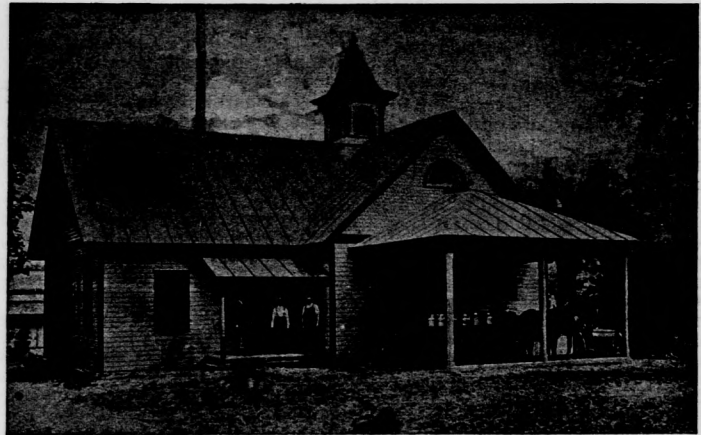
Two Kinds of a Hug.

A little boat is seen afloat
Upon the moonlit water,
In which a youth does sit, forsooth,
With his neighbor's daughter.
He hugs the shore a mile or more
Along the laughing water,
Then lets the boat serenely float
And hugs his neighbor's daughter.

Men convinced against their will are of the same opinion still, but no woman is ever convinced that way.

Elgin System of Creameries

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



A Model Creamery of the Elgin System.

R. E. STURGIS & CO.,

Contractors and Builders of the

Elgin System of Butter and Cheese Factories, also Canning Factories, and Manufacturers and Dealers in Creamery and Dairy Supplies.

Address all correspondence to R. E. STURGIS & Co., Allegan, Mich.

ONE
CENT

Is all it will cost you to drop a postal to

MAYNARD & REED
GRAND RAPIDS, MICH.,

and learn from them the many advantages and profit of handling Butter in a new way.

F. J. Dettenthaler

Jobber of



Anchor Brand Oysters

Leading Brand for Fifteen Years.
Once Sold, Always Called For.

If you wish to secure the sale of a brand which will always give satisfaction, arrange to handle Anchors, which are widely known and largely advertised. When ordering oysters through your jobber, be sure and specify "Anchors."

TYPICAL CUSTOMERS.

A Morning's Trials in a General Store.
Written for the TRADESMAN.

Number 5 is a saleswoman. On the morning of which we speak the first person to whom she devoted her attention was a man belonging to a rare but perfectly distinct type of purchasers. He was in to get some shoes for his little girl, a pair of corsets for his wife and some woolen stockings for the baby. Number 5 courteously shows him different kinds and qualities of all these articles and he makes his somewhat eccentric selections and departs. The goods, failing to fit or to suit, will shortly come back and then an indefinite succession of exchanges sets in. Number 5 knows this will be the case, but it is hers "but to do or die," and it is not politic to offer objections to this man's chosen method of shopping. Is his wife ill? Is she of unsound mind or otherwise incapacitated from making her own purchases? By no means; and she would enjoy attending to them herself. It sometimes interferes with his hours of work to do it and he knows absolutely nothing about what is needed or wanted nor how to expend money most judiciously. But he is by nature a despot and his domineering disposition manifests itself in the attempt to exercise rigid surveillance over all the household management, even to the minutiae of his wife's and children's wardrobes. Perhaps he takes it into his head that his wife ought to wear calfskin shoes. She does not need a heavy shoe any more than a South Sea Islander needs a fur overcoat; but he has the idea in his head and must take home a pair for her to try.

There is once in a while a woman that will submit unquestioningly to all this petty tyranny and encase herself and her children in whatever He sees fit to select. But more often the wife of this style of despot is not so meek as she appears and resorts to all kinds of schemes to obtain what she wants to take the place of what He has selected. Then it is that the music for the storekeeper begins. She makes some objection concerning the fit or the style of the purchase and her husband returns it, only to select another which suits her no better. Perhaps this time the article is returned by a child or she comes herself and gets what she wants, explaining afterward to Him that this was really the only thing she could find anywhere that would answer at all. Whether she endures it or evades it, it is incomprehensible why any freeborn American woman will submit to such tyranny; why she will allow her husband to poke his meddlesome old nose into what is none of his business. And it would be a good problem for the lawgivers to consider whether the statutes against manslaughter could not in some manner be amended so that this kind of man could get the taking-off he so richly deserves and the slayer be exempt from the ordinary penalties for taking human life!

In direct contrast to the one just described is another man-shopper, and to such an one Number 5 next devoted her efforts. He shops not because he will, but because perforce he must. He is a farmer and lives some distance from town. When it is stormy and the roads are bad or there is sickness in the family his wife can not come and he is obliged to make the purchases. He always brings a written want list; but his ideas of just what is needed are very

bazy. He is utterly ignorant about styles, prices, qualities and sizes and perfectly frank about confessing his ignorance. The amount he doesn't know is really astonishing. He takes out his list and the struggle begins. One by one the items are selected. Number 5 shows a variety of each kind of goods and he leaves the decision in every case to her judgment, she being guided as best she may be by the specifications of the list, his very vague ideas, and a possible knowledge of the farm-wife's characteristics. Finally they come to the last articles on the list, which are children's shoes. This is the tug of war. On the list are written down, with many erasures, the supposed sizes of shoes last purchased, and the man thinks that perhaps they will want half a size larger. Number 5 knows well that, however much children may disappoint their parents in other directions, in the matter of the growth of the feet the wildest paternal and maternal expectations are surpassed. One of the boy's last shoes were 13's maybe. Perhaps now his feet can be crowded into 2½'s, but more likely it will take 3's. The head of the shoe department is an obey-orders-if-you-bust sort of fellow. If a person calls for number 1 shoes he supposes 1's are wanted and needed. So Number 5 goes to the shoe department herself and performs sundry mental calculations. She takes as a multiplier a purely assumed rate of pedal growth. As a multiplier she has a length of time not definitely known. She adds her product to the size of shoe purchased the last time—of which she is of course not absolutely certain. But she sends the results of these calculations, knowing well that these will in all probability be far wide of the mark, and wonders to herself, as the man takes away his purchases, whether a course under some good clairvoyant would not be of value to her in a business way.

She does not have long for reflection, for in comes a certain lady who speaks briefly and to the point and with a strong Teutonic accent. She knows exactly what she wants. There is no wearisome matching of shades, no tiresome comparison of qualities and styles. "I take dees," and the sale is made; or, "I no like dot," and that settles it. And yet this purchaser selects goods with excellent discrimination, and moreover never returns an article for exchange. Not all Teutonic ladies are of this type, but those that are are the solace of the saleswoman's heart.

Next, Number 5 displays gloves to that rarest product of birth and education, a real lady. She is considerate of the time, rights and feelings of others, yet uses taste and judgment in making her selections, and does not buy what she does not want. Nor is she obtrusive with expressions of sympathy. She does not ask Number 5 if it isn't awfully tiresome being on her feet so much; and so gracious is she that it fairly seems a privilege to sell her a pair of shoe laces.

Thus the morning wears away and our saleswoman, being a wise little body, makes every effort to please all, remembering that it takes all kinds of people to make a world and that all count in the census.

QUILLO.

They Claimed to Be Friends.

Hattie—You are looking rather pale of late. Why don't you do as I do, take a two mile walk every morning for your complexion?

Ella—And do you really do that? I had no idea it was that far to a drug store.

TO THE PURE ALL THINGS ARE PURE

We brand our spices **PURE** because they are **PURE**. We are so positive of this statement that we offer \$100 for every ounce of adulteration found in a package of our goods. Our guaranty as to purity also applies to our

QUEEN FLAKE BAKING POWDER

which has come to be regarded as the standard wherever introduced. Manufactured and sold only by

NORTHROP, ROBERTSON & CARRIER
LANSING, MICHIGAN.

6 MOST POPULAR
ROASTED COFFEES
ON THE
MARKET

MILLAR'S
ANDHELING JAVA
EDAL
MOCHA AND JAVA

GURACOA
HARM JAVA
ROWN MIXED
REOLE JAVA AND
ARABIAN MOCHA

5
Medals

Awarded these goods
at World's Columbian
Exposition.

Purity is ancient history with us. It is Purity and quality to which we call attention

Testing is proving
First-class grocers will
tell you so.



5
Diplomas

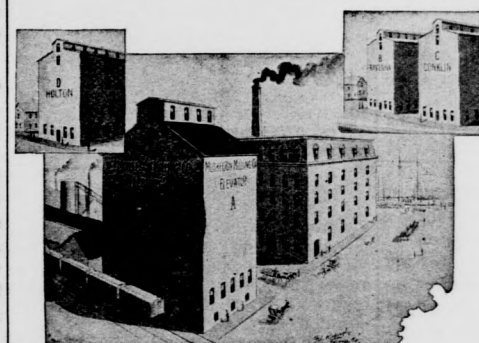
Awarded these goods
at World's Columbian
Exposition.

A Trade Mark
is
a Badge
of Honor

Try MILLAR'S PEARLED PEPPER, Granulated.

E. B. Millar & Co., Importers and Grinders,
CHICAGO, ILL.

MUSKEGON MILLING CO., MUSKEGON, MICH.



Manufacturers of

**FLOUR,
FEED AND
MILL
STUFFS**

Receivers and
Shippers of

GRAIN

Write or wire us for anything needed
in our line in any quantity.

Mills and Office:
Water Street, Foot of Pine.

MIXED CARLOADS
A SPECIALTY.

Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids

Shoes and Leather

Proper Profits and How to Maintain Them.

The average merchant to whom this subject might be propounded would no doubt casually express the opinion that in this era of close competition, with the small margins attending thereto, it is questionable as to whether, in fact, proper profits can be realized even occasionally, entirely dismissing any millennial idea of a permanent standard of profit.

That this question, however, is a source of anxiety and concern to each merchant is undeniable, and the ways and means of maintaining an adequate profit is a problem truly great in itself, to the solution of which many have applied themselves only to meet with disheartening failure, and stepped down and out, only to make room for other guileless, inexperienced individuals, who eventually follow in the footsteps of their predecessors, to the joy of their competitors, the sorrow of their creditors, and the stolid indifference of everybody else.

"Many are called, but few are chosen," is an adage that may very literally be made applicable to the hosts who pay court to the Goddess of Fortune, and the query arises, "Why were they unsuccessful?" Ah, that is the question to which may be applied a multiplicity of answers to fit the individual cases. That the unfortunate merchant has failed to realize a profit on his goods is self-evident, but why did he fail to do so? Did unpopularity have anything to do with it? Yes, possibly so, to some extent. Did competition cause his downfall? It may have been that. Likewise his locality, his grades of goods, their styles, and many other minor details have formed the combination which caused him to come to grief, but let us arrive at the main cause of his non-success; the fundamental base of shifting sands upon which his business stood; let us scrutinize closely the man's proprietary career, and we find that he has lacked in the one thing essential to a successful business man—ability.

If he had possessed ability he would have made a success in most instances, but this was a foreign element in his make-up. He had no tact, no originality, in fact no business qualifications worthy of note, without which his desirable grades of goods or his local prestige as a good fellow would avail him little or nothing.

In consequence of his inability he lacked trade, and the great secret of profits and their maintenance is the acquisition of a regular volume of patronage, and this the man of ability can acquire in most cases, and by maintaining regular custom he maintains his regular and proper profit, which he usually estimates at from 30 to 40 per cent. on the cost on new, fresh goods, and disposes of his old stock by holding "bargain days" at least four times a year, and on this old stock his percentage of profit will vary from 10 to 15 per cent.

Let us, however, make a note of the fact that in the maintaining of this custom and constantly gaining new patronage, the progressive merchant does not confine himself to the slow, old-fashioned methods of doing business, for he must be up to date and alive to the requirements of the times in order to make a success. He does not engage in

the practice of crying down his competitors, which would be done to his own detriment, nor does he rely solely upon his clerks for the proper conduct of his affairs.

On the contrary, he exercises close personal surveillance over his business; he is jovial and at the same time respectful towards his customers and is indefatigable in striving to please with proper attention and desirable goods; he identifies himself with local affairs and exhibits an active interest in local enterprises and progression; he attracts the attention of the purchasing public by his tasty and original advertisements, which intimate forcibly and with tact that he would very much like to be a C. U. B. A. customer; he is liberal, for he finds that he can afford to be so under the circumstances, and with each purchase presents the children with seasonable toys and the older ones with some useful article collateral with his line of business, upon which a neat advertisement of his store is daintily encircled. Thus he gains the goodwill of the trade.

He pays attention to his show windows, too, and does not confine himself to a dull and dusty display, which would attract unfavorable remarks rather than new customers, but, on the contrary, he imitates, or originates, an attractive window display, with tasty surroundings, and in devising this display he usually allows his ideas to conform with the respective seasons of the year, and with popular current events, and finds that his window exhibits, although involving considerable time and some expense, are an efficient factor in attracting many buyers to his store, and create favorable comment.

He pays his bills, too, on the day they fall due, and thus gains the good will of his manufacturer or jobber, and they in turn favor him with the best the market affords in the respective qualities required, at the most reasonable prices, and by continually exercising a due observance of the principles of honesty and integrity, and governing himself accordingly, he will acquire the best class of trade in his town, and attaining this, he will have no difficulty in realizing and maintaining a substantial profit, and the wider the phases of his ambition, the greater the proportion of his success.—Beverly in Boots and Shoes Weekly.

Don't Try to Fool a Woman.

President Lincoln once said: "You can fool some of the people all the time."

Don't try the fooling if the people you try to fool are women.

You can't fool them at any time.

A sale is not made and clinched until the goods a woman purchases are worn, and worn out. Even then, there is a chance of a kick coming.

After a woman has bought and paid for the goods and the parcel has been carried or sent home, she begins to examine and test them. She talks about them and shows them to her friends and neighbors.

They compare notes and purchases, and woe betide the merchant whose goods and methods are convicted and sentenced by the judge and jury of such a court.

Fool a man and he will "kick himself," but say nothing about it.

Fool a woman and she will spread the news quicker and more effectually than a newspaper.

Strictly Up-to-Date.

"Clara is always up-to-date."

"What now?"

"She rented wooden Indians to decorate her parlors with for that afternoon tea."



We are the

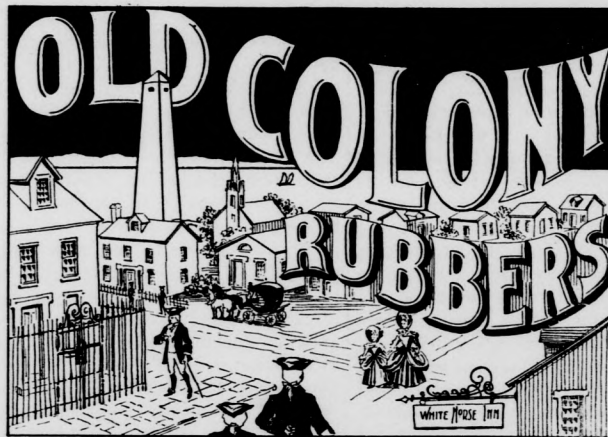
Oldest Exclusive Rubber House

in Michigan and handle the best line of rubber goods that are made.

Candee Rubber Boots and Shoes are the best. The second grade **Federals**; made by the same Company. The third grade Bristol. Write for Price Lists.

See our line of Felt and Knit Boots, Socks, Mitts, Gloves, Etc., before you buy.

Studley & Barclay, 4 Monroe Street, Grand Rapids, Mich.



Write for Discounts

Hirth, Krause & Co., Agents, Grand Rapids, Mich.

HEROLD-BERTSCH SHOE CO.

MANUFACTURERS
AND JOBBERS OF

GOOD SHOES

AGENTS FOR

WALES-GOODYEAR RUBBERS
AND CONNECTICUT

GRAND RAPIDS FELT AND KNIT BOOTS.
BIG LINE OF LUMBERMEN'S SOCKS.

5 AND 7 PEARL ST.,

GRAND RAPIDS, MICH.

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.

ACETYLENE GAS.

Actual Facts Concerning Its Generation and Installation.

Acetylene gas has been known to the laboratory since 1836, but the discovery of a method to produce it in commercial quantities was not made until the spring of 1892. At that time Thomas Willson, a metallurgist, experimenting with an electrical furnace at Spray, N. C., discovered that by mixing lime with a carbonaceous material, such as coke, charcoal or tar, and submitting them to the intense heat of the electric arc, a carbide was formed which on being placed in contact with water immediately produced practically pure acetylene gas.

In practice approximately 40 per cent. of pulverized coke and 6 per cent. of powdered lime are thoroughly mixed and submitted to a powerful current of electricity. The heat is so intense that the two materials unite into a homogeneous molten mass, which when cool has a crystalline formation and much resembles the fractured portions of a rich metallic ore. This material is known as calcium carbide and it is affected by scarcely anything except moisture. Placed in suitable packages to protect it from dampness in the atmosphere, it can be readily transported and stored for almost any length of time. When shipped from the factories it is usually packed in cylindrical iron vessels containing about 1,000 pounds each, but the consumer ordinarily receives it in 50 to 100 pound wood-jacketed tin cans.

The Willson patents for process of manufacture and on the product itself in the United States were purchased by the Electro Gas Company of New York. This company has extensive factories at Niagara and Sault Ste. Marie, and the product is placed exclusively by the Union Carbide Company, which has established state agencies throughout the Union. Mr. Wilson, the inventor, retained the rights for Canada and is operating a large factory on the Welland Canal, at Merriton, Canada, and much of the product finds its way into the United States.

The cost of calcium carbide has been placed at all the way from \$20 to \$75 per ton and it is probable that the actual cost is about midway between these extremes. The present average selling price to the consumer is \$80 per ton.

Before leaving this branch of the subject it may be well to call attention to a new material known as carbolite, which it is claimed will supersede carbide because it produces a gas equal to acetylene and at but a small fraction of the cost. Three patents covering this process were issued to Herman L. Hartenstein, of Bellaire, Ohio, in January of this year. Mr. Hartenstein manipulates his apparatus by hydraulic power, turning out tons of material, instead of pounds as by the carbide process. He substitutes the waste product, blast furnace slag, for lime, not only saving largely in the cost of raw material, but in a very much larger degree by taking the slag in its molten and highly heated condition from the blast furnace and placing it directly in the converters. It is there impregnated with coke by means of a strong gas blast which enters the bottom of the converter just as the air blast does in the Bessemer process of steelmaking. When sufficient coke has been forced in the converters are tipped and the mixture flows over carbon bars or electrodes by means of which a very powerful current of electricity is intro-

duced and the intense heat required to complete the process is quickly obtained. The material is then poured into molds, and after cooling is manipulated in the same manner as calcium carbide. Mr. Hartenstein has a factory at Hammond, Ind., nearly completed and expects to be producing carbolite in the near future in large quantities at a manufacturing cost very much less than for carbide. When he has accomplished this the business of installing individual acetylene lighting plants, which is now being so widely established, will receive a tremendous impetus.

Acetylene gas is formed by the contact of calcium carbide with water. The hydrogen of the water unites with the carbon of the carbide, forming acetylene. The oxygen of the water combines with the calcium, producing a residuum which is practically slaked lime. The specific gravity of pure acetylene as compared with air is 0.9056. Relatively it is about as 0.9 to 0.4 for coal gas. Its calorific value is 11,923. One cubic foot of gas will yield about 48 candle power per hour. Five cubic feet of gas should be obtained from one pound of good carbide. The gas has a very strong odor and because of its close approximation to air in specific gravity diffuses rapidly and makes its presence quickly known over a large area. While it is susceptible to dissociation by comparatively low temperatures, it is not readily affected by frost, which is a considerable advantage.

Paradoxical as it may appear, the extreme ease with which acetylene gas can be generated has been one of the most serious obstacles to its introduction into general use. With two ordinary tin pails, a piece of wire netting, a burner and some water, a generator can be readily contrived that will produce a light practically indistinguishable from that obtained from the best types of generators. The beautiful light captivates all beholders, and no matter how crude the apparatus which produces it, the credit is usually given to the generator, and its maker has been looked upon as nothing short of a genius. Most of the innumerable inventors of generators have been entirely ignorant of the nature or peculiarities of acetylene, and it is of such recent origin that little information of value has been published and this difficult to obtain. Under such circumstances it is not strange that a large number of acetylene generators were constructed that were entirely unfit for the purpose. Visions of immense wealth rose before the inventors, and they not infrequently were successful in forming stock companies to promote the manufacture and sale of the apparatus. In many cases unscrupulous persons have not hesitated to take advantage of the ignorance of the public, not only selling generators that were worthless, but also disposing of territorial rights. To such an extent has this been pursued that nothing but the unrivaled superiority of the light has preserved it from general disrepute. Until very recently the sale of carbide itself has been hampered by unbusiness-like methods and personal interests to an extent that was very annoying and detrimental to legitimate undertakings in this line, but this difficulty has apparently been removed and the situation much improved. AUGUSTINE DAVIS.

Cold comfort comes in small chunks—when the iceman serves it.

New Fathers.

"Those two fellows over in the corner seem to have a very interesting subject. They've been talking at each other as hard as possible for an hour and a half." "Yes; one of them has a little boy who has just learned to walk, and the other's baby cut its first tooth day before yesterday."

George W. McNear, of San Francisco, is a millionaire self-made and a man of many enterprises. "They tell me, Mr. McNear," said a visitor there, "that you had no capital to start with." "You do me too much honor," courteously replied Mr. McNear, who is conscientiously and pleasantly a little egotistical. "My rivals in business will tell you that I began with a capital I, and that I have never lost it."

A woman always appreciates a rising young man—in a street car—but she is usually too modest to mention it.

We have . .

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

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

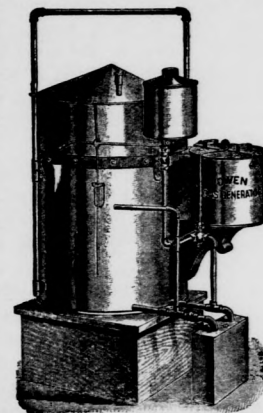
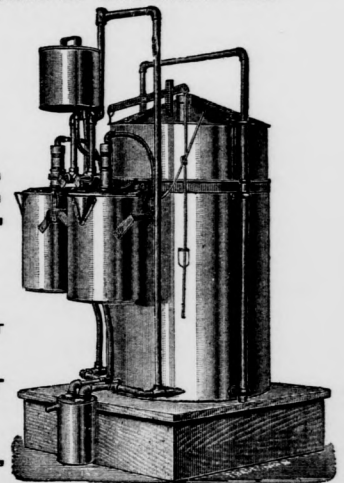
APPROVED BY THE NATIONAL BOARD OF UNDERWRITERS

THE "KOPF" ACETYLENE GAS MACHINE

HAS DOUBLE LIGHTING CAPACITY
COSTS NO MORE TO GET THE BEST
SEND FOR DESCRIPTIVE CATALOGUE,
PRICE LIST AND DISCOUNT SHEET
AND YOU WILL SEE WHY

THE "KOPF" IS THE BEST

MANUFACTURED BY
M. B. WHEELER ELECTRIC CO.,
99 OTTAWA ST., GRAND RAPIDS, MICH.



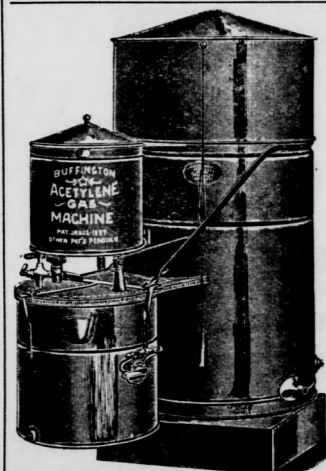
THE OWEN ACETYLENE GAS GENERATOR

Le Roy, Mich., Aug. 17, 1898.

Gentlemen: In reply to yours of the 15th, will say that anything I can say in favor of your light that will benefit you will be pleased to do so at any time.

Yours truly,
FRANK SMITH.

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



ACETYLENE GAS

WHAT IT IS AND HOW TO GET IT

It is the finest and best-known illuminant in the world to-day, and to get it buy the celebrated

BUFFINGTON GAS MACHINE

We do not claim to have the cheapest machine, but we do claim that we have the best, as thousands who are using it will say. We carry a large supply of CALCIUM CARBIDE in stock and can fill all orders promptly. Write us if you want to improve your light and we will furnish you estimates.

MICHIGAN & OHIO ACETYLENE GAS CO., Ltd., Jackson, Mich.

Clerks' Corner.

How the Clerk Vanquished a Disagreeable Customer.

Written for the TRADESMAN.

The outcome of Zack MacIntosh's tussle with Colonel Bickerstaff gave the Weighson brothers no end of satisfaction. That man had abused them so long that they had begun to believe that there could be but one end to it—the grave. When, however, they saw that the end had come and they were still alive, in the joy of their hearts they each thrust a bill into their clerk's hand and gave him a commission upon what goods he sold. They were not, however, completely happy. The cup of delight was full, brimming full; but, like Alexander, they wanted it to run over. That, though, they admitted, was asking too much; at once, at any rate—not, at all events, from Zack, who had already earned a life pension. If, as the days went by and the time should come when, rested from his labors, he should make up his mind to see what genius and courage could accomplish with "that Jennings woman," they would "rejoice and be glad." That, after all, was just about as tough a knot in the woodpile of their business experience. There the so-far invincible Zack would find his match. That was the difficulty to be removed only by "fasting and prayer," so to speak, and Zack, to their discomfiture, was not inclined to wear out his trousers at the knee!

As they looked down upon the field where two victories, before unheard of in their grocery world, had been won, they knew that they ought to be satisfied; but every time that "that woman" made her appearance, it did seem to both of them that "to be thus is nothing." "There's none but she whose being we do fear!" And they began again to drop hints, now and then, that something ought to be done to rid them of this Mother of all Plagues.

To all intents and purposes the hints fell upon stony ground. The days came and went—with them Mrs. Jennings, with the regularity of clockwork—and brought no sign. Long ago, the Conqueror alone waited upon the exasperating woman with a patience which might have been expended in a better cause; but she still went on in the even tenor of her way without noticing or caring for the apparently stolid indifference of the young man, who had evidently put her down among the necessary evils which are looked upon as helps to heaven or—"glowry!" All days were alike to her; but it did seem as if Saturday morning, when everybody had

a little more than he could do, rush as he might, was the particular time for Mrs. Jennings to distinguish herself. Then her trials and disappointments found an airing. Then she found fault with everything her eyes fell upon. Then she poured forth in unmeasured terms the resentment of her grievances and, "in good terms, in good set terms," proclaimed the limit of her endurance and the penalties she intended to inflict when that limit had been passed.

Contrary to all custom, for the sake of getting rid of the intolerable nuisance, the clerks had gotten into the habit of dropping everything and waiting on Mrs. Jennings at once. Of course, it led to trouble; but, of two evils humanity has learned to take the lesser, and Mrs. Jennings, scoring one success, pressed on to other victories as other warriors have done on fields more famous. It was only once a week, however, that Mrs. Jennings was at her worst, and Sunday follows Saturday, and that day of rest restores the wounds and smarts of grocery store existence. But when Thanksgiving Day doubled the dose and Tuesday found Mrs. Jennings there with the equilibrium of temper not quite restored behind the counter, she noticed, for the first time in her relations with Zack, an indefinable something she did not like. She was not receiving that undivided attention which she now claimed as her right and she proceeded at once to make her presence felt.

That presence was most imposing. She was a large, finely-proportioned woman, with much of her departing beauty still clinging to her. Her abundant hair, attractively arranged, was white and wavy and most becomingly appeared from beneath the costly and pretty bonnet which she wore. Her face was round and full, her features were pleasing and her eyes, black and bright, made her, in repose, fair to look upon. From neatly-fitting glove to the same-fitting boot she looked the lady, and it was no wonder, many thought, that the world in general, and mankind in particular, gave way to her.

So thought the poor, forlorn-looking woman who for half an hour had been patiently waiting her turn and for whom, just then, Zack had begun to put up a quart of beans.

"I'll give you my order now, MacIntosh," said Mrs. Jennings as she crowded in between his customer and the counter.

"No, madam, there are just six customers ahead of you and you'll have to wait your turn. Just step back, please,

and let Mrs. Higgins come to the counter, so I can take the rest of her order.—What else is there, Mrs. Higgins?—Step back, Mrs. Jennings."

Mrs. Jennings didn't step back—on the contrary, she pushed forward and planted herself squarely in front of the shrinking Mrs. Higgins and, in the voice of a woman used to command—not loud, but firm—went on with the giving of her order. It was not taken, because the clerk instantly left his place behind the counter, came directly to Mrs. Jennings, placed a strong hand on each of her well-modelled shoulders and, with a movement swift and sure, turned her from the counter.

"There, Madam, you'll find it to your advantage to keep away from this counter until your turn comes. There are six ahead of you, as I said once, and every one of those six customers is going to be taken care of before your order is taken. Always before now I have dropped everything to wait on you; I shall do so no longer. You will take your turn with the rest; and, as I said, you will find it to your advantage to let things take their course!"

He had not regained his place behind the counter before Mrs. Jennings had again crowded Mrs. Higgins into the background and, with eyes flashing fire, she went on with her order. Instinctively the customers fell back and left the field to the two combatants. With the agility of a deer Zack sprang over the counter and, taking the wrathful woman by the arms, swung her easily and gracefully from her position. Needless to say that she resisted; but the resistance only made Zack's suddenly-formed plan a possibility, for the force she expended under his guidance enabled him, with many a turn, to whirl with her, like a pair of waltzers, to the very back of the store, where, as luck would have it, a recess had been formed among some vegetable barrels. Into this the indignant woman was deftly whirled, a barrel of potatoes was quickly placed to block the entrance and Mrs. Jennings, a prisoner, was left to her own devices, while the victorious clerk went composedly on with his six orders.

The woman could have screamed; but she wouldn't. For a moment she was too surprised even to think; then, as she found that her only way out was to clamber over the barrels, too heavy for her to move, while her abundant avoirdupois rendered clambering a difficult performance, and finding in the stern face of her jailer nothing to indicate remorse or an early release, she contented herself with firing upon the re-

lentless enemy an incessant volley of abuse, as harmless as it was amusing.

When the six customers who had preceded her had been taken care of the young fellow turned towards the seventh, barricaded by barrels.

"Now, Mrs. Jennings," he said suavely, "if you'll stop your tirade long enough to give me your order I'll see that it is put up and properly delivered."

Then, to the astonishment of everybody—they were all eagerly waiting the denouement—the vituperation ceased, the order was given and filled and Zack, with the air of a Chesterfield, removed the barrel and released his prisoner.

Like angry Juno she swept from confinement and the store, without deigning a glance to the right or the left, and the door was slammed with a wall-shaking bang.

Then Zack's hat received a defiant tilt and its owner vehemently said: "What that woman has needed all along was somebody who wasn't afraid of her, and who was strong enough to make her mind. I think she's got through with her tantrums here, and I wish now I'd tackled her case long ago!—How much better, Mrs. Neeley?"

There is now noticeable a sudden fondness for Zack on the part of Mrs. Jennings. It is not reciprocated, but that does not prevent the frequent declaration on her part that Zack, young as he is, is the only man in that store, and that, if she wasn't old enough to be his grandmother, she'd do her best to set her cap for him!

RICHARD MALCOLM STRONG.

The Rocky Road of Life.

Man's life is full of crosses and temptations. He comes into the world without his consent, goes out against his will, and the trip between the two extremities is exceedingly rocky. The rule of contrariness is one of the important features of the trip. When he is little the big girls kiss him and when he is big the little girls kiss him. If he raises a large family he is a chump, but if he raises a small check he is a thief and a fraud and is shunned like a Chinaman with the seven-year itch. If he is poor he is a bad manager; if he's rich he's dishonest; if he's in politics it's for pie; if he's out of politics you can't tell where to place him and he's no good to his country; if he doesn't give to charity he is a stingy cuss and lives only for himself; if he dies young there was a great future ahead of him; if he lives to an old age he has missed his calling. He is introduced to this world by a doctor, and to the next world by the same process. The road is rocky, but man likes to travel it.

We never realize how little we value a thing until the bill comes in.

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.

Commercial Travelers

Michigan Knights of the Grip.

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

Michigan Commercial Travelers' Association.

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

United Commercial Travelers of Michigan.

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

Michigan Commercial Travelers' Mutual Accident Association.

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

Lake Superior Commercial Travelers' Club.

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

Gripsack Brigade.

Jackson Citizen: Chas. H. Clark has taken a position as traveling salesman for the Jackson Corset Company. His territory is Illinois.

L. M. Patterson, formerly with J. R. & W. S. Esselstyn, of Lansing, has engaged to cover Western and Northern Michigan for Northrop, Robertson & Carrier.

Greenville Call: Frank Dunn has resigned his position as cashier of the D., G. R. & W. depot in this city, to accept one as traveling salesman for the Greenville Implement Co.

Jacob C. Hangstofer, formerly engaged in the meat business at Big Rapids, has engaged to travel in Western Michigan for Armour & Co. He will make Big Rapids his headquarters.

Traverse City Eagle: Ira F. Gordan, who is engaged as traveling salesman for the Traverse City Potato Implement Co., has been granted a patent for a spraying device, which will be put on the market by the company which he represents.

Traverse City Record: Fred F. Stearns has taken a position as traveling salesman for the Chicago Paint and Varnish Co. His territory will be Michigan. He starts at his new work the first of next month. He will discontinue his painting business in this city.

Gerrit Van Lopik (Grand Haven) has been re-engaged by the Chas. P. Kellogg Co., of Chicago, for another year and will travel in South Dakota and Northwestern Iowa, instead of Minnesota as heretofore. The new territory embraces the large Holland settlement in Iowa.

The annual meeting of Post E (Grand Rapids) will be held at Sweet's Hotel on Saturday evening, Dec. 3, at which time officers will be elected for the ensuing year and preliminary arrangements made for attending the annual convention of the Michigan Knights of the Grip at Saginaw in December.

Bay City Press: A largely attended meeting of Post D, Michigan Knights of the Grip, was held in the Fraser House parlors Saturday evening. Business of importance was transacted and Post D will go to Saginaw to the annual convention in December in a manner that will do credit both to the organization and the city it represents. It is expected that the next meeting will be a hummer and bring out the full membership.

The funniest stories, the wittiest anecdotes, the very best side-splitting yarns are those that are swapped by the drummers while "on the road." Whenever a humorous situation occurs in a drummer's variegated experience, or is suggested to his vivid imagination, it

is carefully stowed away in his memory grip, to be brought out fresh and sparkling for the delectation of his fun-loving associates. The funny man of the stage is not in it with the knight of the grip. Last year's chestnuts don't go with the drummer. He can give to the end man in a minstrel show the big and the little casino and beat him nineteen points in twenty-one. The drummer who can not tell a new funny story upon the slightest provocation has no standing in the guild. Throw two or more of them together in a Pullman car and the exchange of witty yarns is as certain as day after night. The grinning porter forgets his tip and the hungry listener his dinner. Each is in duty bound to surpass the other, and when once started in his favorite diversion nothing will stop a story-telling drummer but a stroke of lightning or an order.

Movements of Lake Superior Travelers.

Marquette, Nov. 21—Alex. Stevenson, who for fifteen years represented Buhl Sons & Co. in the Lake Superior territory up to last spring, when he became resident manager of Buhl's branch store at Menominee, will now enter the house at Detroit, occupying an important position, owing to the sale of the Menominee branch to the Northern Hardware & Supply Co. Alex. will be missed up this way, where he had become an old reliable sort of a landmark.

A. F. Wixson (Fletcher Hardware Co.) is in Menominee this week, representing the buyers of Buhl Sons & Co.'s branch store.

It is reported that one of the Lake Superior shoe travelers has committed suicide. If it is true it makes five fatalities in the shoe trade in the Lake Superior territory in four years, two of them being suicides.

Lost! One M. S. Brown (Hazelton & Perkins Drug Co.). When last seen he had the buck fever and was chasing a "white flag" in the wilds of the Upper Peninsula.

Suitable Mottoes For the Store.

You are as welcome to look as to trade.

We won't allow any dealer to outsell us.

We dare not send you away dissatisfied.

To cheat a customer is to kill a business.

If you don't want to buy, we beg you to look.

We want to please you. Tell us where we fail.

You can bring a poor bargain back to-morrow.

We pledge our honor to give you your money's worth.

Permanent profit can only come from satisfied buyers.

Be sure of your own mind before you make a selection.

Not to know this store is to incur pecuniary misfortune.

The business that prospers is that which pleases the customer.

We repair every possible mistake—yours as well as our own.

If you can tell us how to serve you better we shall obey the hint.

We will thank any customer to tell us how to improve our service.

We sell the best goods going for the lowest price ever marked on them.

The longer you stay and the more carefully you buy, the more you please us.

There is no demand a customer can ask of this store that we will not grant.

We wouldn't deceive you or have you deceive yourself for a hundred profits.

Tall talk and small performance may go for a while, but they bring ultimate disaster.

Wherein They Differed.

Customer—What's the difference between these woolen undershirts?

Dealer—One is half cotton and the other is all cotton.

What Constitutes Leadership.

The boy had got into trouble, and the old gentleman had taken him to task for it with considerable severity. "I just followed the other boys," he pleaded, "and did what they did." "That's worse than no excuse at all," returned the old gentleman. "That indicates that you haven't any independence or individuality. I want you to lead and not to follow. The leaders are the people who count in this world, and I want you to be a leader. I never want to hear again that you have followed the other boys into trouble." The boy promised that he would follow this advice, and results showed that he lived up to his promise. When he was next before his father for getting into trouble his face was wreathed with smiles. "It's all right this time," he said. "All right this time!" exclaimed the old gentleman. "Why, it's worse than ever. According to the complaints coming in from the neighbors you have been up to more mischief in the last two days than ever before." "But I didn't follow anybody," protested the boy; "I led." "Worse and worse," returned the old gentleman. "Why, you said you wanted me to be a leader," asserted the boy. "What has that to do with all this devilry?" "Everything," answered the boy. "There ain't but one way to be a leader that I know of." "And what is that?" "Why, to size up which way the crowd's going to go and then travel a little faster than anyone else in that direction." The old gentleman stopped in his search for the cane he had intended to use, and which the boy had carefully hidden. His eyes opened wide with astonishment, and he gasped once or twice before he was able to speak. "That boy," he said at last, more to himself than to anyone else, "is born to go into politics, and there's no use trying to whale it out of him."

Independent Telephone Notes.

Grand Rapids—The Citizens Telephone Co. has purchased the long distance lines of the Citizens Mutual Telephone Co. and will shortly equip the lines to Fremont and Cadillac with heavy copper wire, extending the long distance service to Traverse City and Petoskey in the near future. The Citizens Company has had the advantage of the Bell exchange in everything but long distance connections north of the city and this accession places the Bell plant at a decided disadvantage in every respect.

Owosso Press: A solar plexus for the Bell monopoly in this city was delivered last week when the Owosso Telephone Co. made connection with the local Michigan Central offices. Ever since the local telephone company has been in operation efforts have been made to have connection with the railroads. The Ann Arbor was at once connected, but the M. C. and D. & M. could not be secured owing, it was stated, to existing contracts with the Bell company. Heroic measures were resorted to and at last fair play has been secured. The Grand Trunk will doubtless fall in line, as it can not afford to do otherwise now that both the other roads have the Owosso phone.

Cadillac News: As soon as the work can be performed the Grand Rapids exchange of the Citizens Telephone Company will be connected with Petoskey and intervening points, thus saving to our telephone patrons the greater part of the excessive charges now exacted by the monopolistic Bell company.

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Detroit—Jan. 10 and 11.
Grand Rapids—March 7 and 8.
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Little Leaks in a Drug Store.

Did you ever realize how much is wasted in the average drug store? Apparently insignificant things in themselves and not worthy of consideration, yet, when taken in the aggregate, no small item in the year's expenses. I need repeat the twine incident only to suggest that, cheap as twine is, there is no necessity to use more than is necessary to hold the package securely and to always tie so as to leave none to be cut off. Paper is a very important item in the expenses of the druggist. A druggist is often judged by the quality of his wrapping-paper, hence the necessity of having it of the best quality consistent with his means. But how much of this paper is wasted by his employes, or possibly by himself, thoughtlessly! Every scrap of paper may have its use; if a piece of paper is taken too large for the bottle or article to be wrapped, the excess should not be thrown carelessly to the floor, but placed in a drawer or box kept for the purpose, to be sorted out at leisure and used in packing pill boxes, single Seidlitz powders, ointments, etc. Never use an abundance of paper when packing. It is not appreciated by your customers; for I have actually heard objections raised on account of extra weight and bulk.

Then, again, take care of every bottle that enters the store. There is not a bottle or pot but may be turned to some account if only properly cleansed. It is not the object of this paper to point out how the cleansing may be accomplished, as this is known by almost every second-year apprentice; but attention is not paid to this apparently insignificant source of expense, and hence these remarks. The corks of used bottles should not be thrown away; they may also be cleansed and used in many horse liniments and other things which experience will suggest. It is a good plan to keep as much of one's stock under glass as can be done without interfering with business. Small packages, when exposed to the incessant dust from the street—no matter how carefully the duster may be used—become dirty and less likely to attract a customer. So keep all toilet and proprietary articles under glass. I have seen numbers of stores in this country with all their proprietary articles exposed to the action of the sun and weather. Do these druggists ever think that the sale of a bottle of S— Remedy is possibly lost because it is fly-specked? Yet such is often the case. It is a little thing, but it counts. When the junior is filling up the stock bottles, let it be done under the supervision of yourself or a competent assistant. Your junior will not hesitate to pour a clear tincture into the cloudy dregs of an old one, nor

will he notice that deliquescence has started in the potassium acetate bottle. These are trifles, but the trifles count. If you do not save the pennies, there certainly will be no dollars to spend.

I might go on mentioning things that everybody knows but rarely pays attention to. I might mention the careful use of labels; the non-extravagant use of sealing-wax; the mucilage pot—but I forbear, hoping I have already set at least some one thinking and to action concerning drug-store trifles.—Canadian Druggist.

The Drug Market.

There are few changes of importance to note.

Opium—Is firm at unchanged prices. Morphine—Is steady.

Quinine—Is still in the firm position previously noted and the advance of 2c on American brands is well maintained.

Cocaine—Manufacturers advanced their price on the 16th 25c per oz., and the article is very firm at the advance.

Gums—Refiners of camphor advanced their price 2c per pound on the 15th and 1c per pound on the 21st, on account of the advance in crude camphor. Japan refined camphor has also advanced.

Menthol—On account of strong market abroad, has again advanced and is very firm.

Vanilla Beans—Position is still strong and another advance has taken place.

Grains Paradise—Have doubled in value in the last few days and are scarce and very firm.

Seeds—Italian anise has advanced 2c per pound. Canary and hemp are firm at the recent advance. California mustard is a trifle lower.

Spices—Cassia buds are very firm at the advanced price. Cloves are firm but unchanged. Mace is scarce and firm.

Essential Oils—Anise is firm but unchanged, on account of competition. Lemon grass has advanced. Sassafras is getting scarce and advancing.

Linseed Oil—Has declined, on account of Western competition.

St. Louis Druggists Taken In.

A number of St. Louis druggists have apparently been tricked in a very clever manner. They purchased from a smooth-tongued salesman various quantities of a substance called "emulsion compound," which, when poured in a bottle with an oil, and the bottle well shaken, is reported to have the surprising property of producing at once a perfect emulsion. After the salesman had gone, several of the expectant druggists proceeded to put the wonderful substance to an effective test. They found that the addition of water to the emulsion caused an immediate and irreparable separation. Moreover, it was found that the substance could be duplicated by a drop each of ether and ammonia with Castile soap. But for six ounces of this mixture they paid \$1!

Experience Required by the Michigan Board.

The Michigan Board of Pharmacy has only recently changed its requirements regarding the experience feature. Formerly three years' experience was required of all applicants, but college time was counted double up to a certain limit, which was that at least six months of experience in the store must be had. Now, however, while the three years' requirement remains unchanged, allowance is made only for the actual number of months spent in college; and these months, too, must have been spent in a college which gives at least ten hours per week of lectures and fifteen hours of laboratory work.

The Proprietor's Duty to His Assistant.

When a pharmacist takes a young man into his employ he accepts the responsibility of training him and imparting to him what knowledge he is possessed of. In return for this the young man should serve his employer faithfully and do his best to profit by his teachings.

Are these responsibilities recognized and fulfilled, or are they ignored? The average employer, as a rule, takes a boy into his employ without a thought as to whether he has any capacities for learning the business; knows nothing and cares less about his education; keeps him drudging from early morn until late at night on a mere pittance; takes no pains to see what habits he is forming; gives him no opportunity for study; scolds him if he does not do things right, instead of showing him how they should be done and helping him through—explaining the manipulation the first time, as it is his duty to do. A boy who has any spirit, when thus treated, will soon form a disgust for the business, become surly, shirk his work, have no interest in his employer's affairs or in learning the business. Is this right? Is it just to the young man or a credit to yourself? Take an interest in your clerks and they will return your interest. No man can do his best unless his heart is in his work. Teach him from the start cleanliness, neatness, exactness; let him understand that he can not be too particular—that lives are held in the balance. Let him see by your actions that you have confidence in your ability and the public have confidence in you. Teach him that he is to be something more than a machine to wrap up drugs and patent medicines and pass them over the counter.

Remember that you are exerting an unconscious influence, either for good or bad, over those in your employ. See to it that the young men you bring up will reflect some credit on you when they enter a college of pharmacy, or go before a State board, rather than have them show a superficial knowledge and ignorance that leads one to think that they have either neglected their opportunities or have had none, through the neglect of their employers.

The clerk is a mirror, reflecting the methods and habits of his preceptor. These facts are borne out by the experience of all teachers and examiners, and account for the many clerks who have only a mediocrity of learning, not so much from not having the desire to acquire knowledge or want of study, but because they were not started right. Consequently, working without system and directions, is it strange that their results are negative? Is it to be wondered at that so many fail in their examinations?

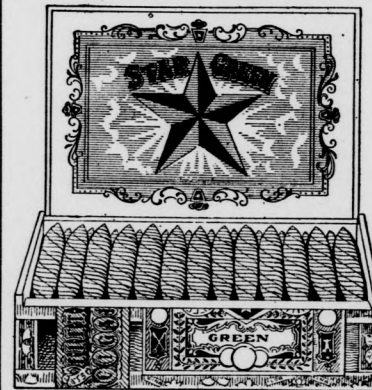
When I first went into the drug business I was apprenticed to an old gentleman known as a "Quaker." He was very precise and just, and took a deal of pains in drilling me into all the minutiae of the drug business, as conducted in the early part of the seventies. I remember I was kept half a day weighing Epsom salts and flaxseed-meal and wrapping them up, to teach me how to weigh and wrap up correctly. The old bell metal and iron mortar and pestle were articles of every-day use—then came the drug mill and the hand sieves. Tinctures were made mostly by maceration; various decoctions and infusions were in great demand, and were made from the native herbs and roots

gathered in the neighborhood; these I was taught how to gather and dry properly. After two years' apprenticeship I was considered quite capable of attending a college of pharmacy, so as to complete a four years' apprenticeship before graduation.

It is the duty of the employer to see that his apprentices are properly instructed. While he can not prevent impositions practiced by some clerks, he can keep them from going to extremes. An employer can be firm and severe, yet temper his severity with kindness. Discipline is essential to properly conduct the affairs of the store, yet it should not be carried so far that the employer should consider it undignified to show the apprentice his errors. Let the relations be as pleasant as a family gathering.

WN. R. NEVILLE.

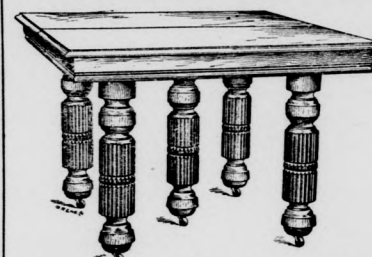
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GROCERY PRICE CURRENT.

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

AXLE GREASE. doz. gross Aurora.....55 Castor Oil.....60 Diamond.....50 Fraser's.....75 I.L. Golden, tin boxes.....90 Mica, tin boxes.....75 Paragon.....55 BAKING POWDER. Absolute. 1/2 lb cans doz.....45 1 lb cans doz.....85 1 lb can doz.....1.50 Acme. 1/2 lb cans 3 doz.....45 1/2 lb cans 3 doz.....75 1 lb cans 1 doz.....1.00 Bulk.....10 Arctic. 6 oz. Eng. Tumblers.....85 El Parity. 1/2 lb cans per doz.....75 1 lb cans per doz.....1.20 1 lb cans per doz.....2.00 Home. 1/2 lb cans 4 doz case.....35 1/2 lb cans 4 doz case.....50 1/2 lb cans 4 doz case.....95 JAXON 1/2 lb cans, 4 doz case.....45 1/2 lb cans, 4 doz case.....85 1/2 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. 1/2 lb cans.....45 1 lb cans.....75 1 lb cans.....1.50 Pearless. 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 GRUITS. No. 1 Carpet.....1.90 No. 2 Carpet.....1.75 No. 3 Carpet.....1.50 No. 4 Carpet.....1.15 Parlor Gem.....2.00 Common Whisk.....70 Fancy Whisk.....80 Warehouse.....2.25 CANDLES. 8s.....7 16s.....8 Paraffine.....10 Wickless.....20 CANNED GOODS. Lakeside Marrowfat.....95 Lakeside E. J.....1.15 Lakeside, Cham. of Eng.....1.20 Lakeside, Gem. Ex. Sifted.....1.45 Extra Sifted Early June.....1.75 CATSUP. Columbia, pints.....2.00 Columbia, 1/2 pints.....1.25 CHEESE. Acme.....10 1/4 Amboy.....11 1/4 Butternut.....10 1/4 Carson City.....10 1/4 Emblem.....11 Gem.....11 Gold Medal.....11 Ideal.....11 Jersey.....11 Lenawee.....10 1/4 Riversdale.....11 1/4 Brick.....12 Edam.....70 Leiden.....17 Limburger.....13 Pineapple.....50 Sap Sago.....17 Chicory. Bulk.....5 Red.....7 CHOCOLATE. German Sweet.....23 Premium.....35 Breakfast Cocoa.....40	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 1/4 Less quantity.....3 Pound packages.....4 CREAM TARTAR. 5 and 10 lb. wooden boxes.....30 Bulk in sacks.....29 COFFEE. Green. Rio.....9 Good.....10 Prime.....11 Golden.....12 Peaberry.....13 Santos. Fair.....12 Good.....13 Prime.....14 Peaberry.....15 Mexican and Guatemala. Fair.....13 Good.....16 Fancy.....17 Maracaibo. Prime.....19 Milled.....20 Java. Interior.....19 Private Growth.....20 Mandehling.....21 Mocha. Imitation.....20 Arabian.....22 Roasted. Clark Jewell-Wells Co.'s Brands Fifth Avenue.....29 Jewell's Arabian Mocha.....29 Wells' Mocha and Java.....24 Wells' Perfection Java.....24 Sancello.....21 Breakfast Blend.....18 Valley City Maracaibo.....18 1/4 Ideal Blend.....14 Leader Blend.....13 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. Arbutuckle.....10 50 Jersey.....10 50 McLaughlin's XXXX.....20 McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago. Extract. Valley City 1/4 gross.....75 Felix 1/4 gross.....1.15 Hummel's foil 1/4 gross.....85 Hummel's tin 1/4 gross.....1.43 CLOTHES PINS. 5 gross boxes.....40 CONDENSED MILK. 4 doz in case. Gail Borden Eagle.....6 75 Crown.....6 25 Daisy.....5 75 Champion.....4 50 Magnolia.....4 25 Challenge.....3 35 Dime.....3 35 COUPON BOOKS. Tradesman Grade. 50 books, any denom.....1.50 100 books, any denom.....2.50 500 books, any denom.....11.50 1,000 books, any denom.....20.00 Economic Grade. 50 books, any denom.....1.50 100 books, any denom.....2.50 500 books, any denom.....11.50 1,000 books, any denom.....20.00 Superior Grade. 50 books, any denom.....1.50 100 books, any denom.....2.50 500 books, any denom.....11.50 1,000 books, any denom.....20.00 Coupon Pass Books. Can be made to represent any denomination from \$10 down. 20 books.....1.00 50 books.....2.00 100 books.....3.00 250 books.....6.25 500 books.....10.00 1000 books.....17.50	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 1000, any one denom'n.....5.00 2000, any one denom'n.....8.00 Steel punch.....75 DRIED FRUITS—DOMESTIC. Apples. Sundried.....2 5/4 Evaporated 50 lb boxes.....2.8 California Fruits. Apricots.....2 Blackberries.....2 Nectarines.....2 Peaches.....2 Pears.....2 Pitted Cherries.....2 5/4 Prunelles.....2 Raspberries.....2 California Prunes. 100-120 25 lb boxes.....2 1/4 90-100 25 lb boxes.....2 1/2 80-90 25 lb boxes.....2 3/4 70-80 25 lb boxes.....2 1/2 60-70 25 lb boxes.....2 1/4 50-60 25 lb boxes.....2 1/4 40-50 25 lb boxes.....2 1/4 30-40 25 lb boxes.....2 1/2 cent less in 50 lb cases Raisins. London Layers 3 Crown.....1.40 Cluster 4 Crown.....2.00 Loose Muscatels 2 Crown.....5 Loose Muscatels 3 Crown.....6 Loose Muscatels 4 Crown.....7 L. M. Seeded, choice.....8 L. M. Seeded, fancy.....9 1/2 FOREIGN. Citron.....12 Corsican.....13 Currents. Patras bbls.....5 1/4 Vostizzas 50 lb cases.....6 Cleaned, bulk.....7 Cleaned, packages.....7 1/4 Peel. Citron American 10 lb bx.....12 1/2 Lemon American 10 lb bx.....12 1/2 Orange American 10 lb bx.....12 1/2 Raisins. Ondura 25 lb boxes.....2 Sultana 1 Crown.....2 Sultana 2 Crown.....2 Sultana 3 Crown.....2 Sultana 4 Crown.....2 Sultana 5 Crown.....2 Sultana 6 Crown.....2 Sultana package.....2 FARINACEOUS GOODS. Farina. 24 lb. packages.....1.50 Bulk, per 100 lbs.....3.50 Grits. Walsh-DeRoo Co.'s Brand.  24 lb. packages.....1.80 100 lb. kegs.....2.70 200 lb. barrels.....5.10 Hominy. Barrels.....2.50 Flake, 50 lb. drums.....1.00 Beans. Dried Lima.....3 1/4 Medium Hand Picked.....1.10 Maccaroni and Vermicelli. Domestic, 10 lb. box.....60 Imported, 25 lb. box.....2.50 Pearl Barley. Common.....2.25 Chester.....2.50 Empire.....3.00 Peas. Green, Wisconsin, bu.....1.00 Green, Scotch, bu.....1.10 Split, bu.....2.50 Rolls Oats. Rolled Avena, bbl.....4.00 Monarch, bbl.....3.40 Monarch, 90 lb sacks.....1.65 Quaker, cases.....3.20 Huron, cases.....1.75 Sago. German.....4 East India.....3 1/4 Tapoca. Flake.....3 1/4 Pearl.....3 1/4 Anchor, 40 lb. pkgs.....5 Wheat. Cracked, bulk.....3 1/4 24 lb packages.....2.50	Salt Fish. Cod. Georges cured.....4 Georges genuine.....5 1/4 Georges selected.....6 Strips or bricks.....9 Herring. Holland white hoops, bbl.....6.00 Holland white hoop 1/2 bbl.....4.50 Holland, 1/4 bbl.....2.60 Holland white hoop, keg.....65 Holland white hoop mchs.....75 Norwegian.....2 75 Round 100 lbs.....1.30 Round 40 lbs.....1.14 Scaled.....14 Flackerel. 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.....8.50 No. 2 40 lbs.....3.70 No. 2 10 lbs.....1.00 No. 2 8 lbs......83 Trout. No. 1 100 lbs.....5.25 No. 1 40 lbs.....2.40 No. 1 10 lbs......68 No. 1 8 lbs......57 Whitefish. No. 1.....6.75 No. 2.....7.75 100 lbs.....6.75 40 lbs.....3.00 10 lbs......83 8 lbs......69 FLAVORING EXTRACTS.  Jennings'. D. C. Vanilla.....2.00 2 oz.....1.20 3 oz.....1.50 4 oz.....2.00 6 oz.....3.00 No. 8.....4.00 No. 10.....6.00 No. 2 T. 1.....25 No. 3 T. 2.....25 No. 4 T. 2.....40 D. C. Lemon.....2.00 2 oz.....1.20 3 oz.....1.50 4 oz.....2.00 6 oz.....3.00 No. 8.....4.00 No. 10.....6.00 No. 2 T. 1.....25 No. 3 T. 2.....25 No. 4 T. 2.....40 Pure Brand. 2 oz. Taper Panel.....1.20 2 oz. Oval.....1.20 3 oz. Taper Panel.....1.35 4 oz. Taper Panel.....1.60 Souders'. Oval bottle, with corkscrew. Best in the world for the money.  Regular Grade Lemon. 2 oz.....1.20 4 oz.....2.40 Regular Vanilla. 2 oz.....1.20 4 oz.....2.40 XX Grade Lemon. 2 oz.....1.50 4 oz.....3.00 XX Grade Vanilla. 2 oz.....1.75 4 oz.....3.50 HERBS. Sage.....15 Hope.....15 INDIGO. Madras, 5 lb boxes.....55 S. F., 2, 3 and 5 lb boxes.....50	GUNPOWDER. Rifle—Dupont's. Kegs.....4.00 Half Kegs.....2.25 Quarter Kegs.....1.35 1 lb. cans.....30 1/2 lb. cans.....18 Choke Bore—Dupont's. Kegs.....4.25 Half Kegs.....2.40 Quarter Kegs.....1.35 1 lb. cans.....34 Eagle Duck—Dupont's. Kegs.....8.00 Half Kegs.....4.25 Quarter Kegs.....2.25 1 lb. cans.....45 JELLY. 15 lb pails.....35 30 lb pails.....65 LYE. Condensed, 2 doz.....1.20 Condensed, 4 doz.....2.25 LICORICE. Pure.....80 Calabria.....25 Sicily.....14 Root.....10 MINCE MEAT. Ideal, 3 doz. in case.....2.25 HATCHES. Diamond Match Co.'s brands. No. 9 sulphur.....1.05 Anchor Parlor.....1.70 No. 2 Home.....1.10 Export Parlor.....4.00 MOLASSES. New Orleans. Black.....11 Fair.....14 Good.....20 Fancy.....24 Open Kettle.....25 Half-barrels 2c extra. MUSTARD. Horse Radish, 1 doz.....1.75 Horse Radish, 2 doz.....3.50 Bayle's Celery, 1 doz.....1.75 PIPES. Clay, No. 216.....1.70 Clay, T. D. full count.....65 Cob, No. 3.....85 POTASH. 48 cans in case.....4.00 Babbitt's.....3.00 Penna Salt Co.'s.....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.....6 1/4 Carolina No. 1.....4 1/2 Carolina No. 2.....3 1/4 Broken.....3 Imported. Japan, No. 1.....5 1/4 Japan, No. 2.....4 1/2 Java, fancy head.....5 1/2 Java, No. 1.....5 Table.....2 SALERATUS. Packed 60 lbs. in box. Church's.....3.80 Deland's.....3.15 Dwight's.....3.80 Taylor's.....3.00 60 lb. case \$3.15 SAL SODA. Granulated, bbls.....75 Granulated, 100 lb cases.....90 Lump, bbls.....75 Lump, 145 lb kegs.....85	SNUFF. Scotch, in bladders.....37 Maccaboy, in jars.....35 French Rappee, in jars.....43 SEEDS. Anise.....9 Canary, Smyrna.....3 1/4 Caraway.....8 Cardamon, Malabar.....60 Celery.....11 Hemp, Russian.....4 Mixed Bird.....4 1/4 Mustard, white.....5 Poppy.....10 Rape.....4 1/4 Cuttle Bone.....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. bulk.....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 lb. linen sacks.....32 56 lb. linen sacks.....60 Bulk in barrels.....2.50 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.....70 Medium Fine.....70 SOAP. JAXON Single box.....2.75 5 box lots delivered.....2.70 10 box lots delivered.....2.65 JAS. S. KIRK & CO.'S BRANDS. American Family, wrp'd.....2.66 Dome.....2.75 Cabinet.....2.90 Savon.....2.50 White Russian.....2.35 White Cloud, laundry.....6.25 White Cloud, toilet.....3.50 Dusky Diamond, 50 6 oz.....2.10 Dusky Diamond, 50 8 oz.....3.00 Blue India, 100 1/2 lb.....3.00 Kirkline.....3.50 Eos.....2.50 SCHULTE SOAP CO.'S BRANDS Clydesdale, 100 cakes, 75 lbs.....2.75 No-Tax, 100 cakes, 62 1-2 lbs.....2.00 Family, 75 cakes, 75 lbs.....2.50 German Mottled, 60 cakes, 60 lbs.....1.75 Cocoa Castile, 18 lbs., cut 1-4 & 1-2.....1.80 Chipped Soap for Laundry. 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.....5 1/4 Kegs, English.....4 1/4
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SPICES.
Whole Sifted.

Allspice	13
Cassia, China in mass	12
Cassia, Batavia in bund.	25
Cassia, Saigon in rolls.	32
Cloves, Amboyna	14
Cloves, Zanzibar	12
Mace, Batavia	55
Nutmegs, fancy	60
Nutmegs, No. 1	50
Nutmegs, No. 2	45
Pepper, Singapore, black	11
Pepper, Singapore, white	12
Pepper, shot	12

Pure Ground in Bulk.

Allspice	15
Cassia, Batavia	30
Cassia, Saigon	40
Cloves, Zanzibar	14
Ginger, African	15
Ginger, Cochinchina	18
Ginger, Jamaica	23
Mace, Batavia	25
Mustard	12@18
Nutmegs	40@60
Pepper, Sing. black	13
Pepper, Sing. white	20
Pepper, Cayenne	20
Sage	15

SYRUPS

Barrels	17
Half bbls	19
1 doz. 1 gallon cans	1 50
1 doz. 1/2 gallon cans	1 75
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	5
40 and 60 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.

Domino	5 56
Cut Loaf	5 81
Crushed	5 81
Powdered	5 41
XXXX Powdered	5 56
Cubes	5 44
Granulated in bbls	5 31
Granulated in bags	5 31
Fine Granulated	5 31
Extra Fine Granulated	5 44
Extra Coarse Granulated	5 44
Mould A	5 56
Diamond Confection A	5 31
Confection Standard A	5 19
No. 1	4 94
No. 2	4 94
No. 3	4 94
No. 4	4 88
No. 5	4 81
No. 6	4 75
No. 7	4 69
No. 8	4 63
No. 9	4 56
No. 10	4 50
No. 11	4 44
No. 12	4 38
No. 13	4 32
No. 14	4 26
No. 15	4 21
No. 16	4 15

TOBACCOS.

Cigars.

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

H. & P. Drug Co.'s brand.	
Quintette	35 00

G. J. Johnson Cigar Co.'s brand.	
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S. C. W.	35 00
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Ruhe Bros. Co.'s Brands.

Double Eagles, 6 sizes	55@70 00
Gen. Maceo, 5 sizes	55@70 00
Mr. Thomas	35 00
Cuban Hand Made	35 00
Crown Five	35 00
Sir William	35 00
Club Five	35 00
Gen. Grant and Lee	35 00
Little Peggy	35 00
Signal Five	35 00
Knights of Pythias	35 00
Key West Perfects, 2 sz	55@60 00

TABLE SAUCES.

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

VINEGAR.

Malt White Wine, 40 grain	7
Malt White Wine, 80 grain	10
Pure Cider, Red Star	12
Pure Cider, Robinson	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:	

Butter.

Seymour XXX	5 1/2
Seymour XXX, 3 lb. carton	5 1/2
Salts XXX	5 1/2
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	5 1/2
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
Cocoanut Taffy	10
Coffee Cake, Java	10
Coffee Cake, Iced	10
Cracknells	15 1/2
Cubans	11 1/2
Frosted Cream	9
Ginger Gems	8
Ginger Snaps, XXX	7 1/2
Graham Crackers	8
Graham Wafers	10
Grand Ma Cakes	9
Imperial	8
Jumoles, Honey	11 1/2
Marshmallow	15
Marshmallow Creams	16
Marshmallow Walnuts	16
Mich. Frosted Honey	12 1/2
Molasses Cakes	8
Newton	12
Nie Nacs	8
Orange Gems	8
Penny Assorted Cakes	8 1/2
Pretzels, hand made	8
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	9 1/2
W W Michigan	9
Diamond White	8
D. S. Gas	9
Deo. Napha	9
Cylinder	25
Engine	11
Black, winter	8

Candies.

Stick Candy.

Standard	bbls. pails
Standard H. H.	6 1/2 @ 7
Standard Twist	6 @ 7
Cut Loaf	8 @ 8
Junbo, 32 lb	6 1/2 @ 8
Extra H. H.	8 1/2 @ 8 1/2
Boston Cream	10 @ 10

Mixed Candy.

Grocers	2 @ 6
Competition	2 @ 6 1/2
Standard	2 @ 7
Conserve	2 @ 7 1/2
Royal	2 @ 7 1/2
Ribbon	2 @ 7 1/2
Broken	2 @ 8 1/2
Cut Loaf	2 @ 8
English Rock	2 @ 8 1/2
Kindergarten	2 @ 8 1/2
French Cream	2 @ 9
Dandy Pan	2 @ 10
Valley Cream	2 @ 13

Fancy—in Bulk.

Lozenges, plain	2 @ 8 1/2
Lozenges, printed	2 @ 8 1/2
Choc. Drops	2 @ 10 1/2
Choc. Monumentals	2 @ 12
Gum Drops	2 @ 5
Moss Drops	2 @ 8
Sou Drops	2 @ 9
Imperial	2 @ 9

Fancy—in 5 lb. Boxes.

Lemon Drops	2 @ 50
Sour Drops	2 @ 50
Peppermint Drops	2 @ 50
Chocolate Drops	2 @ 50
H. M. Choc. Drops	2 @ 50
Gum Drops	2 @ 50
Licorice Drops	2 @ 50
A. B. Licorice Drops	2 @ 50
Lozenges, plain	2 @ 50
Lozenges, printed	2 @ 50
Imperial	2 @ 50
Molasses	2 @ 50
Cream Bar	2 @ 50
Molasses Bar	2 @ 50
Hand Made Creams	80 @ 90
Plain Creams	60 @ 90
Decorated Creams	2 @ 90
String Rock	2 @ 90
Burnt Almonds	1 25 @ 90
Wintergreen Berries	2 @ 90

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.

Louisianans	2 @ 25
Mexicans Florida	2 @ 50
style box	2 @ 50

Lemons.

Strictly choice 300s.	2 @ 40
Strictly choice 300s.	2 @ 25
Fancy 300s	2 @ 50
Ex. Fancy 300s.	2 @ 50
Ex. Fancy 300s.	2 @ 50

Bananas.

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

Foreign Dried Fruits.

Figs.	
Californians Fancy	2 @ 16
Choice, 10 lb boxes	2 @ 15
Extra choice, 10 lb boxes	2 @ 18
Fancy, 12 lb boxes	2 @ 20
Imperial Mikados, 18 lb boxes	2 @
Pulled, 6 lb boxes	2 @
Naturals, in bags	2 @ 7
Dates.	
Fards in 10 lb boxes	2 @ 9
Fards in 60 lb cases	2 @ 6
Persians, G. M.'s	2 @ 5 1/2
1 lb cases, new	2 @ 6
Sairs, 60 lb cases	2 @ 5

Nuts.

Almonds, Tarragona	2 @ 15
Almonds, Ivaca	2 @ 14
Almonds, California, soft shelled	2 @ 15
Brazils new	2 @ 8 1/2
Filberts	2 @ 11
Walnuts, Naples	2 @ 13
Walnuts, Calif No. 1	2 @ 12
Walnuts, soft shelled	2 @
Calif	2 @ 12
Table Nuts, fancy	2 @ 11
Table Nuts, choice	2 @ 10
Pecans, Med.	2 @ 7 1/2
Pecans, Ex. Large	2 @ 10
Pecans, Jumbos	2 @ 12
Hickory Nuts per bu.	2 @
Ohio, new	2 @ 1 60
Cocoanuts, full sacks	2 @ 4 0
Chestnuts per bu.	2 @ 4 50

Peanuts.

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

Grains and Feedstuffs

Wheat.

Wheat.	64
Winter Wheat Flour.	
Local Brands.	

Patents	4 25
Second Patent	3 75
Straight	3 50
Clear	3 25
Graham	3 30
Buckwheat	4 00
Rye	3 00
Subject to usual cash discount.	
Flour in bbls., 25c per bbl. additional.	
Ball-Barnhart-Putman's Brand	
Diamond, 1/4s	3 75
Diamond, 1/2s	3 75
Diamond, 3/4s	3 75
Worden Grocer Co.'s Brand.	
Quaker, 1/4s	3 45
Quaker, 1/2s	3 45
Quaker, 3/4s	3 45

Spring Wheat Flour.

Clark-Jewell-Well's Co.'s Brand.	
Pillsbury's Best 1/4s	4 40
Pillsbury's Best 1/2s	4 30
Pillsbury's Best 3/4s	4 20
Pillsbury's Best 1/4s paper	4 20
Pillsbury's Best 1/2s paper	4 20
Pillsbury's Best 3/4s paper	4 20
Ball-Barnhart-Putman's Brand.	



Duluth Imperial, 1/4s	4 40
Duluth Imperial, 1/2s	4 20
Duluth Imperial, 3/4s	4 20
Lemon & Wheeler Co.'s Brand.	
Gold Medal 1/4s	4 25
Gold Medal 1/2s	4 15
Gold Medal 3/4s	4 05
Parlisan, 1/4s	4 25
Parlisan, 1/2s	4 5
Parlisan, 3/4s	4 05

Oliney & Judson's Brand.

Ceresota, 1/4s	4 40
Ceresota, 1/2s	4 30
Ceresota, 3/4s	4 20
Worden Grocer Co.'s Brand.	
Laurel, 1/4s	4 30
Laurel, 1/2s	4 2
Laurel, 3/4s	4 10

Meal.

Bolted	1 90
Granulated	2 10

Feed and Millstuffs.

St. Car Feed, screened	1 50
No. 1 Corn and Oats	14 50
Unbolted Corn Meal	14 00
Winter Wheat Bran	13 00
Screenings	13 00

Corn.

Old corn, car lots	37
New corn, car lots	34
Less than car lots	36

Oats.

Car lots	39
Carlots, clipped	31 1/2
Less than car lots	35

Hay.

No. 1 Timothy carlots	8 50
No. 1 Timothy ton lots	10 00

Fish and Oysters

Fresh Fish.

Per lb.	
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Whitefish	2 @
Trout	2 @
Black Bass	8 @
Halibut	2 @ 18
Ciscoes or Herring	2 @ 4
Bluefish	2 @ 10
Live Lobster	2 @ 17
Boiled Lobster	2 @ 18
Cod	2 @ 10
Haddock	2 @ 8
No. 1 Pickerel	2 @ 9
Perch	2 @ 8 1/2
Smoked White	2 @ 8
Red Snapper	2 @ 8
Col River Salmon	2 @ 12
Mackerel	2 @ 18

Oysters in Cans.

F. H. Counts	2 @ 35
F. J. D. Selects	2 @ 27
Selects	2 @ 21
F. J. D. Standards	2 @ 18
Standards	2 @ 16
Favorites	2 @ 14

Bulk.

Counts	1 75
X Selects	1 60
Self-cts.	1 20
Anchor Standards	1 10
Standards	1 00
Clams	1 25

Shell Goods.

MARIE'S HAPPY DAY.

How She and Her Guests Spent Thanksgiving.

Written for the TRADESMAN.

It was Thanksgiving Eve and nearly closing time for the stores. Nowhere were the lights brighter or the windows more gorgeous than at the florists, Fox & Hunt's. Business for them had boomed all day and even now chance customers, allured by the fascinating windows, found their way in to buy a few posies for the morrow. The two clerks seemed to be tired out, for, although they tried to stand up straight, they leaned unconsciously toward the nearest resting place.

One of them was a blonde and bore unmistakable traces of foreign blood in her veins. She had blue eyes, a clear-cut forehead, straight nose, firm mouth, square chin, cheeks with a delicate May bloom and curly hair which would not keep in its proper place. She was not exactly awkward, still she did not seem at her ease, and her dress, although warm, was illy cut and badly made. On the other hand, her fellow-worker was dark, and if her features were not quite regular, her sparkling eyes and vivacious manners attracted many customers to her.

There was a lull in business and the store was unusually still, when Celia Clark began to speak to her peach-cheeked companion:

"This is your first Thanksgiving away from home, isn't it? You have seemed in the dumps all day. I saw 'the boss' eying you closely several times—you had better put on a stiff upper lip or he'll be discharging you before you know it. I suppose it must be sort o' hard to be away from home at Thanksgiving. People always seem to look happy at this time and have money to waste on all sorts of good things. Laws! it doesn't make any difference to me. Adopted myself when I was thirteen, and can't remember Thanksgivings before then.—There comes a dude. You stand back and see me wait on him. Men will say sweet things to flower girls—if they have a chance. You must learn not to blush, drop your eyes and stammer as though you thought them in earnest. I give them as good as they send and they soon get over their tomfoolery.—Was it violets or roses you were looking for, sir?"

Marie Peterson did attempt to watch; but she might as well have been blind. She was thinking, "She seems so happy, and yet she has never had a Thanksgiving. We have always thought ourselves poor, but Thanksgiving has been always such a happy time with us. Of course I can't help feeling sad this year, for Father is gone and I am here; but there will be an extra dinner, and Mother will make all the children happy however she feels herself. I am even to have turkey and fixin's, and I do not know how much more is in the box that came this afternoon. But how in the world I am to eat those things alone I don't know. I have it, I will invite Miss Clark."

The dude had gone and Marie walked down to the front of the store.

"Miss Clark," she began, "I am going to have a Thanksgiving dinner at my room; Mother has sent it and if you would like to taste some of my home things you come over to-morrow at 12 o'clock and help me eat them."

"You are a brick!" exclaimed Celia delightedly. "I always thought you a good sort of girl, if you are slow in picking up city ways and seem always

to be moving around in a dream. But then, there is my chum. Oh, I couldn't go off and leave her alone. Why, we have stood by each other a whole year!"

"Why don't you ask her to come, too? And you had better bring a few dishes along, for I'm not fixed for comp'ny."

"You better believe she'll come! She's lame and can't get out all winter; but I'll see that she gets to your house for a Thanksgiving dinner."

Marie spent the next morning in getting her room in order. It was small, it was dingy, it was dark. Promptly at 12 her guests arrived. Celia Clark was all animation. Her cheeks were red as the roses she sold to the dudes. Her plaid skirt could be seen a block off, while her red hat had enough birds to stock an aviary. By her side was a young girl whom she introduced as Miss Wheeler. She was a little slip of a thing, and lame. Her face bore unmistakable lines of suffering, but she had gentle and winsome ways and her luminous brown eyes might well be the envy of any belle of the ball. She was settled in the only rocking chair of which the room boasted and was given the photographs to look at while the other two got dinner in shape.

The little stand had to do duty as table and was placed against the bed—there were not chairs enough to go around. No, and there was no tablecloth, and a clean paper folded many times and laid on an empty box had to serve as a platter; but the turkey was done to a turn and looked very grand on his pedestal, vying with the cranberry sauce, celery and mince pie arranged on a wide board which rested on the footboard. The caseknife did not cut the turkey as perfectly as might be, and the diners had to hold their plates on their laps; but their young appetites needed no coaxing, and they had no fear of dyspepsia.

At the end of an hour or so, when they had finished "clearing up," it began to grow dusk outside, so they sat around the tiny stove to crack and eat the nuts. It was the hour and place for confidences, and so these strangers began to know each other better.

Marie was the first to speak. Her visitors had been exclaiming over the good dinner, and then she told them how they used to celebrate at home. Now her Father was dead and there were left six children to be fed and clothed. She was anxious to have the younger children have the advantages of the city schools and amount to something. She was the first to break away from the home ties, but a brother would soon follow her. Her evenings she spent at night-school, where she had taken a commercial course and was in hopes to get a position as assistant book-keeper soon. Then the photographs were looked over by the firelight and they suggested so many stories, and Marie was once more at home with her family, when suddenly Celia put her hands to her face and burst out crying.

"Don't mind me, girls," she sobbed behind her wet fingers; "I haven't had a home in so long it sort o' broke me up to hear about the children and their pranks. You don't know what a good father I had. He used to put me to bed every night and when I was naughty he was so gentle and patient with me. But he died when I was only 10. My Mother never seemed to think of anything but dress and having a good time, and after my father was gone she was gayer than ever. There were always so many strange men at our house and they kissed

SNOW SHOVELS



Both Wood and Steel. Write for prices.

FOSTER, STEVENS & CO., GRAND RAPIDS.

CLARK-RUTKA-JEWELL CO.

38 AND 40 S. IONIA ST.
OPPOSITE UNION DEPOT

GRAND RAPIDS, MICHIGAN.

FULL LINE OF

KRAUT AND SLAW CUTTERS
MEAT CHOPPERS
BARN DOOR HANGERS
BAR IRON
SHELF AND HEAVY HARDWARE
COMMON WIRE AND
CEMENT-COATED NAILS.

Strictly wholesale. Orders filled promptly at bottom ruling prices. Mail orders solicited.

WILLIAM REID

Importer and Jobber of

POLISHED PLATE
WINDOW
ORNAMENTAL

GLASS

PAINT

OIL, WHITE LEAD,
VARNISHES
BRUSHES

GRAND RAPIDS, MICH.

We have the largest and most complete stock of Glass and Paint Goods in Western Michigan. Estimates furnished. All orders filled promptly. Distributing agents for Michigan of Harrison Bros. & Co.'s Oil Colors, Dry Colors, Mixed Paints, Etc.

me and wanted to have me call them 'Papa.' I didn't like them and was glad when Mother would send me to bed. One day a new gentleman came and Mother said he was going to stay. He did not ask me to call him 'Papa,' and he was very cold and cross to me. One day, without telling me where they were going, they went off together, and I never saw them again. A policeman came and found me alone. The furniture was sold to pay the grocery and meat bills. I was put in as cash girl at Swanson's, and I have taken care of myself ever since."

And then the gentle Louise told her story: Her Mother had died when she was a little child. Her Father took to drink and in a fit of anger one day he kicked her downstairs. Her leg was broken and was not properly set and she was a long time sick at the Children's Hospital. When she was able to get up she could not stand alone, and she had used a crutch ever since. She was kept at the Children's Hospital as long as allowed. There she learned plain sewing and embroidery, and when she was left to earn her living many kind ladies who had become interested in her at the Hospital came to her and kept her in work. She was quite happy now. She did not suffer much pain any more. Of course, she was alone all day; but then, she had the bird and the plants, and when Celia came home in the evening she told her all the news and all the funny things. Sometimes the minister and his wife came to see her, and every summer she had two weeks in the country. Celia had hard times and had to fight for her rights sometimes, but everybody had been so kind to her—because she was lame she supposed.

But it was now getting late and time for the guests to go to their own poor little place they called home.

Marie sat down and had a good cry. "To think of my being unhappy and discontented because I could not be at home to-day! Why, I have Mother and the children still, and so many happy days to look back to, and so many good times coming when Tim and I can bring the family here. Why, I never knew what Thanksgiving meant before!"

ZAIDA E. UDELL.

How Lamps Can Be Handled Advantageously.

Do not neglect to realize all the possibilities for profit which exist in the stock of lamps, if they are properly selected and pushed in making sales. The designs and prices vary so much that any and all classes of trade may readily be satisfied, however capricious or fastidious they may be. Lamps wear out as well as everything else, or they may get broken; in either case they frequently have to be replaced or purchased in order to increase the lighting facilities which may have been inadequate heretofore. In catering to an extensive or varied trade, all the styles should be kept in stock from the small night lamp to the gorgeously decorated parlor lamp. The proverbial thing of beauty which is such a promoter of joy can be most easily realized in this particular line of goods. Many lamps are truly works of art whose charms do not pall upon one even after continued contemplation. A window display ought to be made exhibiting the superior qualities of the new stock, which should be complete by this time. Specialized windows, as a display of one kind is called, have their advantages and are

frequently advocated, but as a rule the mixed or stocky window which is not too heterogeneous finds greater favor and attracts more attention. It would be advisable under such circumstances to have one particular line form the chief object of interest and introduce allied and congruous lines to set off the other. For example, the paraphernalia of a grate could occupy the center of the window. The brass fire set, fender and fancy coal vase could be disposed naturally about it. At the side there should be a brass stand or fancy metal jardiniere holding an attractive lamp; another kind of the latter ought to be suspended from the ceiling, and, where preferred, several of these might be hung at intervals from books. On shelves at the sides might be placed some night lamps in different designs. In conjunction with these a piano lamp or two ought to be placed on the other side opposite from the banquet lamp on the stand. A black iron umbrella stand would look well in such a display. It would fill out a corner as well as bring itself into prominence. Some bright draperies should be artistically arranged so as to soften the angularities of the square window. Above all, do not crowd the goods up together, but allow plenty of room for them to be seen, thus bringing the dominating articles into prominence. The price mark should also be attached.

When a Hobby Contributes to Success.

From the Stoves and Hardware Reporter.

A good many men have hobbies—some particular subjects in which they take a greater interest than in others—but very few men make their occupations their hobby. The latter is generally some insignificant, irrelevant matter which benefits no one, not even themselves. They spend the greater part of their time and thought upon it, either neglecting their business or delegating it to some one else to do, apparently not caring whether it is well and properly done, just so they are left free to follow their own pursuits, which are usually the riding of a hobby. Finally, the hobby grows to be the first thought and the business the second; consequently the occupation becomes only a means of earning a livelihood, a mechanical operation by which so many dollars and cents can be ground out. Half the time the hobby riders will even go so far as to think badly of the business in which they are engaged. They only feel enthusiasm and interest when their pet desires are being gratified.

Now if half the pleasure and delight which are felt for the hobby were expended on the business, what a metamorphosis would take place in it? Every means would be employed to improve it. A keen zest and zeal would be felt in it which would advance it materially. Instead of regarding it as a thing to be endured on sufferance, it would be the chief thought in his mind. The trouble is too frequently that the thing which a man makes his hobby is not the one by which he can make his livelihood. The business man errs most egregiously when he allows irrelevant matters to supersede the real, serious business in his mind; but where under particularly auspicious circumstances a man is able to make his business his hobby and to feel an enthusiastic interest in it, he is usually one of the fortunates who sooner or later are bound to attain success.

A cynic is a man who is never happy unless he is unhappy.

Hardware Price Current.

AUGURS AND BITS

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

AXES

First Quality, S. B. Bronze..... 5 00
First Quality, D. B. Bronze..... 9 50
First Quality, S. B. Steel..... 5 50
First Quality, D. B. Steel..... 10 50

BARROWS

Railroad..... \$12 00 14 00
Garden..... net 30 00

BOLTS

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

BUCKETS

Well, plain..... \$ 3 25

BUTTS, CAST

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

BLOCKS

Ordinary Tackle..... 70

CROW BARS

Cast Steel..... per lb 4

CAPS

Ely's 1-10..... per m 65
Hick's C. F..... per m 55
G. D..... per m 35
Musket..... per m 60

CARTRIDGES

Rim Fire..... 50&5
Central Fire..... 25&5

CHISELS

Socket Firmer..... 80
Socket Framing..... 80
Socket Corner..... 80
Socket Slicks..... 80

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 30
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
Heiler's Horse Rasps..... 60&10

GALVANIZED IRON

Nos. 16 to 20; 22 and 24; 25 and 26; 27..... 28
List 12 13 14 15 16..... 17
Discount, 75 to 75-10

GAUGES

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

KNOBBS—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

NAILS

Advance over base, on both Steel and Wire.
Steel nails, base..... 1 55
Wire nails, base..... 1 60
20 to 60 advance..... Base
10 to 16 advance..... 05
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 1/2 advance..... 85

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

PLANES

Ohio Tool Co.'s, fancy..... @50
Sciota Bench..... 60
Sandusky Tool Co.'s, fancy..... @50
Bench, first quality..... @50
Stanley Rule and Level Co.'s wood..... 60

PANS

Fry, Acme..... 60&10&10
Common, polished..... 70&5

RIVETS

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

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 1/4c per pound extra.

HAMMERS

Maydole & Co.'s, new list..... dis 33 1/2
Kip's..... dis 25
Yerkes & Plumb's..... dis 10&10
Mason's Solid Cast Steel..... 30c list 70
Blacksmith's Solid Cast Steel Band 9th 11s: 40&10

HOUSE FURNISHING GOODS

Stamped Tin Ware..... new list 75&10
Japanned Tin Ware..... 20&10
Granite Iron Ware..... new list 40&10

HOLLOW WARE

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

HINGES

Gate, Clark's, 1, 2, 3..... dis 60&10
State..... per doz. net 2 50

WIRE GOODS

Bright..... 80
Screw Eyes..... 30
Hook's..... 80
Gate Hooks and Eyes..... 80

LEVELS

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

ROPES

Sisal, 1/4 inch and larger..... 9 1/2
Manilla..... 11

SQUARES

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

SHEET IRON

com. smooth. com.
Nos. 10 to 14..... \$2 70 \$2 40
Nos. 15 to 17..... 2 70 2 40
Nos. 18 to 21..... 2 80 2 45
Nos. 22 to 24..... 3 00 2 55
Nos. 25 to 28..... 3 10 2 65
No. 27..... 3 20 2 75
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
Oneida Community, Newhouse's..... 50
Oneida Community, Hawley & Norton's 70&10
Mouse, choker..... per doz 15
Mouse, delusion..... per doz 1 25

WIRE

Bright Market..... 75
Annealed Market..... 75
Coppered Market..... 70&10
Tinned Market..... 62 1/2
Coppered Spring Steel..... 50
Barbed Fence, galvanized..... 2 06
Barbed Fence, painted..... 1 75

HORSE NAILS

Au Sable..... dis 40&10
Putnam..... dis 5
Northwestern..... dis 10&10

WRENCHES

Baxter's Adjustable, nicked..... 30
Coe's Genuine..... 50
Coe's Patent Agricultural, wrought..... 80
Coe's Patent, malleable..... 80

MISCELLANEOUS

Bird Cages..... 50
Pumps, Cistern..... 80
Screws, New List..... 85
Casters, Bed and Plate..... 50&10&10
Dampers, American..... 50

METALS—Zinc

600 pound casks..... 7 1/2
Per pound..... 7 1/2

SOLDER

1/2@1/4..... 12 1/2
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..... \$ 5 75
14x20 IC, Charcoal..... 5 50
20x14 IX, Charcoal..... 7 00
Each additional X on this grade, \$1.25.

TIN—Allaway Grade

10x14 IC, Charcoal..... 4 50
14x20 IC, Charcoal..... 4 50
10x14 IX, Charcoal..... 5 50
14x20 IX, Charcoal..... 5 50
Each additional X on this grade, \$1.50.

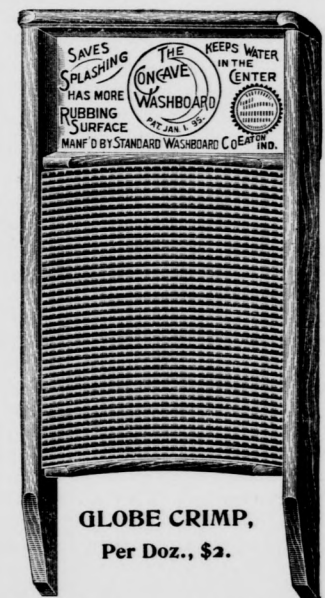
ROOFING PLATES

14x20 IC, Charcoal, Dean..... 4 50
14x20 IX, Charcoal, Dean..... 5 50
14x20 IC, Charcoal, Allaway Grade..... 4 00
14x20 IX, Charcoal, Allaway Grade..... 5 00
20x28 IC, Charcoal, Allaway Grade..... 8 00
20x28 IX, Charcoal, Allaway Grade..... 10 00

BOILER SIZE TIN PLATE

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

The "Concave" Washboard



SAVES THE WASH.
SAVES THE WASHER.

Desirability of Keeping Household Accounts.

Accounts in every household should be regularly kept, not an omission of the smallest article being permitted. They should be balanced at least every month; at the end of every week is better, says a correspondent. Some methodical women fix on stated sums to be appropriated for different purposes—household, clothes, education of children and pin money, for this last sum is necessary to cover the many little incidentals, like car fare, the purchase of a magazine, charity contributions or club dues. Whatever the appropriation it is never exceeded. Want of arrangement means loss of time, which can never be regained. Order and punctuality are great economists of time, and cannot be too highly estimated. I can not give unvarying rules, as circumstances deal largely with every woman's life, and the size of one's income is an important factor. But I can give general rules which will be of advantage to all:

It is very necessary for the mistress of a household to be informed of the prices and goodness of all articles in common use, and of the best places and times to purchase. She should know the comparative prices of provisions, that she may be able to substitute those that are most reasonable when they will answer as well as more costly ones. This applies to cases of small families which are often encumbered with unnecessary pieces of meat under the impression that it is cheaper to buy that way. Now, there is no cheapness when the family wearies of that kind of meat long before it is consumed, is there? A smaller portion at a higher price would be better because when it ceased to be appreciated it became waste.

I do not intend this little talk to be taken by housekeepers alone, but by women wherever they may be. The unmarried woman who earns every dollar which keeps her body and soul in proper condition has just as much to do with the keeping of accounts as the married sister. I would not believe that until three years ago, when I was persuaded to try it for six months. It was distasteful at first, this jotting down every little 5 cents I spent for thread, but I did it because I promised to make a faithful trial of the plan. In much less time than the allotted six months I became devoted to my account book and I must confess that it has been instrumental in keeping my expenditures down to proper limits. It has been of other value to me, for it enabled me to gauge the price of articles by what I had paid in the past. I know almost to a dollar what it costs to support me for a year at my present rate of living, and just where I could cut down my expenses if I found such a course necessary.

Another bit of advice I have to offer: Take a receipt or a written paper of some kind to show that money has been spent every time you make a purchase. The splendid systems of our big stores provide such a paper with each purchase, but there are many other places where careless women get nothing for the money they pay. They settle household bills and pay room rent without taking a receipt and by great good luck have no trouble. Occasionally a case comes up where a receipt would save them lots of trouble and money and then they become more careful. And again, keep those receipts until the law says that the bills could not be collected by

dishonest or careless persons. They can be put away in big envelopes, marked with the proper year, and will really take up but little room. If an occasion came up when one of those bits of paper was needed to prove one's honesty all the trouble of keeping the lot would be more than made up to you. Such occasions are more common than you may think. J. JARBEAU.

The Produce Market.

Apples—Dealers hold No. 1 fruit at \$2.50@3 and No. 2 at \$2@2.50. All offerings are picked up promptly, on account of the strong shipping and consumptive demand.

Beets—25c per bu.
Butter—Dairy is about the same, choice grades commanding 17@18c. Factory creamery is in ample supply at 20c.

Cabbage—\$3 per 100 heads for home grown.

Carrots—20c per bu.

Cauliflower—\$1 per doz.

Celery—12@15c per doz. bunches for White Plum.

Cranberries—Cape Cods, \$7.50 per bbl.; Wisconsin Bell and Cherry, \$7; Jerseys, \$6.50.

Cucumbers—75c@\$1 for hot house stock.

Eggs—Strictly fresh fetch 18@20c. Cold storage and pickled command 16@17c.

Grapes—Concords and Niagaras easily fetch 15c per 8 lb. basket. The supply is so small that grapes are practically out of market.

Honey—9c for buckwheat and 11c for white clover stock.

Lettuce—15@16c per lb.

Nuts—Hickory, \$1.50@2.50, according to size. Walnuts and Butternuts, 60c per bu.

Onions—Spanish are in only fair demand at \$1.25 per crate. Dealers pay 25c for White and Red Globe stock and 20@22c for yellow Danvers and Red Weatherfields.

Parsley—25@30c per doz.

Parsnips—80c per bu.

Pears—Keefers are still coming in on the basis of \$1 per bu.

Pop Corn—50c per bu.

Potatoes—The market is quiet and weak, but the blizzard in the Northwest is expected to help the Michigan market, because Michigan growers and dealers can handle the staple where Wisconsin and Minnesota dealers can not.

Squash—½c per lb. for Hubbard.

Sweet Potatoes—Virginias are steady at \$1.50 per bbl. Jerseys are firm at \$2.50.

Turnips—25c per bu.

Bound to Beat the Collector.

"Yes," said the business man, "I have given up trying to collect that little bill from Bilkins. You see he is a pretty big, husky fellow, and he used to throw my collectors out."

"Then why didn't you employ a woman collector? He couldn't do that to a woman."

"That's what I thought, so I got one and sent her round, but she never came back."

"Why not?"

"He married her."

The Difference.

A youth who much desired to wear the matrimonial yoke had not sufficient courage to "pop the question." On informing his father of the difficulty he labored under, the old gentleman passionately replied: "Why, you great booby, how do you suppose I managed when I got married?"

"Oh, yes," said the bashful lover, "you married mother, but I've got to marry a strange girl."

Anything For An Excuse.

Robin—I always kiss my wife when I leave the house in the morning.

Dobbin—I've heard that some men will do almost anything as an excuse to get away from home.

Eternally Revamped.

"Things ain't like they used to be, Grigsby. We don't get the tobacco we used to have, nor the wine, nor the music—"

"No, Buchmaster; we don't. Fact is, the only things that haven't changed are the jokes in the papers. They're the same old things they always was."

WANTS COLUMN.

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

BUSINESS CHANCES.

FOR SALE—SMALL STOCK OF DRY GOODS—staple and desirable goods. Will sell cheap for cash or trade for men's furnishings, men's shoes or clothing. For particulars address C. Lightstone, Ot ego, Mich. 773

AGENTS WANTED FOR OUR "DEWEY" slot machine, just out; retail for \$1.00 each; double the trade for ca. and cigar stores; no gambling device; agents can make big money. Address Jonas N. Bell & Co., Manufacturers, 141 So. Clinton St., Chicago. 772

TO EXCHANGE—FARM FOR CITY PROPERTY: 80 acres, part improved. Adapted to general farming and peach raising. J. H. McKee & Son, Houseman Block, Grand Rapids. 770

O. W. ELLARS, SALESMAN AND AUCTIONEER, now closing out stock at Ivesdale, Ill. If you wish to close out, address him for terms and particulars. 763

TO EXCHANGE—FOUR HOUSES IN CITY. All rented, for general merchandise in good town. Address Lester & Co., 216 Ottawa Street, Grand Rapids, Mich. 765

FOR SALE OR EXCHANGE—HOT SODA apparatus, silver, mammoth, up-to-date, tufts' pattern, \$2.50, \$5 per month, 6 per cent. interest. Also Soda Fountain modern, eighteen syrups, two sodas, four mineral tubes, magnificent cherry top, tufts' pattern, \$1.00, \$10 per month, 6 per cent. Also Fixtures, drug and jewelry: three 8 ft., one 12 ft. wall cases, plate glass; 21 ft. d. ug shelving, half glass; four 8 ft. silent sale-man cases, bev-l-d plate, grand; \$1,000, \$10 per month, 6 per cent. Address 7-6, care Michigan Trade man 766

FOR SALE A MILLINERY AND FANCY goods stock, city of 3,500 inhabitants. Will sell at a great bargain. Address Box 212, St. Johns, Mich. 767

FOR SALE—STOCK DRUGS AND FIXTURES, invoicing \$200, at 50 per cent. discount. Address No. 768, care Michigan Trade-man. 768

WANTED—AGENCIES IN WESTERN MICHIGAN for the Palmer Laundry, of Grand Rapids. High grade work and prompt service. Rates upon application. 769

TO RENT IN MENDON, ST. JOSEPH CO., Mich.—One or two large brick stores in Opera House block, suitable for groceries, boots and shoes or clothing. Write to Levi Cole. 760

WANTED—A COMPETENT BUSINESS MAN to act as financial agent for an established concern. Party must have three thousand dollars (\$3,000) for conditional investment. Remuneration, twelve hundred dollars (\$1200) per year, expenses and a commission. Address Lock Box 753, Kalamazoo, Mich. 759

FOR SALE—GROCERY STOCK IN CENTRAL Michigan, city of 3,000 inhabitants. Will sell at sacrifice. Address No. 745, care Michigan Tradesman. 745

FOR SALE—NEW GENERAL STOCK. GOOD farming and lumbering country around the village. Address 752, care Michigan Tradesman. 752

WANTED—CORRESPONDENCE WITH A party looking for location for a big dry goods or department store. Address John Wheeler, Lima, Ohio. 749

HAVE SMALL GENERAL STOCK, ALSO A stock of musical goods, sewing machines, bicycles, notions, etc., with wagons and teams—an established business. Stock inventories from \$2,000 to \$3,500, as may be desired. Will take free and clear farm in good location of equal value. Address Lock Box 531, Howell, Mich. 739

WANTED—SHOES, CLOTHING, DRY goods. Address R. B., Box 351, Montague, Mich. 699

FOR SALE—CLEAN GENERAL STOCK AND store building in small town surrounded by excellent farming and fruit country less than fifty miles from Grand Rapids. Good reasons for selling. Inspection solicited. Terms reasonable. Address for particulars No. 691, care Michigan Tradesman. 691

FOR SALE—NEW GENERAL STOCK. A splendid farming country. No trades. Address No. 680, care Michigan Tradesman. 680

CENTRALLY LOCATED DRUG STORE, DOING a good business in the city, for sale. Good reasons for selling. Address I. Frankford, Fire Insurance and Real Estate Agent, Phone 1236, 53 West Bridge Street, Grand Rapids. 667

FOR SALE—DRUG, BOOK AND STATIONERY stock, invoicing \$4,500, and fixtures invoicing \$200, which include show cases, shelving and bottles. Daily cash sales in 1891, \$2: '92, \$30; '93, \$31; '94, \$34.65; '95, \$25; '96, \$21.20, and 1897, \$24.13. Located in manufacturing town. No cut prices. Rent reasonable, \$29 per month. Living rooms in connection. Address No. 668, care Michigan Tradesman. 668

BEST LOCATION IN MICHIGAN FOR A cold storage and general produce dealer. Write to the Secretary of the Osego Improvement Association, Osego, Mich. 631

FOR SALE—A HARDWARE STOCK WITH residence; good town; stock invoices \$3,000. Wm Davis, Rockdale Wis. 748

WANTED—16 TO 20 HORSE POWER PORTABLE engine and boiler, with engineer, to furnish power during ice cutting season. Write, stating terms, Consumers' Ice Co., Grand Rapids, Mich. 743

MERCHANTS—DO YOU WISH CASH QUICK for your stock of merchandise, or any part of it? Address John A. Wade, Cadillac, Mich. 628

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

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

COUNTRY PRODUCE

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

WANTED—BUTTER, EGGS AND POULTRY; any quantities. Write me. Orrin J. Stone, Kalamazoo, Mich. 706

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

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

FIREPROOF SAFES

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

MISCELLANEOUS.

WANTED—POSITION IN GENERAL STORE by a man of experience who speaks the German language. Address No. 762, care Michigan Trade man. 762

WANTED—A POSITION AS TRAVELING salesman by energetic man of long business experience. Address No. 764, care Michigan Tradesman. 764

WANTED—A YOUNG MAN OF GOOD ADDRESS to represent unique insurance in State. Good money for right man. Address at once, Knights of America, Kalamazoo, Mich. 742

Old Homestead Mincemeat Co.

Manufacturers of

Old Homestead Mincemeat

and Jobbers of

Pearl Brand Oysters

In Cans or Bulk.

Consignments of Poultry and Game

Solicited.

43 E. Bridge St.

Grand Rapids.

Established 1780.

Walter Baker & Co. LTD.

Dorchester, Mass.

The Oldest and Largest Manufacturers of



PURE, HIGH GRADE COCOAS AND CHOCOLATES

on this Continent.

No Chemicals are used in their manufacture.

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

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

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

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

Walter Baker & Co. Ltd.

Dorchester, Mass.

Travelers' Time Tables.

CHICAGO and West Michigan R'y Sept. 25, 1898.

Chicago.
Lv. G. Rapids..... 7:30am 12:00am *11:45pm
Ar. Chicago..... 2:10pm 9:15pm 7:20am
Lv. Chicago..... 11:45am 6:50am 4:15pm *11:50pm
Ar. G'd Rapids 5:00pm 1:25pm 10:30pm * 6:20am

Traverse City, Charlevoix and Petoskey.
Lv. G'd Rapids..... 7:30am 8:05am 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. Sept. 25, 1898.

Detroit.
Lv. Grand Rapids..... 7:00am 1:35pm 5:35pm
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 Nov. 13, 1898)

Leave. EAST. Arrive.
* 6:45am Sag., Detroit, Buffalo & N Y. + 9:55pm
* 10:10am..... Detroit and East..... + 5:27pm
* 3:20pm..... Saginaw, Detroit & East..... + 12:45pm
* 7:20pm..... Buffalo, N. Y. & Boston..... + 10:15am

WEST
* 10:10am..... Gd. Haven and Int. Pts. * 7:50am
* 12:53pm Gd. Haven and Intermediate. + 8:12pm
* 5:30pm..... Gd. Haven and Milwaukee. 5:27pm
Eastward—No. 16 has Wagner parlor car. No. 22 parlor car. Westward—No. 11 parlor car. No. 17 Wagner parlor car.
*Daily. +Except Sunday.
E. H. HUGHES, A. G. P. & T. A.
BEN. FLETCHER, Trav. Pass. Agt.
C. A. JUSTIN, City Pass. Agent.
97 Monroe St. Morton House.

GRAND Rapids & Indiana Railway Nov. 13, 1898.

Northern Div. Leave Arrive
Trav. City, Petoskey & Mackinaw..... + 7:45am + 5:15pm
Trav. City & Petoskey..... + 2:10pm + 10:45pm
Cadillac accommodation..... + 5:25pm + 10:55am
Petoskey & Mackinaw City..... + 1:00pm + 6:35pm
7:45am and 2:10pm trains have parlor cars;
11:00 pm train has sleeping car.

Southern Div. Leave Arrive
Cincinnati..... + 7:10am + 9:45pm
Ft. Wayne..... + 2:10pm + 1:55pm
Cincinnati..... 7:00pm 6:30am
For Vicksburg and Chicago..... + 11:23 pm 9:11 am
7:10 am train has parlor car to Chicago;
and parlor car to Chicago; 2:10pm train has parlor car to Ft. Wayne; 7:00pm train has sleeping cars to Cincinnati; 11:30pm train has coach and sleeping car to Chicago.

Chicago Trains.
TO CHICAGO.
Lv. Grand Rapids... 7 10am 2 10pm *11 30pm
Ar. Chicago..... 2 0 pm 9 10pm 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; 11:30pm, coach and sleeping car.
Train leaving Chicago 3:02pm has parlor car; 11:32pm, sleeping car.

Muskegon Trains.
GOING WEST.
Lv G'd Rapids... + 7:35am + 1:00pm + 1:40pm
Ar Muskegon... 9:00am 2:10pm 1:05pm
Sunday train leaves Grand Rapids 9:15am; arrives Muskegon 10:35am.

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. & I.) + 11:10pm + 7:45am
Lv. Mackinaw City..... 7:35am 4:20pm
Ar. St. Ignace..... 9:00am 5:20pm
Ar. Sault Ste. Marie..... 12:30pm 9:50pm
Ar. Marquette..... 2:50pm 10:40pm
Ar. Nestoria..... 5:20pm 12:45am
Ar. Duluth..... 8:30am

EAST BOUND.
Lv. Duluth..... + 6:30pm
Ar. Nestoria..... + 11:15am 2:45am
Ar. Marquette..... 1:30pm 4:30am
Lv. Sault Ste. Marie..... 3:30pm
Ar. Mackinaw City..... 8:40pm 11:00am
G. W. HINMAN, Gen. Pass. Agt., Marquette.
E. C. Oviatt, Trav. Pass. Agt., Grand Rapids

MANISTEE & Northeastern Ry. Best route to Manistee.

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

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

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

You should always buy

PERRIGO'S FLAVORING EXTRACTS

because they are
the best.

Manufactured by
L. Perrigo Company
Allegan, Mich.

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
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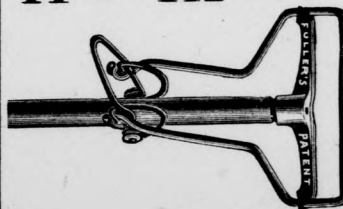
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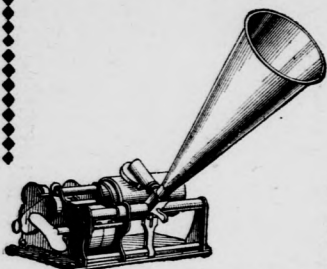
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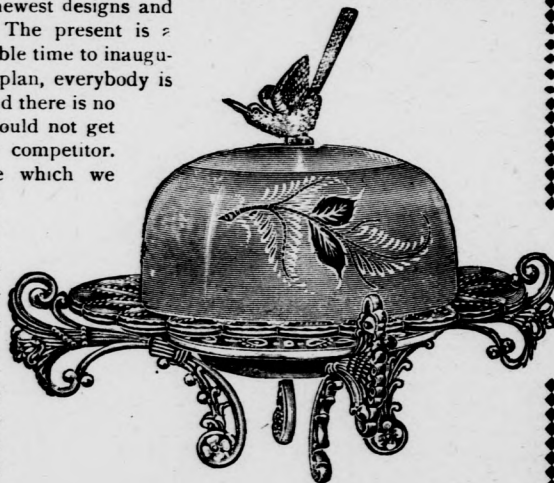
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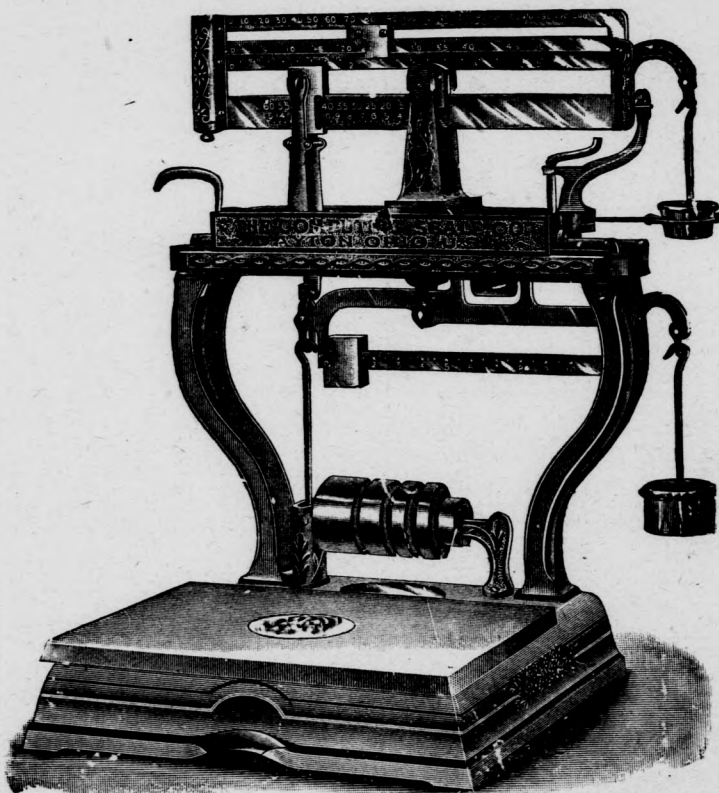
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