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Volume XVI.

GRAND RAPIDS, WEDNESDAY, DECEMBER 14, 1898.

Number 795

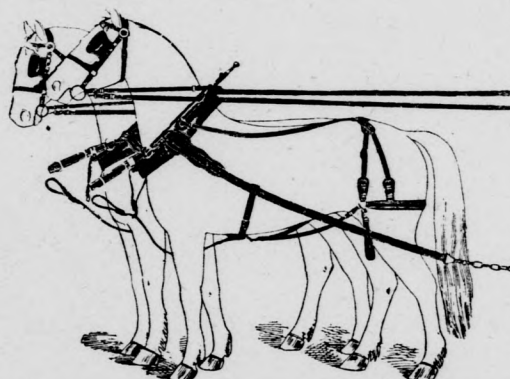
BROWN & SEHLER

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.



NUTS and RAISINS

ALMONDS
BRAZILS
FILBERTS
PECANS
WALNUTS
MIXED

FANCY CLUSTERS
LONDON LAYERS
IMPORTED SULTANAS
ONDARA LAYERS
LOOSE MUSCATELS
SEEDED IN PACKAGES

AND ALL GRADES OF FANCY CANDIES

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

MUSSELMAN GROCER CO.,
GRAND RAPIDS, MICH.

FOR CHRISTMAS

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.

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.

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

Johnson Paper & Supply Co.,

Kalamazoo, Mich.,

Wholesale Dealers in

Wrapping Paper, Stationery, Willow and Wooden Ware,
Snow Shovels, Oyster Pails, Paper Bags, Pine and
Cedar Tubs and Pails.

SPECIAL—Try our \$5.00 Job, assorted 5 and 10 cent Writing Tablets.
Our new assortment of 25 cent Briar Pipes are very attractive; one dozen on
a stand. You will be pleased with them.

Mail orders promptly attended to and satisfaction guaranteed.



Remember the Name When You Buy Again

“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.

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.

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.

JOBBERS 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.



This Is The Time

of the year when merchants present their customers with CALENDARS. Have you any to give to your customers? We are calendar makers and can get you up something new on short notice at a price that is as low as is consistent with first-class work.

TRADESMAN COMPANY,
GRAND RAPIDS.



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.

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Number 795

SPRING LINE 1899 NOW READY

Herringbones and every style pattern in market. Largest line of Clay and Fancy Worsteds Spring Overcoats and Suits, \$3.50 up, all manufactured by

**KOLB & SON
WHOLESALE CLOTHIERS
Rochester, N. Y.**

Write our traveler, Wm. Connor, Box 346, Marshall, Mich., to call, or meet him at Sweet's Hotel, Grand Rapids, Dec. 19-20. Winter Overcoats and Ulsters still on hand.



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.

PREFERRED BANKERS LIFE ASSURANCE COMPANY OF DETROIT, MICHIGAN.

Commenced Business September 1, 1893.

Insurance in force.....	\$2,745,000.00
Net Increase during 1897.....	104,000.00
Net Assets.....	32,738.40
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.....	6.3
Cost per 1,000 at age 30 during 1897.....	\$8.25

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

THE Grand Rapids FIRE INS. CO.

Prompt, Conservative, Safe.
J. W. CHAMPLIN, Pres. W. FRED McBAIN, Sec.

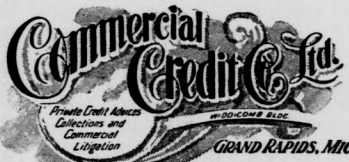
THE MERCANTILE AGENCY

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.



L. J. STEVENSON, MANAGER AND NOTARY,
R. J. CLELAND, ATTORNEY.

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.**

HIGHER STATESMANSHIP.

The new responsibilities devolving upon the Government of the United States by the readjustment of its relations with the government of Spain can be met only by the exercise of the highest order of statesmanship. Hitherto the people of this country have had to consider only familiar and, for the most part, inherited questions of public policy, and, without disparagement to distinguished party leaders, it must be confessed that, at least since the war of secession, those questions have settled themselves. This dark sentence means merely that events have been stronger than men.

The great national parties, now dividing the suffrage of the people of the United States, were not formed to deal with the supremely important questions to which the end of the Spanish war has given birth. Hitherto they have had to deal with strictly domestic questions. There is nothing in their platforms to separate the Republican and Democratic parties in the work of governing, either temporarily or permanently, the new dependencies of the United States. That duty is purely national, and should be approached in the broadest national spirit. Any member of either house of the Federal Congress who takes it up with a feeling that he must watch and work for a chance to make party capital out of the complications and embarrassments that inevitably attend it is unfitted by that very fact to do his fair share of the work which is now laid upon his shoulders.

The whole situation is so entirely novel that the oldest head may well demand time for a careful review of all the conditions which must be taken into consideration. Throughout the whole history of this country the Federal Government has been warring or negotiating with a few small Indian tribes within its own proper domain. It has now to deal with unknown millions who lie three thousand miles beyond its limits. The American people, almost without a single exception, are unfamiliar with the language, the laws, the traditions, the habits, the aspirations, of the inhabitants of the Philippine Islands. To conquer those islands with ships and men is in itself a prodigious military undertaking. It may be that that terrible exigency will not arise. It may be that the freedom-loving people of the United States, devoted to the principle of local self-government, may not have to compel the allegiance of those distant strangers by force of arms. It may be—it is probably true—that the Filipinos are not yet prepared to pass upon the question of their own competency for self-government. It may be that the people of those islands, despite the untoward ambitions of some of their own accustomed leaders, may be brought to recognize this fact. Still, the task before the Government of the United States is one of overwhelming proportions. Take a single item out of many: When Great Britain was called upon to undertake the government of the vast region now known as British India it soon became apparent that that body of

law which had been developed with and by the growth of Anglo-Saxon civilization was not adapted to the demands of Indian civilization. There, too, was an ancient body of laws which had grown with the growth of the people through uncounted centuries. The occidental and the oriental points of view indicated very different conclusions very often in the determination of questions of justice. What was to be done? The colonizing genius of Great Britain was never more signally displayed than in the decision of that question. The British government decided that questions of personal and property right should be settled in India by the immemorial laws of the land, not by the common law and the statutory law of Great Britain. How, if called upon, would England deal with the people of the Philippine Islands in that particular? Would it undertake to impose its own laws upon them? Would it enact a special system of law adapted to their peculiar requirements? Or would it adopt such laws as are already in force in that country?

This question suggests simply one, not the least, of many difficult problems which American statesmanship must now undertake to solve. Only one thing is evident, and that is that an imperative demand has arisen for a higher order of statesmanship than has prevailed in this country under the haphazard regime of partisan rivalry.

Receipts to be used by bank customers in lieu of checks, when drawing money for themselves, are a dismal failure in Wabash, Ind. Last week, after an opinion had been obtained from the Commissioner of Internal Revenue that a depositor might use a non-negotiable receipt in drawing funds for his own use from a bank, and thus save the 2 cent stamp tax, the local banks had huge stocks of blank receipts printed and placed on the desks. It was supposed there would be a popular demand for them by the economically inclined, but the customers, with very few exceptions, decline to use them, explaining that they are not tax-dodgers.

A Christmas entertainment is annually given to nearly 2,000 poor persons in Berlin with the proceeds of the contributions of cigar stubs and tip cuttings by charitable smokers who are considerate enough to save these seemingly worthless scraps. The annual call for the turning in of the accumulation of the past year has just been issued.

Bunches of bananas made of papier mache have been introduced as signs on the wharves of New York, where the depredations of hoodlums are frequent. It is proposed to add wooden peanuts for the benefit of policemen and other friendly samplers of the stock in trade.

A Boston fruit company is making an effort to revive the decayed banana industry in Cuba. It has just purchased a large quantity of the trees in Jamaica, which will be planted in the "new sessions."

GENERAL TRADE SITUATION.

Complete statistics for the month of November prove it to have broken all records for any month in the volume of business transacted, and so far the current month shows a material increase over the preceding. The promise of the greatest retail holiday trade ever known is being realized, and on account of pressure of orders there is less of suspension of operations in the great industries on account of the approaching end of the year, for stock taking, etc., than usual.

The slow but steady increase in the prices of most leading stocks which has been in evidence for a month past is accelerated in the last few days and the amount of trading is so great that it would be considered a boom were prices not so conservative. The reason for the increase in price is sufficiently indicated in the continued favorable earnings of both railways and industrials, and the activity is the greater on account of the pressure of unemployed money for investment. The continued foreign credit is beginning to be felt in making money plenty and the sale of Western products, with the wage payments in the industrial centers and the distribution of profits to shareholders, is keeping it in circulation and increasing the urgency for investment, so that there is abundant reason for the activity in the share market and in investment in other securities.

While the price of wheat has yielded slightly during the week, there is no lessening of activity in movement. Last week's exports exceeded the very heavy outgo of last year and the movement of corn showed a corresponding increase of about 25 per cent. The price of the latter was firmly held.

The cotton situation is more encouraging than for a long time. The price of the raw staple has increased to 5.81 cents and the export movement has increased about 20 per cent. over that for the corresponding time last year. There is also a slight increase in the price of cotton prints, with improved demand. And there is a more hopeful feeling in the woolen goods trade, increased orders leading to greater activity in wool-buying by the mills.

In the iron trade the placing of heavy orders for steel rails, mentioned last week, is naturally followed by heavy sales of Bessemer pig, Pittsburg works taking 150,000 tons. Orders for other forms of the metal have been unexpectedly heavy and the outlook for an indefinite extension of the period of activity is greatly improved.

The volume of payments through the principal clearing houses last week was 22 4 per cent. larger than last year and 14 8 per cent. larger than in 1892. For December thus far the daily average has been 18.4 per cent. larger than last year and 14 5 per cent. larger than in 1892. Such a strong and continued increase can in no way be explained as a result of mere speculative activity, nor is it sufficiently explained by the rush of business in one or two branches of industry. It shows a widespread and general expansion, decidedly beyond the largest volume of business ever attained in the most prosperous of past years.

Dry Goods

The Dry Goods Market.

Staple Cottons—The average advance upon both heavy and light brown sheetings, shirtings and drills since the inauguration of the upward movement has been $\frac{1}{4}$ c; some lines are up $\frac{3}{8}$ c and some 3-16c. A further advance can not fail to follow a further active demand. The duck market is fully 5 per cent. firmer than it was two weeks ago, both upon ounce and heavier goods. Large Government orders have greatly helped the position of these goods. There has been a fair movement of bleached goods during the week, but it has not been sufficiently large to absorb stocks of such medium-grade goods as are selling between 4@5c, and until an advance is made upon these other goods will be neglected. Fine and low-grade goods are firm at advances of 2 $\frac{1}{2}$ @4 per cent. from lowest values, and an advance in medium grades will be a signal for a further advance on these. The market upon bleached goods is very uneven, but another week's business will correct this.

Prints and Gingham—A very large business was accomplished last week upon all varieties of printed fabrics and especially upon new lines of low and high grade fancies. The boom in print cloths and allied goods has impressed buyers with the extreme cheapness of prints at present prices, and the advances that have already been made upon leading lines and the warnings of agents that a general upward movement is pending have stimulated demand considerably. The market is now $\frac{1}{4}$ @ $\frac{1}{2}$ c below prices of last year, while cloths are fully $\frac{1}{8}$ c higher than then. Manifestly this disproportionate position can not be continued if demand is anywhere near nominal size. There is every reason, however, to believe that it will far exceed the business of the same period of the last few years. Agents expect to maintain full standard fancies at last year's prices after a certain moderate position of their production is under contract. They expect to recover at least $\frac{1}{4}$ c of the decline in low-grade fancies, shirtings and other regular prints. They must secure more than this if cloths are to be held upon their present basis. These advances are likely to be made at any time, and it behooves buyers to book their orders quickly. It is a buyers' market at present and one in which they never had a better chance to coin money.

Underwear—The advent of severe cold weather has had the effect of stimulating late buying of heavy winter underwear, and the snowstorms of the past week have augmented this necessity of keeping up stock in heavyweights. It is too late now, however, to expect anything more in this line, and all attention at present is directed to spring business. Mills, as a rule, are fairly well sold up, more orders being acceptable, however. An encouraging fact in connection with spring orders is that the bulk of them lean in the direction of better goods, the cheaper grades being to some extent repudiated by dealers. Medium priced goods are the best in demand, and medium to high-priced goods are gradually taking quite a share of the market. One manufacturer expressed the opinion that medium to high priced goods would be in greater demand next year than has ever been known, not even excepting the unprecedented year of 1892. This is a perfectly

reasonable view, and is warranted by general business prosperity. It will certainly afford a larger margin of profit to the manufacturer, which is not the least desired object of business generally. The popularity of the union suit continues to grow with each season and it is expected that the spring trade in underwear will show a larger proportion of combination suits disposed of than ever before. It is peculiarly advantageous as a summer article of apparel, that time of the year when anything which does not fit well irritates and enervates the wearer. The union suit adapts itself so consistently to the form as to leave practically no opportunity for irritation in any way. We are not advocating this underwear to the exclusion of the regular two-piece goods, neither are we giving it any free advertising, but we do believe in the merits of the combination suit, and believe that it will become almost as universal as the two-piece underwear is now.

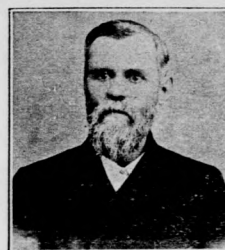
Hosiery—The demand for hosiery is confined to staple lines almost entirely and there can be said to be practically no business in fancies whatever, comparatively speaking. Golf hose have run out for the present, although the demand will probably be in evidence again as spring approaches. A curious fact in connection with this season's business in hosiery is that large sizes have had nearly all the business: 10s and 10 $\frac{1}{2}$ s have been the usual selling sizes, but this year 10 $\frac{1}{2}$ s, 11s and 11 $\frac{1}{2}$ s have absorbed the trade, and the manufacturers are at a loss to understand it. Possibly the idea that a larger size will wear longer, especially in the cheap grades, is responsible to some extent for this condition; however, such is the demand now existing, and the manufacturers claim that if this continues they will be obliged to raise prices to meet the increased cost of manufacture, and the importers also for this reason, and to cover duties.

Blankets—The blanket manufacturers are busy now getting their lines ready for the opening of the next season, and several new lines will be shown; especially will this be noticeable in white goods. The blanket mills this year are in a far better condition than for many years past, as we have written to some length in past issues. If the business is now carried on in a conservative way there is no reason why it should again lapse. The manufacturers should take warning from past experience, and keep stocks down to a condition where they can be easily handled.

Encourage the Clerks.

Much of the increased profits and trade which will soon be brought to the store depends largely upon the efforts of the clerks to realize to the fullest extent all the possibilities in them. If the clerks are dilatory in waiting upon customers and allow them to stand around for an indefinite length of time before they are attended to, or even go so far as to allow them to leave, as often happens, without noticing them, much valuable trade is lost. It would be better to prepare previously for this augmentation of custom by having a sufficient number of new clerks hired temporarily. The writer has visited stores during the holiday season when no provision of this kind had been made, and was of course compelled to leave the store without finding any opportunity whatever to get waited upon. This was in a large city store which considered itself progressive and up-to-date, although it was very far

from being so. Now where a point is made to have enough help some incentive ought to be given the clerks to induce them to work conscientiously and with a will. Clerks are only human and they are just as capable of feeling fatigue and discouragement as any one else. They should therefore be remunerated in proportion to the additional work which is required of them. Industry needs stimulation when it is in an anaemic state. The form of spirits which will do this most effectually is some additional filthy lucre. That is to say, give them some percentage of sales they make above a certain amount. Their zeal will be doubled by this inducement and the merchant will be astonished to find how much latent ability and energy they have kept hidden away far out of sight. They will begin to work in emulation of one another and display a zeal which will do much to build up trade.



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.

For Years

We have had a hobby, and that has been a choice line of **prints**. We justly feel proud of the many compliments bestowed upon us by the trade for the good judgment displayed in our selections. We believe it to be the very foundation of a successful spring and summer's business. The styles for 1899 will actually surprise you. Never have such beautiful colorings and designs been shown as the makers offer this season; never have we bought so liberally as this time. Our salesmen will show entire line on their first trip. Do not miss the opportunity of seeing it.

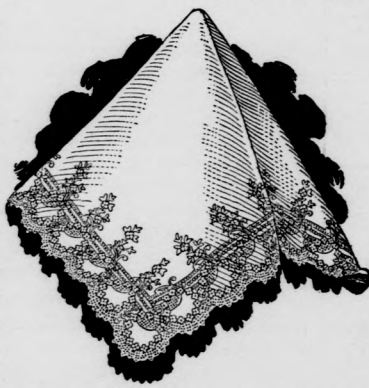
Voigt, Herpolsheimer & Co., Wholesale Dry Goods, Grand Rapids, Mich.

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: 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 12 $\frac{1}{2}$ 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.

PARISIAN WAYS.

Not At All Like American Business Methods.

The last two decades have marked the growth of not a few large commercial undertakings in France. Some of these employ thousands of men and have agencies throughout all the provinces of the country and are even represented in every large foreign city in Christendom; but it is a curious fact that the larger any establishment grows here, the more leisure has everybody connected with it. The young French clerk or book-keeper would throw up his position, even although such an act meant bread and water for years to come, if his employer dared to import what are becoming known on the Continent as "American methods." He wants to come down to his work certainly not earlier than 9 o'clock—it is oftener that finds him before his desk—and if his two hours at noon are abridged by the smallest quarter hour, sulkiness and surliness are the sequel. In positions just a grade above his the incumbents stroll in at 10, lunch from noon to any hour they please and never stay later than 5 o'clock at their offices. This accounts for what is so often observed with astonishment by Americans sojourning abroad: They wonder that the cafes are full, at all hours of the day, with prosperous men whose conversation shows them to be engaged in what even the blue-blooded Frenchman is beginning to mention respectfully as "la commerce." The explanation is now evident; these merchants ruminate over their affairs in the shade of a cafe-awning instead of behind the forbidding railing of a private office. Every one of them might be a literary loungeur as far as his appearance is concerned. Immaculate boots, spotless linen and highly polished top hat—all proclaim that they do not by any means give all their time to business, and that if all is hurry and industrial fervor at their offices, they at least will not stoop to become a part of it for more than four or five hours a day.

As for the proprietor himself, he is oftener than not a true rara avis at the establishment. His head clerks and confidential men come to him in his pleasant country villa or city palace when he desires information. He pays wages of superintendence and has forgotten, if he ever knew, the name of his book-keeper.

I have so many large Paris establishments in my mind while writing this that mentioning one or two would be of no use. But in one of the largest soap and perfumery houses in the world, that fairyland of color and fragrance that looks out upon the Place de la Madeleine, one of the severe reminders to the employees consists of a sign hanging near the door, "Messieurs the clerks are prayed to recall that not more than two hours can be allowed during the summer for dejeuner." And even in the large department stores, which the French believe to be unequalled for size and convenience by any others in the world, such a thing as a clerk working overtime or curtailing his midday meal for any purpose whatsoever has never, I am assured, been heard of. In the store clerks and accountants are obliged to attend to their monotonous but never-hurried duties. The moment a certain gong strikes they don their glossy high hats, change their short coats for the courtly length required on the boulevards, and immediately seek their favorite restaurant or cafe, where they become gentlemen of leisure, "rentiers," and talk of political affairs or the last Salon, with highly judicial air and critical eye, as if there were no yards of ribbon and silk waiting for their hands during the afternoon.

All this is very fine, and nobody would wish it replaced by a different system, perhaps. But it is not what we Americans call "business." It is not in accord with the persuasion that time is money, and these polite loungers, swaying and idling in their chairs while the sun on high is attending strictly to his daily work, do not help to give Paris the atmosphere of a beehive. The newcomer's first impression is that every

class of Parisians rest and recuperate and talk "affairs" at least two-thirds of the day.

For what is true of large business houses is equally so of the small tradespeople. If you are coming to Paris to live for some months, be warned and do not try to have the affairs of your marriage progress between the hours of 11 and 2. The charbonnier will not bring your coal, the grocer and butcher will not deliver orders, and the concierge, paid to attend to your wants, will not bring up letters, papers or packages between the limits mentioned. That interval almost universally and quite inexorably belongs to each person, however humble be his state, born in the free and lazy air of France. The sun, as before hinted, is the only cosmological adjunct which agrees to continue business. The household servants are perhaps the only exception, and they get indemnity by going off every afternoon the moment the work is done to take a "petite promenade au soleil." Unless you allow your servants this "right," as they consider it, you will get but poor service and little faithfulness from them.

The very omnibuses go slower and are greatly reduced in number; the great depots are deserted, and the resting locomotives snore softly under the great iron arches, the long freight trains behind them packed to bursting for those who are out yonder in the green country waiting for the goods they have ordered. But the freight trains, too, are waiting, waiting, waiting, and it will be 2 or 3 o'clock before the warning whistle blows once more. The factories of the Gobelins and those at Sevres, the Ministerial offices and the telegraph bureau—all are wrapped in a siesta as deep as ever clasped in its dreamy embrace a little Spanish town nestling near the shadow of the Alhambra. The bicyclist, fearful of the rush of carriages on the Avenue de l'Opera during the morning, when thousands of energetic strangers are going a-sightseeing, finds no spice of danger now; he has all the highway to himself. The winding Boulevard des Capucines is given up to sparrows and buzzing flies. One almost expects to find weeds growing up in the cracks of the pavement.

Points for Retailers.

Spend at least one-tenth of your net profits in judicious advertising. It will most certainly come back again.

Let your stock be wisely proportionate to your capital. Use caution in buying and in selling, and require more cash and less credit.

In taking an invoice of your stock, do not figure the goods at what they cost you some time ago, but figure on the current quotations of the day, as many goods have declined or advanced.

Every retail merchant in the country should know just how he stands on the opening of the new year, in order to enable him to ascertain, at the end of six or twelve months following, how much money his business is making or losing for him.

Credit is a necessity in our methods of carrying on trade. It is upon the credit system that the business of the country is based and built up, and consequently, it is of vital importance that any abuse of that system should be rigorously avoided.

The following is a good resolution for the retailer to take for the new year: "I will pay my bills at the time when and place where due, or, if unable to do that, and if my creditor is obliged to make drafts on me, I will meet his drafts as soon as possible, paying all legitimate bank charges."

The Other Way.

"Now," said the American officer, after he got well settled on Cuban soil, "I want to try one of your good Havana cigars."

"Certainly," replied the host, producing a box. "Here are some I imported from the United States just before the war."

The milk of human kindness is not very heavily enameled with cream.

Sober Reflection.

Tagleigh—Did you ever notice, when a man has been drinking heavily the night before, how long and earnestly he will look at himself in the glass the next morning?

Wagleigh—Certainly. That is the time for sober reflection.

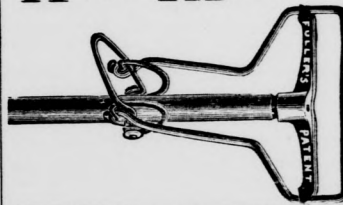
We never know what we can do until we try, and then we frequently find that we can't.

Dwight's Cleaned Currants

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

Wolverine Spice Co.,
Grand Rapids.

WE MOP THE WORLD



We are manufacturing an article that will suggest itself to you as most desirable for its salable quality. It is the

Fuller Patented Eccentric Spring Lever Mop Stick

It is adapted to your trade; in Neatness and Convenience it has no equal; the price is reasonable; it is being extensively advertised; it has proven a phenomenal success wherever introduced.

E. F. ROWE, Ludington, Michigan.

Perhaps

you want some unique style in printing—something different from others. Let us place you with thousands of other satisfied patrons. The price of good printing must be higher if you count quality but be careful where you go for good printing—get quality.

Tradesman Company,
Grand Rapids.

Spectacles

to test your eyes at

A fine line of optical goods and a skillful optician to test your eyes at
A. Preusser.

RUBEROID READY ROOFING

All ready to lay. Needs no painting for two years.

Is odorless, absolutely waterproof, will resist fire and the action of acids.

Can be used over shingles of steep roofs, or is suitable for flat roofs.

Will outlast tin or iron and is very much cheaper.

Try our pure

ASPHALT PAINT

For coating tin, iron or ready roofs. Write for prices.

H. M. REYNOLDS & SON,

Grand Rapids Office, Louis and Campau Sts.
Detroit Office, Foot of First St.

Around the State

Movements of Merchants.

Zeeland—Languis Bros. have opened a meat market.

Springport—N. Dean has purchased the general stock of J. S. Geiger.

Charlevoix—Lee Clark, of Cheboygan, has opened a meat market here.

Quincy—Marvin W. Porter has purchased the grocery stock of Will Knapp.

Emmett—W. C. Martin has purchased the drug business of W. J. Toal.

Traverse City—C. V. Fisher succeeds Claude Owen in the confectionery business.

Ann Arbor—Geo. Donahue has embarked in the grocery business at this place.

Owosso—J. Barry has put in a stock of groceries in connection with his meat market.

Thompsonville—Geo. J. Menold has removed his drug stock from Yuma to this place.

Big Rapids—Mrs. A. Stone, of Grand Rapids, has re-opened a bakery on the North side.

Buchanan—Corey & Winchester succeeded Corey Bros. in the grocery and meat business.

Battle Creek—Eugene Reynolds has re-engaged in the grocery business in the Ward block.

Springport—S. J. Hammond will shortly engage in the boot and shoe and crockery business.

South Haven—W. M. Loomis and C. Hollister have opened a feed store in the Merson building.

Springport—Frank E. Powers succeeds Powers & Bean in the agricultural implement business.

Hillsdale—The millinery firm of Weber & Co. has been dissolved, Miss Ella Laning retiring.

Vermontville—Andrew Alderman has sold his meat business and grocery stock to Edgar E. Campbell.

Dollar Bay—Wm. Mercier, manager of the Pearce hardware store, is visiting at his old home in Indiana.

Maple Grove—R. A. Brooks has purchased an interest in a meat market at Nashville and removed to that place.

Howell—Frederick P. Schroeder continues the hardware and implement business of Schroeder & Elliott.

Homer—Geo. Dunbar has sold his bakery and restaurant business here and at Litchfield to S. M. Adams, of Allen.

Jackson—Thos. Wall and Clarence Conklin, under the firm name of Wall & Conklin, have opened a fish market here.

Coldwater—W. W. Bishop has purchased the grocery stock of J. W. Sommerlott, to which he will add a fresh stock.

Howell—Frederick P. Schroeder continues the hardware and agricultural implement business of Schroeder & Elliott.

Sand Lake—N. N. Pringle succeeds Moody & Pringle in the hardware, harness, carriage and farming implement business.

Imlay City—J. L. Bartlett has sold his hardware stock to Benj. Sperry, of Port Huron, who will conduct stores at both places.

Mason—H. W. Brown, of Leslie, has removed to this place and engaged in the cold storage business in company with A. J. Hall.

Maple Rapids—The new store building of J. M. Roberts is nearly completed and will soon be occupied by his grocery stock.

Ithaca—John Botroff has purchased a half interest in the grocery stock of Charles Frost. The new firm will be known as Frost & Botroff.

West Branch—C. F. Stewart has sold his drug stock and fixtures to Dr. T. S. Glenn, of Rose City, who will continue the business at the same location.

Remus—Del. Mansfield has purchased the half interest of Conrad C. Murphy in the general stock of D. Mansfield & Co. and will continue the business in his own name.

Otsego—C. A. Barnes has sold his drug stock to J. D. Woodbeck, who has consolidated his book, news and musical merchandise stock with the drug stock in the Edsell block.

Otsego—Chas. W. Edsell and Wm. Sebright have purchased the interest of Jas. Stout in the firm of Wm. Sebright & Co., lumber and wood dealers. The firm name will remain the same.

Jonesville—Geo. N. Smith, hardware dealer at Hillsdale, and F. A. Fuller, of Detroit, have purchased the stock of the Hix Hardware Co. Mr. Smith will continue his business at Hillsdale.

Dutton—Daniel McQueen has sold his general stock to E. C. Saxton, who will continue the business at the same location. Mr. Saxton was formerly engaged in trade at Lakeview.

Houghton—The Portage Lake Hardware Co., Ltd., is making several changes in the interior arrangement of its store. Under Mr. Zealand's management a fine showing has been made for 1898.

Ontonagon—C. H. Emmons is again located in business here, after being away for a few years. Mr. Emmons was born here and his father was one of the pioneer hardware men on Lake Superior.

Ludington—Eugene Tangley, formerly with the Busy Big store, has leased Vic Roussin's old stand in the Fourth ward and will open a clothing store as soon as he can get his stock of goods from Chicago.

St. Johns—D. R. Salisbury has closed out his retail stock of boots and shoes and rented his store and fixtures to Frisbee & Thome, of St. Johns. He will devote his entire attention to his manufacturing business.

Port Huron—An important decision has been reached by the Grocers and Butchers' Association in the adoption of a resolution by which the members of the Association are asked to refuse all applications for advertisements on programs in the city.

Edmore—It is A. M. Pierce & Co., instead of F. W. Pierce, who purchased of Edson, Moore & Co. (Detroit) the block known as the D. O. Long property. They will make extensive improvements, occupying a portion of the block with their dry goods stock and renting the remainder.

Port Huron—The Sarnia grocers have already begun the work of preparation for securing the annual outing of the Saginaw Grocers' Association next summer, which they are confident can be secured for that city. If Sarnia is named as the place at which the outing is held the grocers will see to it that nothing is lacking in the way of handsome entertainment for their guests.

Manufacturing Matters.

Adrian—Rufus Baker, the pioneer cheese manufacturer of Michigan, died recently.

Chippewa Lake—Jas. T. Moore, who operates a shingle mill at this place, will shortly remove to Wooley, Wash.

Thompson—The White & Friant Lumber Co., Ltd., purchaser of the Delta Lumber Co.'s plant, has sold the merchandise stock to John Patterson, who will continue business at the old stand.

Detroit—The Silver Yeast Co. has been incorporated with a capital of \$25,000, of which \$10,000 is paid in. The incorporators are Ludewick E. Wagoner, 600 shares; James X. Yeon, 50 shares; Charles N. Brown, 50 shares; Delbert C. Morris, 300 shares.

Detroit—The Edwin Armitage Manufacturing Co. has been incorporated with \$60,000 capital, of which \$35,000 is paid in, to manufacture floor and table oil-cloths, window-shade cloth, etc. The incorporators are Edwin Armitage, 860 shares; John R. Clarke and George B. Clarke, 660 shares each; S. D. Maddin, 860 shares; George E. Kingsley, 460 shares.

The Boys Behind the Counter.

Cheboygan—Phil. St. Amour, who left last spring for Detroit and engaged in the grocery business, has sold out his stock, returned to Cheboygan and taken a position in DeGowin Bros.' grocery, where he was employed prior to going to Detroit.

Owosso—One of the dry goods clerks of the city, Julian Mosher, is getting ready a house which will be the home of Mr. and Mrs. Mosher after the holidays. The wedding takes place in Lowell.

Saugatuck—P. M. Grice is now engaged as clerk for Russell Taylor, and Chas. E. Bird is in charge of Heath's drug store.

Sault Ste. Marie—Bert Goodrich has taken a position with W. C. Brown, of Marquette, and will shortly take his departure for that city.

Coldwater—Fred Bixler, book-keeper and teller in the Coldwater National Bank, will take a position with the Flint Wagon Works Co. January 1. Mr. Bixler is a young man of good business qualifications and will, no doubt, be successful in his new field of work. Harry Simons will take the place made vacant by Mr. Bixler's resignation.

Charlotte—Roy Collins, formerly of this city, has been promoted to the position of assistant book-keeper by the Detroit wholesale hardware firm for which he has been working for the past five months.

Owosso—Bert Gristock, clerk in Hoakway & Son's grocery store, and Miss Edith Goodell, trimmer in Krob's millinery store, were recently married at the home of the bride's parents at Durand.

Flint—Geo. A. Ryman will on January 1 take charge of a branch store of J. B. Speny & Co., of Port Huron, at Imlay City. He has been for the last five years with G. W. Hubbard and is a practical hardware man.

Albion—Miss Mary J. Heaney died of hemorrhage of the brain last Monday at her home on East Michigan avenue. Miss Heaney had been a popular clerk in Albion's dry goods stores for several years and had gained a very wide circle of friends by her faithfulness to her employers and her habitual courtesy to patrons. At the time of her death she was employed at Austin & Tucker's.

Quincy—After four years' faithful service in the employ of E. B. Church, J. D. Blauvelt resigned last week, and Ernest Bailey has taken his place in Mr. Church's employ. Mr. Blauvelt expects to go to farming on his own account.

Ionina—E. C. Barber, for many years watchmaker for Rolshoven & Co. and Wright, Kay & Co., of Detroit, has taken a position with Bedford, the jeweler.

Bronson—C. J. Keyes is clerking in the new store of J. Coykendall.

Ludington—Dave Betka, recently of the firm of Betka & Turgeon, is now at Scottville working in Fred Reader's hardware store. He tried to find a location for a meat market at that place, but every suitable building was occupied and so he is biding his time awaiting a favorable opportunity to embark in the meat business.

Sault Ste. Marie—Nelson A. Hall has resumed his old position as pharmacist in Rudell & Conway's drug store.

Owosso—Crowe & Payne have engaged W. D. Royce to assist in their implement business. They expect to be in their new store by January 1.

Homer—Elbert Henshaw is clerking in Bangham's drug store.

Charlotte—Dorr Moyer is the new clerk at Selkirk & Norton's.

Coldwater—Paul Barnhart has returned from Grand Rapids and is again clerking at J. B. Foote's book store.

Elk Rapids—Henry Hogan succeeds Thomas Graham as clerk in Slater's furniture store.

Telephone Topics.

Alma—The United States Electric Telephone Co. has sold its long distance line from this place to Sumner—a distance of 21 miles—to the Montcalm County Telephone Co., which now owns and operates nearly 200 miles of long distance lines. It is thought that the purchaser will extend the line from this place to Saginaw, which will connect the Furniture City and the City of Salt and Sawdust.

Manton—The poles are set and the wires are being strung on the Citizens telephone line to this place, the office being located in the Williams Bros. Co.'s store. This will give Manton connection with the Swaverly line from Petoskey and intervening points and the Citizens line from Lake City and Cadillac, and it is expected to connect at the latter place with the Citizens line to Grand Rapids, thus giving Manton two telephone lines—the Bell and Citizens.

Lansing—The Lansing Telephone Co. is improving its service every day and it is now possible to secure telephone connections over its lines with nearly every city and town of any importance south of and including the Saginaw valley and reaching across the State. Connections can be had with Ann Arbor by way of Detroit, but a short cut line is now being built between Howell and Byron, which will give better service to Ann Arbor and more direct connections with the Saginaw valley than are obtainable under the present arrangement.

Cheboygan Tribune: The Michigan Telephone Co. (the Bell) is evidently anxious to run out the Cheboygan Telephone Co. and at the Council meeting Tuesday night submitted a proposition to furnish the city telephone service for \$15 per year for each phone and give a discount of 50 per cent., yet before the Bell had opposition it claimed it could not afford to furnish the service for less than then charged. We do not believe the citizens want the Cheboygan Co. run out.

If tombstones were reliable the devil would soon be wearing mourning.

Grand Rapids Gossip

The Grocery Market.

Sugars—The raw sugar market has maintained its strength and closes at \$4.44 bid for 96 deg. and none obtainable under \$4.50. It is said that the refiners have made large purchases of new crop Cuban sugars at a basis of \$4.50, delivered for January shipment. The refined market has been a seesaw. Although there has been no change in list prices the concessions have been alternately withdrawn and offered. At the close these concessions are 1/8c on granulated and 1/8c@3-16c on softs, the outside figure being for the independent sugars. It is given out from headquarters that the two Howell refineries (the Mollenhauer and National) will close down on Saturday for two weeks, but this is nothing unusual for this season of the year. The 5 pound cotton bag is now more easily obtained and refiners are giving a larger percentage of this style package to the car than a few weeks ago.

Later—Since writing the above the list on sugars has been reduced 1/8c.

Tea—It is impossible to buy anything at a concession, and low grades have again advanced. It is probable that on most grades the full effect of the duty has now been felt.

Canned Goods—There is a great deal of trading between tomato packers and strictly first-class Western packed goods are getting cleaned up. There is, however, quite a quantity of so-called standards offered which are watery or slack-filled and prices are kept down by offerings of this class of goods. When these goods are picked up, as they are sure to be, look out for a sharp, quick advance on tomatoes. There is more enquiry for corn but no advance in price. The same can be said of everything in the vegetable line. Packers' assortments are badly broken but it has been some years since they have cleaned up as well as they have this year. New packing will find many packers with comparatively empty warehouses. As an instance of how their assortments are broken, we will say that in a single car received in this market this week from Baltimore there were shipments from four different packers. Ordinarily one packer could have supplied the whole line.

Cereals—There is no change to note. While a general advance did not take effect the advances made by some millers—as noted last week—are still maintained. The demand is very good.

Molasses and Syrups—The trade in molasses is disappointing to the holders. The selections for this season of the year are exceptionally poor and buyers seem inclined to wait for better offerings.

Dried Fruits—There is no change to note in anything except currants. Owing to increased arrivals holders have further reduced prices 1/4c. No further decline is anticipated as prices have gotten down to a very low basis.

Nuts—Heavy arrivals and the desire of holders to realize have resulted in a decline of 1/2c on new Grenoble walnuts. There is no other change in this line.

Provisions—There has been no advance in prices to speak of, but the feeling is much firmer, and it is harder to obtain provisions at the old prices. The exceedingly low prices at which provisions have been selling have unquestionably stimulated the demand in

spite of the competition of poultry and game. Jobbing prices on lard are unchanged, but the market is decidedly firmer.

Brooms—All grades have been advanced 10@25c per dozen by the manufacturers and jobbers' prices will be correspondingly advanced next week.

The Produce Market.

Apples—There is little movement in fruit at present, on account of the unfavorable weather, receipts being confined mainly to cellar and storage goods, which are not first-class in quality. Dealers hold No. 1 fruit at \$2.75@3.25 and No. 2 at \$2.25@2.50.

Bananas—Supplies are hardly up to the demand and the market has been cleared up of much of the best stock. A firmer tone is noticed for fancy bunches. More liberal receipts are expected next week.

Beets—25c per bu.
Butter—Factory creamery is in ample supply at 20@21c. The dairies average 2c lower, in sympathy with creameries. Supplies are increasing, with a better average demand than for creameries. A prediction as to the future market would be out of the question at this time in the present unsettled condition of things.

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

Carrots—20c per bu.

Celery—15@18c per doz. bunches for White Plume.

Cranberries—Cape Cods, \$7.50 per bbl.; Wisconsin Bell and Cherry, \$7; Jerseys, \$6.

Cucumbers—75c@1 for hot house stock.

Eggs—Strictly fresh are scarce at 20@21c, but storage supplies are in ample supply at 16@18c, according to quality. The demand of the past week has been limited, but is expected to increase toward the holidays, when the demand for baking purposes is very heavy.

Honey—10c for amber and 12@12 1/2c for white clover stock.

Lettuce—14@15c per pound.

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 28c for White and Red Globe stock and 22@25c for yellow Danvers and Red Weatherfields.

Oranges—There are ample supplies of Mexicans and California navels and seedlings, with a fair demand for holiday purposes, which will be increased on a nearer approach to Christmas. Receipts of both the California varieties have been liberal the past week and the fruit shows good color and flavor. Mexicans are moving easily and are in good demand yet. Quotations on California stock are a trifle weaker, ranging 25c a box lower than last week, due to much heavier receipts and a better supply to draw upon.

Parsley—25@30c per doz.

Parsnips—50c per bu.

Pop Corn—1 1/4@2c per lb. The crop was not large and the supply is undoubtedly limited.

Potatoes—The market is featureless and will probably remain so until the railroads promulgate the announcement that they have temporarily reduced the classification from fifth to sixth class. This concession is absolutely necessary in order to move the crop of Northern Michigan in competition with the lower rates obtained by growers in other states.

Squash—75c@1 per 100 lbs.

Sweet Potatoes—Illinois Jerseys are in good demand at \$2.

Jacob Vanderberg, of this city, has gone to Grayling to close out the Claggett general stock, recently turned over to Edson, Moore & Co. and C. Elliott & Co. (Detroit) and Rindge, Kalmbach & Co. on a trust mortgage.

Frank Edmonson, baker at Coopersville, has added a line of groceries. The stock was furnished by the Olney & Judson Grocer Co.

GRADUAL GAIN.

Savings Banks Resuming Their Condition in 1892.

The National banks, as shown by their statements of December 1, are in a healthy condition, with a material increase in most of the items it is desirable to have increased, in comparison with one year ago, and with a satisfactory reduction in those accounts bankers and stockholders like to see kept within bounds. The condition of the State banks is as satisfactory as of the National banks and, like the National banks, the statements indicate that the savings institutions are again on the right track, with the ground lost during the long depression regained. The aggregate loans and discounts carried by the four savings banks are \$2,212,112.29. This is \$143,000 less than in May last, but it is an improvement of nearly \$200,000 as compared with one year ago, and about \$40,000 better than in December, 1892. The savings banks reached high water in loans and discounts in May, 1893, at \$2,391,749.09—just before the collapse. They will, in all probability, pass the old high water mark the coming year, and a pleasant thing about the new record will be that it will be on a solid foundation and safe, which is, perhaps, more than can be said of the conditions that prevailed in 1893.

In stocks, bonds and mortgages the savings banks show holdings that surpass all previous records. The total is \$2,301,182.95. This is \$610,000 more than a year ago, and the total in December, 1892, was \$982,928.13. During the years since the panic the records show that there has been a steady growth in this class of investments and that all the banks have been taking to them. The Kent in 1892, for instance, had but \$333,593 and the Peoples \$121,397, while these banks to-day carry \$847,934 and \$762,036, respectively. The Grand Rapids shows a slight increase and the present holdings of the State, \$117,436, are all gain, for in 1892 it had none.

The savings banks have \$669,131.12 on deposit in reserve and correspondent banks, the smallest deposit since May, 1897, but an increase of about \$75,000 as compared with 1892. The cash on hand is \$328,427.23, which is a larger amount than ever before carried. The total deposit account and cash on hand is \$997,558.35 as compared with \$1,004,276.08 one year ago. The available resources now are about 19 per cent. of the total deposits, and a year ago the cash in sight was nearly 25 per cent. of the deposits. The condition as marked by percentage shows a very encouraging improvement.

On the liability side of the banks the consolidated statement shows a total of \$173,746.97 as compared with \$163,145.95 a year ago. The Grand Rapids shows an improvement of \$2,500, the Kent \$7,300, the Peoples \$2,000 and the State a slight falling off. As compared with 1892, the surplus account shows an improvement of about \$5,000, but since then there has been a lot of "writing off" of bad debts. In December, 1893, the surplus and undivided profits were figured at \$201,951.33 and, with the State bank as the single exception, none of the banks have so much to the good as they thought they had five years ago, and that the State is an exception is due to the reduction in its capital. The writing-off process seems to be

pretty well over with now, however, and a steady increase in surplus, besides regular dividends, may be looked for in the future.

The Savings commercial deposits aggregate \$1,616,671.02, which is slightly less than in September, but \$200,000 better than a year ago. The commercial deposits have not yet reached the old high water mark, which was made in May, 1893, when they reached \$2,216,197.61, but they are headed that way. The savings deposits, aggregating \$3,414,888.54, exceed any previous record. They are \$600,000 more than a year ago and nearly three times as much as in December, 1892. The Kent's savings deposits have more than doubled, the Peoples have increased eight fold, the State nine fold and the Grand Rapids more than fifty per cent.

The total deposits are \$5,034,459.78, which is another record breaker, exceeding the total deposits of a year ago by \$800,000. In December, 1893, they were \$3,286,297.19, the May following they showed an increase and then dropped off more than a million. Since the drop there has been a very steady increase, and the total now is larger than ever before.

The two trust companies show a falling off in loans and discounts and a slight increase in security holdings as compared with a year ago. They are carrying larger balances in correspondents' banks and have substantially the same cash on hand. The total deposits show an increase of \$226,000 over one year ago.

Hides, Pelts, Furs, Tallow and Wool.

Hides are firm in price, from a good demand while the quality has depreciated. The present outlook indicates that the poorer stock of the year will bring the full value of the best.

Pelts are in good demand without change of price.

Furs are in good demand at high and uncertain values, caused by local competition.

Tallow remains low in value, with fair demand. There are so many seed oils on the market for soapers' use that tallow must necessarily remain low.

Wools do not move from the State to any extent. What go out do so at a loss to the purchaser. There are a few Eastern buyers in the State looking for soft spots, which they occasionally find in some small lots. There is little or no enquiry here, with fair sales at seaboard.

The Michigan and Ohio Acetylene Gas Co., Ltd., of Jackson, has secured the sale of the Bruce generator for this State. It is claimed for this generator that it is the best and most perfect machine on the market; the carbide can be so arranged that there is a complete generation of all the carbide without the waste usually found in other machines, and, in addition to this, the machine has a purifier attached that takes all the residuum from the gas, and the claim is made that this machine will not smoke, or throw off dust and soot, which has caused so much trouble in the use of this gas in the past. The Company is, indeed, fortunate in having secured the agency for this celebrated machine, and the large number of the machines already sold indicates a large business for this machine in Michigan.

E. B. Brooks has opened a grocery store at Hoxeyville. The Ball-Barnhart-Putman Co. furnished the stock.

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

Woman's World

Unnecessary Burdens Assumed by the New Woman.

"Seems to me that things aren't much like what they used to be when I was young," remarked a silver-haired old lady the other day as she rolled up her knitting and prepared for a good talk. "Of course, it's just wonderful what women are doing nowadays and I never get over being surprised at the things I hear about them, but sometimes I wonder how much of it is gain and if they are really any better off than we were. Now, my daughter Mary is very 'progressive.' She is always writing papers for clubs, like her friends who come here, and they rush off to committee meetings and lie awake at night feeling like they are running the universe and are worrying for fear there'll be a hitch in the schedule, until I should think they would be so tired they would want to drop it all and go back to the time when just to be a wife and mother was considered career enough and work enough for any woman."

"My, but how hard they work. Of course, we used to have to take care of our houses and children, too, but that was just dead easy compared to the way they manage things now. Why, raising a child then wasn't a circumstance to what it is now. We used to think that if we kept our children reasonably clean and gave them wholesome food and listened to their prayers at night, kissed them when they were good and spanked them when they were bad, we had done our full duty in the sphere of life to which it had pleased God to call us. We hadn't ever heard of the germ theory and mothers' conventions and hadn't the slightest idea of how many things physical, mental and moral ought to be sterilized. We had a comfortable idea that children were little animals that should be kept healthy and happy and in the background, and I raised a big family with one-tenth of the worrying and fretting and anxiety that Mary spends on her one boy, and he's a weazened little creature at that. Why, sometimes I think she'll starve the child to death on health foods, she's so afraid she won't be hygienic, and I'm morally certain he'll be grown and voting before she decides which one of the many theories for raising children by to adopt. Needless to say, Mary doesn't approve my views about children."

"I'm afraid, mother," she says mournfully and pitifully, "that you took a very superficial view of the subject. It's an awful responsibility to be a mother."

"Maybe it is," says I, "but if I had spent all the time worrying over my responsibility that you do, I wouldn't have had the leisure to spank seven boys and girls into the path of righteousness and bring them up to be God-fearing and respectable men and women."

"Then, take the housekeeping. When I was married we bought good, heavy, substantial furniture, that with any reasonable care was good to last a lifetime and stand the wear and tear of everyday living. Now the idea of the best way to make a home happy and comfortable seems to be to buy a lot of brocade empire chairs that the family are warned not to use except when company comes, and to clutter up the rooms with little tables that topple over if you look at them, and to weigh everything down with a lot of useless ornaments that

work you to earth if you keep them clean and disgrace you if you don't. I will say, Mary is a good housekeeper. She keeps an eye on the meat and grocery bills, sees that the housemaid sweeps under the beds, the cook doesn't spoil the broth, the clothes are mended, and still goes into society and to teas and whist parties, and the theater, and the opera, and yet finds time to write papers for clubs and serve on committees and belong to study circles and art leagues. In my day we would have thought any one of them sufficient occupation for a woman. If she wrote papers and studied things we called her literary, and nobody expected her house to be decent or her children to have their faces washed. If she kept her home in good order we said she was domestic and didn't expect her to have 'views.' It seems very shiftless now to the women who do them all, but we didn't have to go to rest cures so often and were not so well acquainted with all the symptoms of nervous prostration."

"In those days it was pretty much a matter of choice if we knew anything. Of course, brightness and cleverness and the ability to converse agreeably have always been considered desirable attributes, but they were by no means necessary, and it wasn't any reflection on a woman not to know a blessed thing. Men were willing to enlighten her. They expected to entertain her and do the talking, and a married woman looked to her husband to furnish her with her opinions just as much as she expected him to supply her with her frocks. But, deary me, how things have changed! Not long ago I saw one woman who was brave enough to get right up in open meeting and say, John says so and so, and all the other women turned around and looked at her like they thought she was a poor, meaching kind of a creature with not enough spunk to have an idea of her own. I must say this, though, and that is that the men have changed, too. I guess, first and last, when we women do things it is because some man wants us to, and, maybe, one reason women are always reading and studying things now is because men want to be entertained and to be talked to, instead of doing the entertaining. They don't consider ignorance interesting any more. Why, the other day I heard Mary's husband asking a young girl something about a political question no girl would have been expected to understand when I was young, and because she didn't know he called her a stupid idiot when she was gone. It's all progress, I dare say, and all right for women to study up subjects for themselves, but I can tell you one thing, that the woman who has never had a husband who was willing and capable of doing her thinking for her has never known what genuine, downright comfort is."

"Another way the women burden themselves now is in their fear of growing old. We didn't want to grow old, either, but we accepted the fact with resignation. You see, then nobody had hit on the brilliant idea that a man was such a worshiper of beauty that he would grow tired of the wife who had been his trusted friend and adviser, who had toiled and suffered and wept and rejoiced with him, and who was knit to him by a thousand tender ties of companionship and memories, because her cheek lost its fairness and the hair began to silver. We may not have known in those days all the modern woman does, but we weren't idiots

enough to believe that theory or to worry ourselves into the grave trying to prevent wrinkles. You should see all Mary goes through. She went to some woman who charged her \$50 for ironing out her wrinkles with a patent roller and sold her enough creams and salves to start a drug store, and she massages her face down one way for one wrinkle and up for another, until she is ready to drop with fatigue."

"What on earth are you doing?" I asked her the first time I saw the performance."

"I am trying to avoid growing old," she replied. "It's a woman's duty to preserve her good looks so that she may retain the affections of her husband."

"Look here, Mary," I said, "do you care any less for Tom because he has grown stout and middle-aged and bald?"

"Of course I don't," she returned indignantly."

"Well, then," said I, "for pity's sake give him credit for having as much sense as you have, and wash that stuff off your face and go to sleep."

"But she didn't, and she's still wearing herself to skin and bones trying to become a Venus for a man who is just as domesticated as a pair of andirons and is so near-sighted he can't see beyond his own nose."

"One of the favorite theories with Mary and her friends is teaching every girl a trade—some way to make a living. It sounds very well to talk about, but did you ever notice, my dear, that the people who know how to do things always have to do them, and the ones that don't know how never do—somebody does them for them? Last year two girls came to see us. One of them was one of the independent kind. She

knew how to buy her ticket and check her trunk and cash a check and take care of herself generally, and I couldn't help noticing that the men of the family let her do it. The other one just stood around and looked helpless and every man in the house was breaking his neck to wait on her and to see that she was taken care of in every possible way. I may be wrong, and I don't claim to be up to modern ideas, but it's my opinion that the girls who learn how to support themselves will always have to do it."

"It's a great age for women, my dear," said the old lady, gathering up her shawl and her knitting, "but there was a good deal to say about the days when we hadn't assumed the burdens of the rest of the world in addition to our own in exchange for a few more liberties. There are times when I doubt but what men got the best of the bargain. But Mary doesn't agree with me."

DOROTHY DIX.

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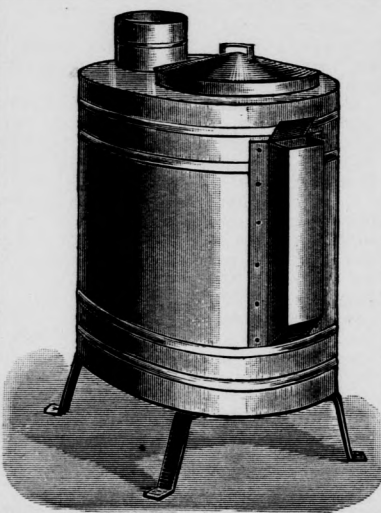
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BEAUTY IN BUSINESS.

Why Pretty Women Are At a Great Disadvantage.

A local merchant recently stated that, in his opinion, beauty is not only not desirable in women who have to work for a living, but is a positive drawback in many cases to their securing and retaining employment, and although it is hardly probable that the average woman would not prefer beauty to anything else, the merchant makes out a strong case. Here is what he says:

"It's no joke, and there's no sentiment about it. It's just a cold-drawn matter of business. I don't care how competent a strikingly handsome woman may be, or how discreet and quiet and industrious she is—all the same she's bound to demoralize the force. She makes the women jealous and the men absent-minded, and it tells on their work. Of course, she can't help it, but that's no affair of mine.

"I've made a study of the subject," he continued, "and I know what I'm talking about. A real beauty in a store will reduce the working capacity of its employes about 20 per cent. If she happens to be a very unusual type—a blonde, for instance, with dark eyes—the reduction will be fully 25 per cent. Suppose the pay roll is \$150 a week; you'd have to make an entry every Saturday like this: To depreciation on account of blonde (dark eyes), \$37.50. That's enough to break Vanderbilt.

"I'm talking from experience. We had a young lady clerk here once who had everything in the world to recommend her except homeliness. She was beautiful, poor child, and what made it worse she had that hopeless, ineradicable kind of beauty that one doesn't outgrow, like warts or freckles, and is always the same no matter what happens. I believe that girl could have fallen into a hogshead of black molasses and still come out radiantly lovely.

"Well, she went to work, and I never had a better or more faithful employe, but the deadly demoralization began to spread the minute she stepped behind the counter. Everybody felt it. The book-keeper was a surly Scotchman and about as emotional as a fried oyster. In less than a week he was raising a moustache and making at least forty errors a day on his ledger. The correspondence clerk started half his letters 'Dear Annie,' instead of 'Dear Sir,' and the cashier was short every night through trying to make change with one eye on the girl. And that wasn't all: The floor-walker and head salesman became rivals—in their minds, because she never so much as looked at either of them—and bad it out while the store was full of customers. They spattered gore all over the ribbon department and finally rolled through an open hatchway and both were laid up for a month. And now, by George, they are threatening me with a damage suit.

"I am mentioning only a few of the worst cases. I thought the porter would escape because he was such a disagreeable old rascal, and besides he had a family as big as a kindergarten—but he didn't. He primped himself up until he looked like a shaved ape, and when he realized that he wasn't in the running he got even by beating his wife. She had him arrested, and meanwhile the elevator man nearly murdered several of our best patrons by stopping between floors to feast his eyes on the charmer. By that time I thought the thing had

gone far enough and I let the girl go. I advised her to get a job in the telephone exchange, where folks couldn't see her."

"But I thought handsome clerks were considered valuable for drawing customers?" said the reporter.

"That used to be the theory, but it's exploded. Years ago a big Chicago confectionery shop became famous all over the country for its beautiful salesladies. The result of the experiment was this: The place lost all its women customers and the trade of the men proved worthless. A young chappie would drop in, buy a stick of gum for a cent and talk for three hours at a stretch. At last the proprietor discharged the whole force and engaged a lot of the homeliest women in Illinois, cross-eyed preferred. After that he made a fortune. And so it goes. I could cite you a hundred cases, but you can say confidently that pretty women—very pretty women, I mean—are at a great disadvantage in business. It's next to impossible for one to get a job. The homely girls have the call."

Combats the Theory of Woman's Extravagance.

It is not surprising that women should hotly resent the statement recently made by Dr. Shady, a celebrated Eastern physician, that the blighting curse of American men—the thing that brought on more nervous prostration and insanity than all other causes combined, and hurried more men to their graves—was the extravagance of their wives and the strain of trying to support their families in the luxury they demanded. The charge is as old as the first man who ever found it necessary to excuse himself, and we should have grown weary of combating it long ago, except that its injustice is so peculiarly offensive.

One might well enough bring a counter charge and say that men spend just as much money for base ball tickets as they spend for opera tickets, and that just as much good coin goes for cigars and drinks as ever finds its way into the milliner's coffers, but that is beside the question. If a man makes his money he has a good right to spend it as he pleases, but he hasn't a right to plead that it is the extravagance of his family that is ruining him.

No one would deny that there are individual cases of women who are recklessly extravagant. No doubt here and there is a wife who is to blame for her husband's financial downfall, but that this is true of the great majority of women is too absurd to be believed by any honest person. The truth is that about nothing else are men so unreasonable to women as about money, and this without reference to what they give us. Not one woman in a hundred in a well-to-do family is ever taught the first principles of financiering. She seldom has any money of her own as a right, but as a gift. Not one woman in fifty has an allowance. Her bills are paid with more or less grumbling, according to the nature of the man to whom she is married. Not one woman in ten knows a single thing about her husband's business or has the remotest idea what his income is. Yet, in the face of all this colossal ignorance and inexperience she is expected to know how to manage, and blamed if she wastes money and runs into heedless extravagance.

The average woman loves her husband and is solicitous of his welfare. She is, moreover, as a general thing, deathly afraid of debt, and if she knew just

exactly where she stood; if the husband would say to her frankly, My income is just so much, and out of that we can afford to spend just a certain amount, he would find that she would conform the family expenses to it. Many a woman who has been criticised and blamed for ruining her husband has been perfectly innocent in the matter, and would gladly have done without things she spent money for had she even dreamed that she was causing him trouble.

The most incomprehensible thing in the world is the inveterate prejudice men have against giving their wives and daughters an allowance. Leaving out of the discussion the added self-respect and independence a woman has who does not have to ask some man for every penny, but has it given to her as her right, it is the greatest safeguard against extravagance that any man can throw about his womankind. As a matter of fact American men are generally generous to women, but they are very seldom just, and as long as they persist in treating their wives like irresponsible children about money they have no right to complain of their extravagance.

CORA STOWELL.

Knew His Business.

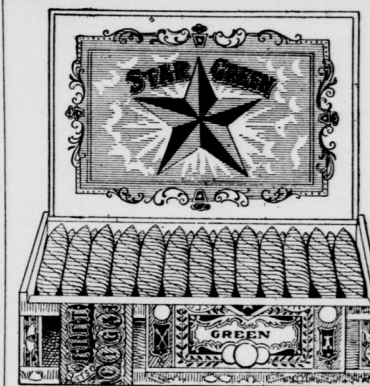
"You say Mrs. Weeks was here during my absence?" said the superintendent of the lunatic asylum to the attendant.

"Yes, sir," was the reply; "she called to see about taking her husband home, but he positively refused to go—said he would rather stay here."

"I thought there was something suspicious about that man," said the superintendent. "He isn't crazy at all."

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E. A. STOWE, EDITOR.

WEDNESDAY, - - - DECEMBER 14, 1898.

LET THE DEAD STAY DEAD.

The recent decision of the Supreme Court of Michigan in the case of the People vs. Frank J. Dettenthaler, holding the so-called anti-color butterine law to be unconstitutional because it was not lawfully passed, brings up again for serious consideration the question whether such laws are necessary for the best interests of the people of this State.

When butterine—or oleomargarine, as it was first called—was invented by Mouries, the French chemist, thirty-one years ago, the article was regarded by some as unclean, unwholesome and pernicious to health, and by many as an interloper in the dairy market. The Commissioner of Internal Revenue of the United States, in his report for the year 1893, on page 179 says:

The most reliable writers in this country on food products and those who have given the subject careful study state that oleomargarine carefully and properly prepared is a healthy article of diet and a healthful substitute for butter and can be furnished at less cost.

Many of the most renowned chemists, both in this country and in Europe, have been called as expert witnesses in butterine cases and their testimony, without exception, has been that, as usually made by manufacturers of good standing, it is cleaner, more wholesome and more nutritious than ordinary butter. The charge of unwholesomeness, therefore, has now been thoroughly exploded.

It must be admitted that the article is yet regarded by some as an interloper in the dairy market. This is due largely to the active opposition of the individuals and corporations who own creameries for the making of butter, and the equally active but often mis-taken opposition of farmers. The motive of the creamery companies is clear. They are working in their own interest. They are working to get rid of a disagreeable competitor and to get a better price for the article they manufacture. With the farmer, however, the case is different. Many farmers are stock raisers as well as buttermakers. Some are neither the one nor the other. It is only the farmers who are engaged exclusively in butter-making who have any interest in excluding butterine. A prominent stock buyer recently said that he could not understand why those farmers who were largely engaged in stock raising should not bitterly oppose anti-butterine laws.

"Why," said he, "were it not for those laws every fat steer which is sold in the market would be worth from \$10 to \$15 more than it is to-day. The oleo oil produced from the fat of a single animal suitable for making butterine weighs from 100 to 200 pounds. Before most of the butterine factories in Illinois shut down, this oleo was worth from 15 to 20 cents per pound. Now it is worth but 5. Anyone who can add two and two can see where the interest of the farmer who raises stock lies."

The interest of our entire State and its people, as a whole, should, however, have far more weight than the interest of any one particular class. Butter is a luxury. During such hard times as we have been passing through, with many people out of employment, we see more clearly than ever before that it is not every one who can afford to have butter made from cream on the table. Farmers who do not make butter themselves, factory employes and other laborers, and, in fact, many of the people of moderate means who live in cities and villages and even in the country and who find it necessary to cut the corners in order to make both ends meet, like to save a few cents per day, a few dimes per week and a few dollars per year by using butterine instead of butter. They know it is clean and wholesome; they know its taste and appearance are such that even the State Chemist of Michigan testifies that he could not distinguish it from butter without a chemical analysis. They know that the harmless coloring matter which is used to give it a rich yellow tint is precisely the same as is used in butter for the same purpose and they know that all legislation against this article of food diminishes the amount manufactured, increases its price and is a tax upon their own pocket-books; that this means smaller payments upon their contracts and mortgages, poorer clothes for their children, harder work for themselves and less of the conveniences and enjoyments of life. All the people of our State who are so situated, and all who have kindly feelings for those who are so situated, should heartily join in opposing any further laws of this kind in Michigan. Judge Dillon, in his celebrated work on Municipal Corporations, in a note in Sec. 141, Fourth Edition, referring to the case of People vs. Powell in the Supreme Court of United States, said:

The record of the conviction of Powell for selling without any deception a nutritious article of food makes one's blood tingle.

The law which was recently declared unconstitutional by our own Supreme Court pretended to be directed only to preventing deception in the manufacture and sale of butterine. Every one knows that this is mere pretense; that under the Federal laws butterine is required to be and is carefully marked; that prominent notices are placed in the store where it is sold; that people ask for butterine, buy it and use it knowing it is butterine and not butter. If the members of our State Legislature are so fearful lest somebody should be deceived, why do they not pass a law against silver plated spoons and forks lest someone should imagine they are solid silver and buy them as such? Why is such a law more necessary in regard to butter than in the case of cloth? Cheap grades of cloth often have the same external finish as high grades. Some grades are so woven as to look like wool when they are largely made of cotton. Why not prohibit imitation

leather? It is well known that paper or pasteboard may be made to closely resemble leather and it is quite possible somebody might be deceived by the imitation. The same is true of brass jewelry which looks like gold or paste which looks like diamonds. In this case the resemblance is not a fraud. There is an established market for such articles; thousands of people can not afford anything better. Even people of considerable means prefer plated spoons and forks; responsible merchants sell these articles for what they are and at a comparatively low price and the resemblance to a high-priced article is a source of satisfaction to the purchaser. Where the law should interfere is in punishing the merchant or dealer who palms off a cheaper article for something else. The same rule prevails in the case of butterine. If a dealer sells it when butter is asked for and receives the price of butter for it, he commits a fraud for which he should be prosecuted.

We have all heard of the English corn laws. They were passed in the interest of the wealthy and titled land owner. Then, as now, England did not raise enough grain to supply her own people. The corn law prohibited the importation of foreign grain. The effect, as anticipated and desired, was to greatly raise the price of grain. This was a benefit to the land owner, because it enabled him to get higher rent from his tenants, but it drove the laborers in the cities and poor people generally almost to the point of starvation. Terrible bread riots, as they were called, occurred in all the large cities before the laws were finally abolished. The only difference between the English corn laws and the anti-butterine law is that the former robbed the poor man of his bread while the latter robs him of his butter. The fact is, this kind of legislation is getting to be a back number. When new discoveries are made, someone is always hurt. Kerosene oil destroyed the business of the tallow candle manufacturer; gas and electricity have cut down the demand for kerosene oil; sewing machines threw seamstresses out of employment; reapers and mowing machines did the same for farm labor; steam and electric power have made havoc with the canal boat, the stage-coach, the demand for horses; and a thousand other things which existed in the early part of this century. Certain individuals have been temporarily injured by these inventions, but, in course of time, matters have satisfactorily adjusted themselves upon the new basis. New avenues of employment have been opened up. Things that were regarded as luxuries have now become common conveniences and almost necessities. It no longer takes a month to go back to "York State" to the bedside of a sick parent. And yet the people who have been temporarily injured by these inventions have always raised a howl of protest. Of all inventions those which tend to cheapen the necessities of life, which add to the comfort of the very poor, which extend to a larger number of people the benefits of good living, are the most valuable to the human race. The discovery that a good, wholesome, nutritious and palatable article of food could be produced directly from beef fat at materially less cost than a similar article had been produced by the tedious process of milking, skimming and churning belongs peculiarly to this highly beneficial class of inventions. It is not an imitation. It is the

same thing produced by a cheaper and more scientific process. The law should not discriminate against it, but, if discriminations are to be made, they should be in its favor. It is often termed "the poor man's butter." It ought not to be required to pay an internal revenue tax, which merely increases its price to the poor man who uses it. Upon this question England, with her corn laws and a hundred other similar experiences behind her, stands to-day upon a higher plane than the United States. With her smaller population she consumes about 225,000,000 pounds of butterine annually, while the annual consumption in our own country is less than 70,000,000 pounds. The general productiveness of our own country is so great that we have not been obliged to give particular attention to the production of cheaper food, but with our immense cattle ranges and facilities for manufacturing butterine if unhampered by adverse laws, a great field lies before us not only in the better living of the poor in our midst, but also in the acquisition of an export trade in this article which will be of great value to our people. As the time has long since passed when it was necessary to defend butterine against the charge of unwholesomeness, so in the onward progress of public opinion it is now becoming a badge of ignorance or of corruption for a member of the Legislature to favor schemes, either direct or indirect, which aim at striking butterine from the list of the valuable food products of the world.

In England, a provident merchant, on leaving Manchester for a holiday with his family, placed a placard just inside the hall door couched in the following language: "To burglars or those intending to burgle: All my plated jewelry and other valuables are in the Safe Deposit Company's vaults. The trunks, cupboards, etc., contain nothing but second-hand clothing and similar matter too bulky to remove, on which you would realize comparatively little. The keys are in the left-hand top drawer of the sideboard—if you doubt my word. You will also find there a check to bearer for £20, which will remunerate you for the loss of time and disappointment. Please wipe your feet on the mat, and don't spill any candle-grease on the carpets."

In London there is a woman, Miss Penman, who has control over more than 500 conductors in the employ of the London Tramways Company. Miss Penman is the only woman in England who occupies the very unique position of superintendent of street railway conductors. She engages all the conductors—500 all told—and the inspectors, receives their reports from day to day, and superintends the numerous details appertaining to the distribution of tickets, the checking of the men's daily returns and the dismissal of men when occasion arises.

It is estimated by Wisconsin lumbermen that this winter's cut will exceed former years by anywhere from 100,000,000 to 150,000,000 feet. The wages that will be paid this winter for chopping are placed at about \$215,000 per month, and from 2,000 to 3,000 more men will in all probability be employed this year in the woods about the head of the lakes than last year.

The boy who hangs up his stocking for Santa Claus is an advocate of expansion.

THE ERA OF ORGANIZATION.

It has not been long since the country was entertained by a discussion of the charge that the United States Senate has undergone a decadence. There are probably not many students of the political history of this Republic who would seriously hesitate to award the palm of intellectual superiority to the Senate of the time of Clay, Calhoun and Webster over the Senate as it is to day; but quite as great a majority would, no doubt, claim the highest rank of all for the statesmen who made the Federal constitution and secured its adoption. Mr. Gladstone, it is said, held that the minds of men generally were more capable some two or three hundred years ago than in his own day. Greene, the eminent English historian, found the Tudors abler rulers than the Stuarts, and the Plantagenets abler than the Tudors. It is doubtful whether recent science, with all its wonderful advance, can find anywhere on the long roll of its representatives a name so illustrious as that of Newton. By universal admission Shakespeare stands pre-eminent among men of letters. Coming now to the realm of philosophy, what more can be said of the greatness of any thinker than this which Emerson says of an ancient Athenian?

Among books, Plato only is entitled to Omar's fanatical compliment to the Koran, when he said: "Burn the libraries; for their value is in this book." These sentences contain the culture of nations; these are the cornerstone of schools; these are the fountain-head of literatures. A discipline it is in logic, arithmetic, taste, symmetry, poetry, language, rhetoric, ontology, morals, or practical wisdom. There was never such range of speculation. Out of Plato came all things that are still written and debated among men of thought. Great havoc makes he among our originalities. We have reached the mountain from which all these drift bowlders were detached. * * * Plato is philosophy, and philosophy Plato—at once the glory and the shame of mankind, since neither Saxon nor Roman have availed to add any idea to his categories. No wife, no children, had he, and the thinkers of all civilized nations are his posterity, and are tinged with his mind.

On the other hand, the spectacle of modern civilization presents so many splendid and beautiful illustrations of the power of mind over matter and seemingly untoward circumstance that one can hardly wonder if a comfortable, well-to-do citizen, in his own beautifully-furnished house, taking a meal composed of edibles which commerce has brought to his door from the four quarters of the earth, and reading the while in his morning paper the news of yesterday and of the greater part of last night, should smile with an air of more or less polite incredulity at the suggestion that he was born some twenty three centuries too late to see the world at its best, or too late, at all events, to enjoy the most intellectual society the world has ever known. But can this comfortable and complacent citizen of the Nineteenth Century meet and refute the distinguished opinions just cited in this article in support of the superiority, in some important respects, of several different eras of the past to the present by a mere reference to the material triumphs, the unparalleled fruitfulness of the application of physical science to the practical arts, in his own time? Certainly the present has its own points of superiority. To the superficial observer these are most evident in its labor-saving and time-saving machinery and in its organiza-

tion both of public and private business. If the critic objects that all these things belong especially to a civilization devoted to physical comfort and material wealth, and that they afford no proof of a higher culture, it may be very properly replied that no previous age was ever more occupied with philanthropic enterprises, and that that genius which has been so unmistakably exhibited in the organization of business in the latter half of this century has been at the same time as conspicuously illustrated in the organization of charity.

If it be added, in the same behalf, that different ages, like different individuals, have their special talents and develop in different directions, to ancient Greece may be awarded the first place, perhaps, in philosophy, in certain forms of literature, in sculpture and in architecture. Italy in the renaissance witnessed a new development in those arts and an advance in painting which probably went far beyond anything ever achieved anywhere in the ancient world. Under a nearly simultaneous impulse dramatic composition reached its highest mark in England. Music, par excellence the art of the modern world, has been furnished with a capital, successively, by Italy, France and Germany; but its domain is as wide as the whole expanse of modern civilization, and it is equally at home in the stately mansions of the rich and in the simple cottages of the poor. Again, in the pursuit of the physical sciences the most highly-cultivated nations of the ancient world had hardly advanced a step beyond a narrow field of unconnected observation and vague conjecture. Europe, even in those later centuries which Mr. Gladstone regarded as intellectually superior to the present, had advanced but little further, and the distance from Aristotle to Bacon—measured by any standard of actual scientific attainment—is not so great as the distance from Bacon to any representative scientist of the present day. Moreover, this modern science is not exclusively devoted to utilitarian purposes, and does not necessarily inspire a heartless, hopeless, materialistic philosophy, but it has so brought to light the unity of nature and the universality of law that now, more clearly than ever before, all creation is seen to be one consistent whole—something with no unrelated parts.

At this point, however, the argument shifts again. The opinions quoted at the outset in this article may be regarded as tending to support the view of those who hold that modern conditions are not favorable to the development of individual genius of the highest order, rather than any contention that the total intellectual power of the civilized world is less to-day than it was in any other century, or bygone era of whatever length. Indeed, the criticism thus modified is not unusual. It is often said that, while, in respect to learning and ability, "the general level" is high in the present age, the number of those who attain a commanding eminence is comparatively small. Various explanations might be offered for this fact, if one may call it a fact, and the real reason is not, perhaps, the same in every department of intellectual endeavor. It is easy enough, for example, to indicate the causes which have established the reign of mediocrity in politics. But there is, perhaps, some more prevalent cause, some explanation that is susceptible of a wider application than that which accounts for the

suppression of genius and learning in the sphere of government. It has been already remarked that the present age has developed an unparalleled capacity for organization—political, industrial and commercial organization. In no other age have men so highly appreciated the power of associated effort. Two men working together can accomplish more than twice as much as one. Associated effort is attended not only by an increase of power, but also by a relatively diminished expenditure. Three or four small companies united in one need only one general staff, and the cost of advertising is no greater for the combination than it formerly was for one of the single companies which have gone into it. Individual capitalists have discovered in this expedient an escape from the risk and confusion incident to competition. The plan works so well, indeed, that legislation of the most stringent sort has been so far unable to check the formation of combinations "in restraint of trade." But individualism pays for all this saving and increase. The small trader is driven out of the market, and he becomes a part of a machine. And this is the general tendency. Let it be granted that these giant combinations pay fair wages; for the sake of argument, let it be admitted that no more men are thrown out of employment under the new system than were thrown out in the old; still the common effect is to crush out individuality and independence. Extend the operation of this rule to other spheres of life, note its reaction upon character everywhere, and you will have, perhaps, at least a partial explanation for the comparatively infrequent appearance of great men in the present age.

Recently an eminent physician gave utterance to the opinion that appendicitis is more common in this country than in others because of the Yankee custom that men have—and men are more frequently sufferers from the disease than women—of habitually sitting with one leg thrown over the other. This habit, the physician was quoted as saying, restricts the action of the digestive apparatus, and especially of the lower intestine, and causes stagnation of the contents and the stretching open of the vermiform appendix, making it possible for obstructions to reach the latter, and thus giving rise to appendicitis. There is no other disease, if we may judge from the attention given to it by current publications, in which the general public takes so much interest in as this one, which is comparatively new to medical practice. Probably much of the popular interest is due to the fact that only within a few years what may be called the literature of appendicitis has reached the reading community.

As long ago as the Harrison administration the Board of Geographic Names decided that "Puerto Rico" was the proper spelling of the name of the island, but the Government printing office never learned of the decision, or disregarded it, and always printed it "Porto Rico." General Miles made it Puerto in his report, and when it came back Porto in the proofs he changed it to Puerto. Again it came back Porto in the revised proofs, but the General insisted on Puerto. The Postoffice Department spells it Porto, as do most of the newspapers of the country. The Board of Geographic Names makes the name of the Cuban capital "Habana."

COPPER SPECULATION.

There are about twenty copper companies whose shares form the basis for speculation, these having a capital in the aggregate of less than \$18,000,000. The market value of these shares, judging by stock quotations, is not far from \$175,000,000. This last sum represents enormous gains that have been made within the last twelve months—gains amounting in the aggregate to \$30,000,000 or \$40,000,000.

To go back a few years, the market value of the copper stocks in 1891 was about \$50,000,000, hence it may be said that in the last seven years these values have advanced by more than 200 per cent. This advance has been made in spite of the fact that for the last three years only about eight have paid any dividends. It is hoped that the rest will thus pleasingly recompense their shareholders, but there is as yet no positive assurance that such will be the case. The price of copper is tolerably high, say 13 cents a pound, and its tendency appears to be rather upward than downward. But its price has been higher within the last few years than it is at the present time, and yet with this advanced price a good many copper companies that are now selling as future dividend payers did not earn enough money to meet their expenses and leave a surplus over for division among their shareholders.

There is a hope, however, that they will do so in the future, and upon this the speculative value of the stock rests, a hope which has this much of fact to base upon, that the expenses of mining are possibly relatively less than they were years ago, and, furthermore, in view of the enormous use found for copper, it does not seem to be now possible, as it once was, to easily depress the market by throwing upon it a considerable extra quantity of metal. Still, an advance such as that which has taken place in copper shares is not one of sufficient firmness to be confidently depended upon, and hence those who indulge in copper share speculations should constantly bear in mind that they are, in many instances, skating over exceedingly thin ice.

The American merchant flag as well as the war flag promises to ride supreme in the Pacific. Before the war began, and before we gained a foothold in the Philippines, our mercantile marine in the great Western sea was stronger, relatively, than in the Atlantic. It is to be increased now by the two largest steamships which have ever floated on Pacific waters. They are to be built for the Pacific Mail Line, several of whose vessels are now in the service of the Government. American commerce will soon justify this outlay, and Admiral Dewey's guns and men will provide all the protection that is needed.

It is said that if the Canadian authorities oblige the power company to develop power on that side of the falls, and there is no call for it there, it will be cabled across to this side. As this form of energy has been declared to be "raw material" it can be brought to the United States free of duty.

The progressive citizen is a force that pushes things along. The mossback is a brake that is applied to the wagon wheels when progress is trying to roll the carriage up a hill.

A man loaded with worthless opinions feels that he is called upon to give them to the public.

Fruits and Produce.

How Sugar Beets are Grown, Harvested and Turned Into Sugar.

In growing sugar beets to supply a sugar factory the farmer strives to raise beets containing as few impurities and as large a percentage of sugar as possible. These qualities depend largely on the physical properties of the soil, moisture and temperature during the growing season, which is confined principally to the months of June, July and August. As to temperature for raising beets, 70 degrees F. is the standard. The sugar beet requires less moisture than do other farm products, for it sends its tap-root down as far as twelve or thirteen feet into the soil. Owing to this peculiarity sugar beets can be raised successfully in some parts of the country without rain or irrigation; this is the case with nearly all beets grown in California, where the soil is moist. The roots can also be grown by irrigation in the arid regions of Colorado, Utah, Montana and other states.

Rents paid for land devoted to raising sugar beets vary according to locality. Some owners receive from \$5 to \$7 cash per acre. In California and New Mexico the price ranges from \$8 to \$20, and sometimes an agreement is made to pay a portion of the crop as rent, say one-fifth or one quarter of the crop. The presence of a sugar beet factory in a district enhances the value of the land, and as a rule higher rent is paid for land devoted to sugar beet culture than if the same acreage were to be used for ordinary farming purposes. W. C. Waters, manager of the Watsonville factory, in Santa Cruz county, Cal., says that rents there vary from \$8 to \$20 per acre, and that the factory at Watsonville has 10,000 acres, averaging \$10.50. Mr. Waters further states that "sugar beets double the price of rents."

Special implements or drills are used for sowing sugar beet seed. The planting, cultivating and harvesting implements are known as a "full set of tools," and marked improvements have been made in these in the last few years over the old styles used in Europe. Some of the implements have special arrangements for sowing seeds in ridges, and others for planting them on level ground—the latter being the usual custom in the United States. From fifteen to twenty pounds of seed is planted to the acre, in rows fourteen to eighteen inches apart, and the plants stand six to eight inches apart in the rows. Some soils require closer planting.

At the proper time, before the plants are too far advanced, the process of "bunching" takes place, which consists in cutting out superfluous plants, leaving bunches at intervals of six to ten inches. Then comes the thinning process, which is the most laborious task in raising sugar beets. All but the most thrifty plant in each bunch are by this process pulled out, in order that the remaining root may receive the full strength of the soil.

The utmost care has to be exercised in cultivating sugar beets. The time of harvesting is governed by the time of the ripening of the beets, which is indicated by the leaves turning yellow. If at this stage there is danger of excessive rain, the beets have to be harvested and placed in "silos" to prevent their putting forth new leaves and growing larger. Without this precaution whole crops have been rendered unfit for the factory.

In rainy localities beets are hauled immediately to the factory, but if this can not be done, they are placed in long piles, about three feet wide and three or four feet high, tapering at the top. The piles are then covered with dirt six inches deep, occasional openings being left in the top of the piles for ventilation, to prevent fermentation. This process is called "silaging" and the piles are known as "silos." Beets preserved in this way keep in good condition for several months, thus enabling the factories to be run long after the harvest season in September or October.

In harvesting sugar beets a special plow is used that breaks the beet from

the tap-root. The beet is then lifted from its bed by hand and subjected to the "topping" process, which consists in cutting off the top where it has projected above ground. Most factories have arrangements for quickly handling the beets.

The process of extracting sugar from the beets is quite complicated. The roots are thrown into hoppers, through the bottom of which they are fed into flumes, and there thoroughly cleansed with water. A big wheel scoops the beets from the flume into a washer, and then shredding machines cut the roots into shreds, known as "cassettes," about the size of the old-fashioned noodle. The shreds are weighed, and then placed in a juice extractor; the juice is mixed with lime, to precipitate impurities, boiled and strained. The evaporators, the "strike pan" (where the syrup is again boiled), whirling copper pans to turn the thick mass into crystal sugar and the dryer complete the process.

After the juice is extracted from the beet there remains a pulp which is useful as food for animals. It is used extensively for this purpose in Europe and is becoming more and more popular in this country. It is said to be good for cattle, sheep and dairy feeding, and a number of dairies have been started in connection with the beet sugar industry in the United States. This pulp has remarkable keeping properties. In a single instance a quantity left in an open field was found to be good at the end of three years. The pulp brings from 10 to 50 cents a ton, according to the demand. Some factories have given it away to introduce its good qualities.

Another by product of the sugar beet is molasses. The amount of this depends on the purity of the beet and the process employed to extract the sugar. It is not fit for domestic use, since it contains many impurities. Experiments are being made to reduce the residue of molasses, or to turn it to account, and thus lessen the cost of production by recovering instead of wasting sugar contained in this molasses. It is claimed that a process in which alcohol is used would largely eliminate the loss, but to make this method profitable the alcohol would have to be recovered by distillation, so as to be used repeatedly. But the internal revenue laws prevent this distillation, and factories could not afford to become distillers and pay the required license.

Growing Fancy Pineapples in Florida.

While Florida is not the natural home of the pineapple its culture there has been brought to the greatest development. It is one of the few fruits which have been improved by intense cultivation, a process which usually increases size at the expense of flavor.

The only certain method of producing pineapples is to shed the fields, that is, convert the pineries into immense greenhouses, which prevent the temperature falling below a given point. Large corporations are doing this successfully and producing fancy fruit which sells at extremely high prices. The pineries at Orlando are the best known to Northern markets, and from them comes the finest fruit grown. There are some plantations in the Bahamas which produce nearly as satisfactory pines, but they are not as large and the flavor is hardly as good.

The principal varieties are the red, the Abbaka and the smooth Cayenne. All are excellent fruit, but the latter is the best representative of the genus grown. Specimens have been sent to this city fifteen to sixteen inches high, not counting the tuft of leaves at the top, and fully six inches in diameter. The finest and ripest bring as high as \$1.50 each sometimes, and 75¢@\$1 by the case of eleven or twelve. They are a firm and very highly flavored fruit.

Where the wages of sin is death, there is no striking for an increase.

The good die young; the bad always outlive their usefulness.

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.

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

ST. LOUIS, MO.



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.

We Are in the Market

To buy or sell Beans, Apples, Potatoes, Onions, Honey, 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.

Inattention an Inexcusable Fault in a Salesperson.

Written for the TRADESMAN.

A gentleman suffering from a serious malady was induced by a friend to consult an eminent specialist, Dr. H. On meeting him afterward the friend enquired as to his health and the success of the treatment and added, "What did you think of Dr. H.?"

The patient replied that the treatment seemed very beneficial. "What impressed me in Dr. H.," he continued, "as superior to most physicians I have known was the perfect attention he gave me. It was a busy day with him when I first went to his office—I had to wait my turn and there were others waiting when I came away—but he did not hurry me. If he had been recently graduated and I had been his anxiously-expected first patient he could not have seemed more interested in my case. He listened to all I had to say and enquired carefully about every symptom—there was no air of 'I wish you'd get through so I can attend to those other people.' And the next time I went he remembered all I had told him. This was, to say the least, very pleasant. It seems to me that one secret of Dr. H.'s success is the careful, unburied attention he gives his patients."

In the business of selling goods it pays to give the customer undivided attention. Not only should there be no haste in bringing the buyer to a decision, but he should not be allowed to get the impression that the salesman would a little prefer doing something else just then to showing him goods. On the contrary, let him be made to feel that there is nothing in the world so satisfactory as attending to his particular wants.

Indifference is a sad shortcoming in any salesperson. It is the besetting sin of boy clerks, girls working for low wages, and the inefficient and incapable generally. But there is also a failing to which the capable and responsible are especially liable: It is a sort of abstraction of mind, a little lack of perfect attention to the customer. The proprietor himself is perhaps as apt as anyone to fall into this habit. He has a great many things on his mind. Some important question must be decided in a few hours, perhaps in a few moments. But it is best to put all such things aside for the time being, otherwise the merchant's mind will wander off to these matters and now and then a remark of the customer will fall upon unheeding ears. The purchases are then likely to be completed rather hastily and some of the less important articles omitted. The customer leaves. There has been no real rudeness and perhaps he does not feel that he has any cause for complaint, yet he does not carry away the pleasant feeling that he would if the merchant's wits had not been woolgathering.

It is highly desirable to be able to greet the customer by name when he enters; also if his tastes and peculiarities as manifested in previous purchases are remembered it shows that some interest has been taken in his individual case. Then if attention is only given to what he says! There is no more subtle flattery than appreciative listening, where no remark or tone or gesture passes unnoticed; yet it is so delicate that it never offends, as do the more fulsome forms of adulation.

It is really a compliment to a store whenever a customer enters. It is virtually saying that the stock is in some

way superior to that offered by competing establishments, or the service better, or the prices are lower. It is only fair to return the compliment by giving the customer the best possible treatment.

QUILLO.

Growing Oranges in Louisiana.

From the New Orleans Picayune.

A branch of agriculture which is claiming much attention from the farmers and others in St. Bernard, and which promises to reach a state of high development in the next few years, is orange culture. Heretofore orange growing was scarcely prosecuted by the tillers of the soil, whose time was entirely taken up with the cultivation of other farm products, but some of the large planters and property holders, while attending to their business occupations, raised orange orchards, mostly for their private use. Here and there an orange grower would be found who would dispose of his crop to the wholesale or retail dealer, when the market price tempted him.

But the snowstorm of February, 1895, sounded the death knell of the orange trees, which represented years of careful nursing and unsparing labor. Only one orchard survived the severe weather of that year, but not without damage, and this year it presents one of the most beautiful scenes one could wish to see. Since the storm and up to a few months ago, orange growing in the parish was on the wane, everybody regarding it as an uncertain and hazardous undertaking, whose fate would be again settled by the first severe cold weather like that of '95.

Yet, several farmers, learning of new budding stock, ventured to raise orange trees immediately after that memorable storm, and to-day they boast of small orchards, although in their primitive state. It is evident that the success achieved by these venturesome farmers is responsible for the renewed interest now shown in orange raising throughout the parish, and the fact that many are preparing to lay out young trees by the thousands is proof sufficient that the industry is being revived and is destined to become an important factor in the agricultural resources of St. Bernard.

The established merit of the trifoliate as a budding stock is being recognized by the orange growers, for those who have experimented with it pronounce it a success and superior to other stocks, in that it can endure cold more readily and without evil effects. This virtue of the trifoliate is a most valuable one, and will encourage farmers to raise orange orchards in conjunction with other crops. Expert growers say that trees budded on trifoliate stock do not grow as tall or as large as those budded on other stock, but what is lost in height and width is gained in the number of trees that can be planted in one acre. Then the picking is facilitated by the small size of the trees. Farmers have learned the importance and necessity of diversifying their crops in recent years, and now that they find they can plant orange trees without great risk, it is not surprising to see them branch out in orange growing, which will bring them sure and good revenues after very few years.

A Wide Acquaintance.

"That old pagan precept, 'Know thyself,'" said the shoe clerk boarder, "is not half bad, as a bit of advice."
"Especially for a fat man," said the Cheerful Idiot.
"And why for a fat man any more than a thin?"
"It gives him a wide acquaintance."

Canadian Holiday Excursion.

On Dec. 16, 17 and 18 the Michigan Central will sell excursion tickets to nearly all points in Canada at one fare for the round trip. Good to return, leaving destination not later than January 7, 1899.

W. C. BLAKE,
City Ticket Agent.

The man who parts from the right is reasonably sure to get left.

WANTED

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

N. WOHLFELDER & CO.,

WHOLESALE GROCERS

399-401-403 HIGH STREET EAST, DETROIT, MICH.

ORANGES

Buy only
the best.

They
are the Mexicans. Full assortment of sizes always on hand.

MAYNARD & REED,

54 South Ionia Street, Grand Rapids, 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.

6 MOST POPULAR
ROASTED COFFEES
ON THE
MARKET

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.



URACOA
HARM JAVA
ROWN MIXED
REOLE JAVA AND
ARABIAN MOCHA

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.



Pure

We are so positive that our

Spices and Queen Flake Baking Powder are
pure that we offer One Hundred Dollars for every
ounce of adulteration found in a package of our
goods Manufactured and sold only by

Northrop, Robertson & Carrier, Lansing, Mich.

GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, Dec. 10.—The markets here are all active in a retail way, and to see the struggle to get near the bargain counter is enough to strike terror to the stoutest heart. Jobbers in some cases report that they are working overtime almost every night and the demand comes from all sections.

In the coffee market about the only words which describe the situation are quiet, but with steady prices. The condition of affairs is not especially gratifying to distributors, nor do they see that the future offers any relief. Orders, both from city and out-of-town dealers, are of a character indicating that only sufficient purchases are being made to tide the buyers over from day to day. Holders, however, display no special anxiety to make sales and positively refuse to make any concession. Invoice trading, as well as that on the street, has been quiet. Rio No. 7 is worth 6½c. In store and afloat there are 1,066,027 bags, against 1,027,910 bags at the same time last year. For mild grades the enquiry is of the most limited character, all hands seemingly having agreed to wait until the turn of the year before doing any business. Good Cucuta coffee is worth 8½c. East India growths are dull. Padang, 24½@26½@28@32c, the latter for fancy. Mocha, 17½@21c.

At the moment the tea market has been galvanized into some semblance of activity. Some very good orders have come to hand and values have been fairly well maintained. No single sale of large quantity was reported, but they came with satisfactory frequency. Invoice trading is dull; in fact, nothing is doing.

The week has passed with hardly a ripple of excitement relating to the sugar war. The demand has been slow for refined, both with refiners and jobbers. The latter are striving to reduce stocks as much as may be and there seems no immediate prospect of any advance; in fact, nearly all soft grades have been shaded at least 1-16c. Granulated is listed at 5¼c.

The rice market is firm. Fancy grades have been mostly sought for and are closely sold up, full values being reported all around. Grades other than choice are not moving with the same degree of freedom and there is room for improvement, but the situation is not at all discouraging for the holders. Stocks are not large. Foreign rice is in fair request at full figures. It is a good time to buy, if signs count for anything. Prime to choice domestic rice is worth 5½@6½c; head rice, 6¼@7c; Japan, 5½c; Patna, 5½@5¾c.

Save for pepper the spice market has been very quiet and even this article has ceased to be as much in evidence as it was last week or for the month previously. No changes have taken place in prevailing quotations.

Molasses grades that are desirable are moving freely and, as receipts have been light, prices have been shoved up to about top notch, some open kettle bringing as high as 32c and even more; varieties not up to standard are not so much sought after, but the market, upon the whole, exhibits a good degree of strength. Syrups are steady and are fetching full value.

Canned goods jobbers have been doing an excellent business in all sorts of canned goods and the year promises to close showing the market in better condition than for years. New York State corn has attracted much attention lately and, although the pack was large, the market here is well in hand, and in the State packers generally have disposed of their stocks very closely. Corn, tomatoes and string beans are the three staples which attract most attention and higher prices seem inevitable, with many months to elapse before new goods come.

Dried fruits are very active and, when the holiday trade is over, the market will show a big reduction in stocks on hand. Jobbers have been very busy

filling orders and prices are firm all along the line for both foreign and acific coast goods, as well as the "homlier" domestic apples, berries, etc. Evaporated apples of desirable grades are very firmly held at 9½@10c.

Apples are in light receipt, but the demand is not especially active, as quotations are too high to admit of free consumption. Greenings range from \$4@4.50; Baldwins, \$3.25@4.50. Cranberries, Cape Cod, \$5.50@7.50. Grapes are quiet, with supplies not very large. Lemons have been little sought for and prices sag. The range for Sicily lemons is from \$2.60@3.75, as to size and quality. Oranges are firm and selling from \$3.25@4 for Florida russets, as to size; brights, \$3.50@5; California navels, \$3@4.25.

Fancy fresh creamery butter is quotable at about 20c as top price. The feeling is a firm one and yet there is no special activity observable. For firsts, 18@19c; seconds, 16@17c; thirds, 14½@15½c; June extras, 18½@19c; finest imitation creamery, Western, 16½@17½c; firsts, 14½@15½c. Western factory meets with light enquiry and fetches from 13@15c, as to quality.

Western fresh gathered eggs are worth 24@25c. Desirable stock is eagerly sought for, but off grades not in special demand.

Little change has taken place in the cheese market and the demand is only of an every-day character. Large size, full cream is worth 10c for fancy and small size a half-cent more.

Will Arbuckle Go to the Retail Trade?

It seems to be the opinion of conservative members of the grocery trade that Arbuckle Bros.' methods of selling package sugar in New England are likely to result in the Arbuckles selling retailers almost exclusively all over the country. As was recently told, the wholesale grocers of New England refused to handle the Arbuckle package sugar, and the packers promptly started to sell the retail trade direct, which they are still doing in that territory.

Several years ago, when Arbuckle Bros. introduced their package coffee, they did it through the retailer, thus forcing the jobber to handle the coffee also. As soon as the demand was well in hand, the Arbuckles stopped selling the retailer and dealt with the jobber only.

It is believed that unless the jobbers keep in line on package sugar pretty well, Arbuckle Bros. will follow the same course with that. They have had relations with nearly all the best retailers in the country, and could easily resume them. It is a very difficult thing to operate one scheme in one part of the country and another exactly the opposite in other sections. For this reason it is scarcely believed that Arbuckle Bros. will long be able to sell retailers exclusively in the New England States and wholesalers exclusively in the balance of the country.

If the Arbuckles decide to sell the retail trade, they will probably give the retail grocer 1/16 of the 3/16 rebate now allowed the jobber.

Gambler and Dealer in Phenacetine.

According to the Toronto Star, Geo. F. Foster, a young man well known around that town, who ran a gambling room in a downtown business block, has disappeared, leaving the firm of Jones & Co. out of pocket some \$200 for a draft which they cashed and also leaving a number of small debts among his acquaintances about town. It is stated that Foster was in the habit of purchasing phenacetine and running it across the line at Detroit by aid of the Pullman car porters and finally disposing of it in New York City. He thus escaped the payment of the duty and of the royalty as well and was enabled to sell it at 50 per cent. profit. Some six months since, one of these porters was arrested and incarcerated on the charge of smuggling. He believed that Foster was responsible for his detection and swore revenge, and it is hinted that Foster's sudden disappearance was due to fear of this negro, who has just been released from prison.

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.

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.

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."

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.



STORE FREAKS.

Customers Which the Grocer Can Dispense With.

Stroller in Grocery World.

"A grocer runs up against some queer people in the course of his experience," said an old retailer to me the other day.

This retailer, by the way, is a very entertaining old character. He is 68 years old, and has been in the grocery business for forty-five years. He is a man whose eyes are always open, and he has a good many interesting reminiscences tucked away under his old bald head. But it isn't very often that I can get him to unlimber.

"I used to sell to an old maid we called 'Short weight Maria,'" began the old grocer. "She had a crazy idea that everybody she bought goods of was watching their chance to give her short weight or measure. Everything she got of me she took home and religiously weighed it on her own scales. She said so to herself. And if it was a hair under weight, she'd bring it back and give the clerk that sold it to her such a laying out as you never heard. 'Wanted to cheat a poor old woman out of her money's worth,' and all that sort of talk."

"We got the best of her once, though," he went on. "She used to buy lots of dried beef of me. She was very fond of it and almost lived on it. One day she came in and bought a quarter of a pound, taking it home with her. One of the clerks waited on her. About half an hour after she came running back in great excitement and demanded that the beef be weighed. I weighed it myself and found it was half an ounce short. Old Maria pointed out the clerk who sold it, and I called him over and showed him the short weight, while the old lady stood back with a triumphant smirk on her face."

"While I was telling him, I noticed the clerk smiling, and I wondered why. When I had gotten through—and I hauled him over pretty well, for I was vexed that the old woman seemed to have it on us at last—the clerk said:

"That beef is short weight because Miss Jackson eat a lot of it after I weighed it, before I wrapped it up."

"The old lady got very red in the face, but she didn't say a word. That was the last time she ever bought anything of me and I was glad of it, because she was a nuisance. Why, I've known her to come back with a pound of crackers that took the scales down just so they were evenly poised. You know what I mean—just on the balance. She thought the scale ought to drop all the way down, and I had to give her one more cracker to get her out of the store."

"Another nuisance I used to sell was a preacher. He was a clever fellow, but I've always said he was a thief, and I say so yet. This fellow would always insist on one of the younger clerks waiting on him, and I couldn't understand it, except on the ground that he liked the boy and thought he'd make him feel good by showing preference for him."

"But one day I saw why this old

snoozer had a boy wait on him. I happened to see the boy measure out a quart of lima beans one day, while the preacher stood over him.

"The boy piled the quart measure up as high as he could, and emptied the beans in a basket. The preacher leaned down, grabbed up a big handful of beans and added them to the quart already in his basket."

"The Lord loveth a cheerful giver, my boy," he said in a fatherly tone to the boy, who didn't pay any attention. I learned afterward that he was used to it and was afraid to say anything.

"I didn't interfere just then, because I didn't know but what it might be an isolated case. It was a small matter, anyhow. But the next time the preacher came in the store I went up to him myself."

"What can I get you, Dominie?" I asked.

"Why, thank you," said the preacher, politely, "I'll wait until James is through, I guess. He usually attends to me very nicely."

"Darned nicely," I thought to myself. James was the boy who always waited on him."

"I didn't say anything, but laid out to see how things turned out this trip. The boy got through with his other customer pretty soon and I heard the preacher ask for half a peck of sweet potatoes. Fortunately, the basket was where I could see it from the end of the counter."

"The half peck was measured out and the boy gave heaped up measure. After the measure was emptied in the basket, the preacher leaned over, just as he had done before, picked up three great big potatoes and tossed them in his basket."

"The Lord loveth a cheer—" he got just about that far when I stopped him. I was hot."

"But he doesn't love a thief!" I said. I oughtn't to have said it, but I hadn't much use for the fellow, anyhow, for some other things he'd done. And it was thieving, all the same."

"The preacher got very hot and threatened to have me arrested. He put on a brassy front and walked out, but he never did anything. I'd have made it too warm for him. And he never came in my store again, either. The boy told me afterward that he'd done that trick every time, and every time he did it he used that gag about the Lord loving a cheerful giver. I calculate I lost lots of money through that fellow."

The old grocer looked at his watch. "Don't stop!" I said. "It does you good to let your wheels run on like this once in a while."

He smiled and went on. "Well, there was one more freak I remember," he said. "He was a fellow who hadn't much education, but he prided himself on having picked up all he knew himself. I gave him credit for it, too. He got sort of crazy over the microscope. Poured over books about it at night, and he got to know lots about examining bugs and things, people said."

"This fellow got a funny idea that the food he ate was impure. I don't

know whether he thought the grocer was knowingly giving him adulterated things or not, but he acted as if he did. He dealt with me, and he used to take little bits of everything he bought and look at them under his microscope. He found something to kick over in almost all of them. He came down one day and swore that the vinegar I'd sold him was swarming with little bugs. I got quite worried over it, until I found out that they ought to be in there—were really part of the vinegar."

"And that's the way he worried me. Almost every day he used to come down to the store and kick. This was impure, or that was, or the other. I was trying to sell good stuff and it sort of

made me hot under the collar. So I told him one day to clear out—I didn't want anything more to do with him and never wanted to sell him another dollar's worth. He left me, and the next grocer he went to took him by the scruff of the neck and shot him out the door when he went there one day to tell him some cheese was bad. I believe that ended the microscope business."

"Yes," finished the old grocer, "in cases like that I believe in getting rid of these freaks as soon as you can. They're a nuisance, and they worry you. They ain't worth the sleep they cost you."

And, on the whole, I believe he's right

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.

Lawrence & Matheson

Packers of

P. & B. OYSTERS

Jobbers of

Foreign Fruits, Nuts, Dates, etc.

For Christmas we shall have a car of fancy Navel Oranges—"Liberty Bell" brand—and we are assured that the fruit will be finely colored and first class. We guarantee our prices and solicit your orders.

127 Louis Street, Grand Rapids.

**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.

Shoes and Leather

Women's Neglectfulness of the Appearance of Their Feet.

I recently clipped the following article from the Buffalo Express:

A shoe was sent to the cobbler's the other day to have the heel straightened. It was a woman's shoe, and as the cobbler turned it over a customer looking on laughed and said, "Just like all the rest of its class, run down and uncared for," then shrugged his shoulders and walked away. The customer's manner and words aroused the curiosity of a woman who was standing near, and also rather irritated her, so she asked their meaning. "Why, there is nothing strange about it," he said. "It is an open secret that women's shoes never look as if they had any attention. Two weeks after they leave the shoe store they look half worn out. Now, see this one; it doesn't look as if it had seen a brush or polish for six weeks and I would not be surprised if it had not; women rarely polish their boots—it cracks the leather, they will tell you if you mention it. See how the heel is worn down on one side, and the point of the toe is bent and wrinkled, and the shoe from end to end looks as if it hadn't a friend in the world, although it has not seen much wear, for the stamp is not worn off the sole yet. It's a fact women are more careless about their footwear than any other part of their apparel. Some day when you think of it, watch the women on the street to see if it is not a fact. Their gowns will be stylish and in perfect repair; their bonnets, gloves, veils and all the other details will be faultless, but when they lift their skirts to cross a dirty pavement you will see their shoes are lusterless and present a neglected appearance, if they are not positively shabby.

"It is hard to find a reason for it, for generally women are particular enough when they buy their shoes, and you generally hear them say how much they like to see new shoes. The way they walk back and forth before the mirror in the store admiring the shapely appearance of their neatly shod foot proves that, but why they don't take a little pains to preserve that neat appearance no one has yet found out. A man wants his boots polished every morning. A woman does not seem to care if hers never see a brush for a month at a time. It's my opinion the majority of them do not." And the man left the shop before the woman had time to defend her sex, or to decide whether defense were possible.

I read it to Mr. Laster and he wasn't three seconds in sizing up that thing.

"Why," he said, "that's easy enough. I've always said that if women wore pants they would be a good deal more particular about their shoes than they are now. You see, the fact is, a woman can't see her feet more than once or twice a day and then she only sees a pair of toes peeping out when she sits down and crosses her feet as most women do. The toe of a woman's shoe always looks the best anyway and she doesn't realize how they look to other people. Then, again, most women are naturally economical spendthrifts. What I mean by that is, they like to economize and brag about it, but really whatever they want in the way of dress they must have in some shape. If they can't have sealskin they will compromise on seal plush. If they need a bonnet or a nice warm hood, but can't afford both, they will buy the bonnet. But that isn't what I mean to lead up to. Women economize on shoes on the principle of the ostrich who hid his head and thought that nobody could see him. They wear shabby shoes and depend on their skirts to hide them from the unfeeling world. The skirts do the best that they can, but it is just as the Buffalo Express lady has said, most women take less care of their shoes than of any other article of wear."

"But they buy more shoes, in proportion, than men do," I remarked.

"Of course they do," replied Mr. Laster, and why shouldn't they? Look at

the material that women's shoes are made of and compare it with the stock that goes into men's shoes. Of course, men are mostly of heavier weight and have larger feet, and their work is supposed to be of a nature that demands the hardest sort of service, but it doesn't always follow. Take a big, solid girl, working as a saleswoman in a store, and take a light-weight young fellow, working in the same store. Their weight is about the same. The wear that they give their shoes is practically of the same sort, and yet the man wears a solid piece of calf, with several ounces of heel and a sole quarter of an inch thick, while the girl wears kid, almost as thin as that which is in her gloves, a tiny heel, and a sole about as thick as an average piece of pasteboard.

"It is no wonder that that sort of stuff won't keep the new on very long, and if there is one thing more than another that most women hate in connection with their footwear, it is the superficial, uneven, self-evident polish which an amateur application of liquid shoe polish gives to a half-worn shoe. As I heard a little lady say the other day, right here in the store, 'I do hate to begin using polish. When one begins one is obliged to keep it up every day, or the shoes look worse than ever, so I get along without putting anything on my shoes, until they are so shabby that I am actually ashamed of them.' That's a big part of the secret, and the petticoats are the key to the rest of it.

"But to continue," said the old gentleman to me, "I just long once in a while to see a good, sensible woman with a sensible pair of shoes on her feet. It was only yesterday that a woman almost six feet tall, and weighing 175 pounds if she weighed anything, came in with a foot on her fully No. 6 and better than EE wide, and she wouldn't have anything but a kid shoe with a turn sole. Not a hand-sewed welt, you understand, but a light turn. Said that heavy shoes made her feet so tired that she couldn't stand it. Of course, I couldn't tell her that what she said was all rot, that wouldn't do, and so I took off her old 5½ pointed-toed kid, all run over on the heel and bulging out on both sides of the ball, and put on another just like it. Had to do it, because I'm in this business to make a living selling shoes, and not to be martyred in the cause of a reform.

"She said that she came to me because she had heard that we sold good wearing shoes. Said that the ones I took off hadn't worn a bit good. It was no wonder.

"It is a good deal worse than it used to be. When I went into business there were a good many fine calf and pebble goat shoes worn. They were nice and shapely, too. I always liked pebble goat. The fine ones and some of the calf goods seemed perfect, particularly in the laced shoes. Now you won't find a calf or pebble goat shoe for women in a single store that has been going less than ten years. Some of the old-timers may have a few pairs acting as stock-keepers, but there are none nowadays. I mean the sort that were made for good people to wear and cost from \$2.50 to \$3.50. The cheap processes of making soft kid are responsible for the change, I think.

"Sometimes English women come in here with shoes made on the other side, and I tell you they are the sort that our women ought to wear. Solid soles, wide and easy, good insoles, broad toes, and with stock in the uppers that will almost turn water. A good many of them are hand-made and are as handsome as any woman need to wear. Laced shoes for the most part are just the sort that our women ought to wear, but they won't, and I guess women are about the same the world over, for I have noticed that these same English ladies, when they have been over here a little while, stop asking for solid shoes and are just as much victims to the light-weight shoe habit as any that we have on this side of the water. It seems to go with the climate.

"I don't suppose you ever made a study of the number of women who have chilblains in the North during the win-

ter months? Well, it is astonishing. I took pains last winter to ask twenty women, young and old, whom I knew familiarly enough to ask such a question (and then a shoe dealer is a sort of Father Confessor, anyway, of foot troubles) and do you know, out of the twenty that I asked thirteen were troubled more or less with chilblains. They were not poor women either, with their feet half out of their shoes and obliged to suffer, but well-to-do people, who wore silk stockings and turned soles, and always asked for the lightest weight of rubbers or overshoes. And that is the whole story—rich women with feet poorly protected from the cold.

"How many men, young or old, do you find nowadays who are even decently well off who know what chilblains are? You'll very seldom find one, but if you investigate you will be surprised to find the number of women who suffer in that way.

"Incidentally I might mention that

the best cure for chilblains that I know of is to soak the feet in the water in which potatoes have been boiled. We shoe dealers, you know, have to have a lot of such remedies at our command, for it is nice to have relief to offer for the afflicted, whether the suffering comes from corns, callouses, ingrowing toenails, chilblains or interfering."

As the old gentleman seems to have had enough to say for one "Glimpse," I won't add any comment of my own at all, except that "Them's my sentiments, too."—I. Fitem in Boots and Shoes Weekly.

How It Happened.

"What time is it?"

"Haven't you got a watch?"

"Yes, but I don't wear it any more."

"Why not?"

"People kept bothering me asking me what time it was."

Most people like to be called bad in a laughing sort of a way.

HEROLD-BERTSCH SHOE CO.

MANUFACTURERS
AND JOBBERS OF

GOOD SHOES

AGENTS FOR

WALES-GOODYEAR RUBBERS
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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.



Lamb's Wool Soles Over Gaiters Leggings

Women's extra fine, per doz.....	\$2.00	Retail at 25c
Misses' extra fine, per doz.....	1.70	Retail at 20c
Child's extra fine, per doz.....	1.50	Retail at 20c
Men's extra fine, per doz.....	2.75	Retail at 35c
Women's No. 1, per doz.....	1.75	Retail at 20c
Misses' No. 1, per doz.....	1.50	Retail at 18c
Child's No. 1, per doz.....	1.35	Retail at 18c
Men's No. 1, per doz.....	2.50	Retail at 30c
Above are long, fine Fleeces.		
Women's old style binding, short wool, per doz.....	\$1.25	
Misses' old style binding, short wool, per doz.....	1.10	
Child's old style binding, short wool, per doz.....	1.00	
Men's old style binding, short wool, per doz.....	2.00	

Women's 10 button, Felt, per doz.....	\$2.50
Women's 10 button, Trilby, per doz.....	3.00
Women's 10 button, Empress, per doz.....	4.50
Women's 10 button, Victoria, per doz.....	6.00
Women's 7 button, Josephine, per doz.....	4.00
Men's 10 button, Storm King, per doz.....	6.00
Men's 10 button, Blizzard, per doz.....	8.00
Women's all wool Leggings, above knee.....	
Per doz.....	\$10.50
Women's mixed wool Leggings, above knee	
Per doz.....	9.00
Sox for Rubber Boots, per doz.....	\$1.25

HIRTH, KRAUSE & CO.,

GRAND RAPIDS, MICH.



THE DOUBLE INVENTORY.

Its Importance As an Element of Success.

Written for the TRADESMAN.

In matters of personal bravery, in times of battle, it has been said, and most truly too, that "He who fights and runs away will live to fight another day;" but coupled with the evident truth in such an assertion is the charge against that man's heroism, and yet we might almost say, with a former diplomat in times of secession, "A live coward is worth twenty dead heroes—to himself," and still not justifying turning back on a foe, for the dead hero counts more than many live cowards in the hearts of his countrymen and eyes of his adversaries.

When we turn this assertion to a man in the retail business we can readily see wherein he who puts up a good fight for a time, then turns and flees from his adversary, must again fight on other days, and fight harder than at first, to regain lost prestige, while he who fights intending to stay will be in at the close to enjoy the victor's spoils.

Many of our fallen business men put up a noble fight for a time, but just as things seem to be coming their way, when one more well delivered shoulder blow would win them a well-deserved victory, they get discouraged, "about face" and run away, instead of falling in their tracks if worst comes to worst.

To fly from seeming trouble? Never! We can all laud the business man who boldly meets the adversities that beset his path, who by the mere force of stick-to-it-iveness wins out where a less vigorous stand had resulted in a not too glorious compromise, perhaps flat failure. We praise his tenacity and truly of him it may be said, "he lives to fight another day." But the fight will be some other way, not on the same lines as the first, for seldom will the same enemy have to be defeated a second time on the ground of battle where defeat was once sustained.

To those of our friends who seem to think themselves in hard luck we would say: No matter what obstacles appear to be against your success; no matter what manner of competition opposes you, no matter what discouragements may have beset your pathway, no matter if things look black at present and the future without hope, brace yourself to the fight; face the foe, and say in the words of the Scottish chieftain made immortal in Scott's Lady of the Lake,

"Come one, come all! This rock shall fly
From its firm base as soon as I."

And say it in tones to convince those who hear it that you mean to stand by your words, your honor, your business and your business friends. Thus will you secure the triune confidence necessary for success: First, that of the public; second, of your creditors; third, of your own self. With this back-to-the-rock stand failure is out of the question. If any there be among you tempted to give up when the new year starts, think twice—aye, thrice—yea, ten times twice—before you turn your back to your adversary; try to realize how much harder it will be to regain your present standing if once lost than to maintain it even although it cost you the effort of your life. Discouragements and disappointments are really necessary to business success, else success were not duly appreciated, and when one is almost off his feet and regains them his footing is all the more secure from that time on because of the victory won where defeat seemed to be lurking.

At the beginning of the new year make a double inventory: The one, as usual, of your earthly possessions, striking a balance that tells the truth, the whole truth and nothing but the truth, not attempting to cheat yourself by hiding the fact of your standing, but looking what is before you squarely in the face, then resolving that the year to come shall make a substantial improvement in your next annual inventory; the other inventory debited with your failures and the reasons thereof for the year just gone by and credited with whatever manner of success may have rested on your efforts, endeavoring to see wherein the good came and imitate that success in plans for the coming year's work. Look carefully into the means used that contributed to either side of this second inventory, discarding at whatever cost those that tended to your detriment and adding such appliances and plans as shall make your future success more sure. If you are inclined to run a business without a systematic plan you are on the very dangerous ground of him who would say, "A business that is any good will take care of itself," and liable to learn by personal experience that

"He who by the plow would thrive
Himself must either hold or drive."

In this case change your plans. Attend to the business in hand. Keep your business and your business will keep you; and if you are unable to inaugurate a system which will improve your past business methods, ask advice of some one qualified, bearing in mind that "Whatever is worth having is worth paying for"—advisory counsel that comes without expense is worth exactly what it costs, nothing.

Another thing: Look about you and you will be able to see why some of your trade went to the firm across the street. The system employed there was an improvement on yours. Their salespeople were more agreeable. Their stock was more sightly. Their advertisements were more attractive. Their fittings and store surroundings were more in harmony with a cultivated taste. These things are more necessary now than at any former time in merchandising and he who would attempt to do business on plans that might have been good twenty-five years ago will find that the only place where this can be practiced without detriment to business is so far removed from the busy markets of up-to-date to-day that those who would patronize him there are not aware of anything better in store service; they never saw anything better, hence any old thing is good enough for them. But beware the time when instruction comes, for truly then will the biter be bitten, for people everywhere are alike attracted by attractive things and repelled by the opposite. Customers in all places appreciate anything done in their behalf and any expense that binds the purchasing public more closely to a store is an investment that returns usury every time. The double inventory, if honest, will be one of the most profitable investments of the season. L. A. ELY.

Canadian Excursion via Grand Trunk Railway.

The Grand Trunk Railway System will on Dec. 16, 17 and 18 sell tickets to nearly all points in Canada, including points on the main line, Intercolonial Railway between Montreal and St. Johns, New Brunswick, at single fare for the round trip. They will be valid to return up to and including Jan. 7, 1899. For particulars call at Grand Trunk city ticket office, 97 Monroe street, Morton House, or at depot. C. A. JUSTIN, City Pass. Agt.

"Biscuit" or "Cracker?"

Some say "biscuit" and some say "cracker," with perhaps some doubts in either case as to which is correct. This interesting point is explained in Depew's "One Hundred Years of American Commerce," by Frank A. Kennedy, in a chapter entitled "The Biscuit Industry," as follows:

"The name 'biscuit,' derived through the French from the Latin, means 'twice baked,' and had, according to Gibbon, its origin in the fact that the military bread of the Romans was twice prepared in the oven. As applied to the product of bakeries, this term was brought from England to America and came into general use here probably not much earlier than the middle of the century. In Europe all articles of food in the shape of small cakes made from flour, with sweetening or flavoring added, have always been, and still are, called 'biscuits.' Goods of this variety, however, were at first unknown in the United States, and the term generally applied to the first crude productions made of plain and unsweetened dough was 'cracker.' The latter name has ever since retained its significance in this country in connection with the plain, usually crisp, unflavored grades of goods, which last, however, when introduced later into Europe, were there all absorbed into the generic title 'biscuit,' the name cracker falling into disuse. We have gradually adopted in America this more sweeping classification, but the distinction between the specific name 'cracker' and the general term 'biscuit' it is well to bear in mind."

Opposed to a Reciprocity Treaty.

From the New York Commercial.

In President McKinley's message to Congress last week there was an allusion to negotiations for a reciprocity treaty with Greece.

Under the McKinley law a duty of 1½c per pound was imposed on Greek currants and this was increased in the Dingley law to 2c, fully 100 per cent

of the value in Greece. They cost laid down here, including the duty, around 5@6c, according to quality, and fully one-half of the product of Greece comes to this country. This year an attempt was made to secure abrogation of the excluding Russian treaty, but so far nothing has been accomplished. The Russian demand would be confined principally to wine grades. Germany takes large quantities, but the chief consumers are in this country.

Under the McKinley and Dingley laws the cultivation of currants has been begun in California. The total Greek production this year was 135,000 tons. California's delegation in Congress has already entered a strong protest against removing the duty, on the ground that it will ruin an important and growing industry.

So far as the trade of this city is concerned, there is little interest in the matter. The cost now is low, and probably distribution would not materially increase were foreign currants admitted free of duty.

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.

Absolutely Free

A Ten Dollar Graphophone
A Bronze-mounted Hand-decorated Lamp
A Large Bronzed Parlor Clock

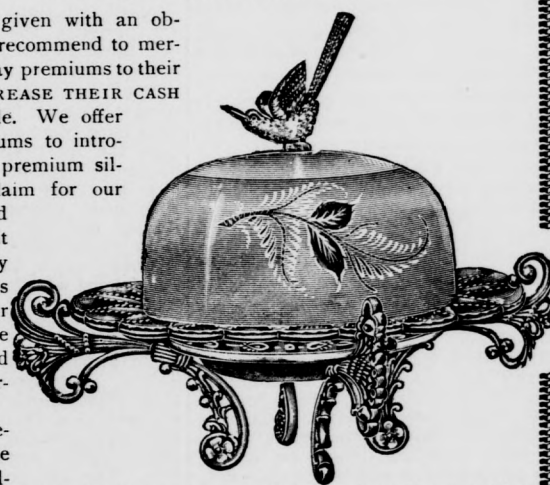
Premiums are given with an object in view. We recommend to merchants to give away premiums to their customers to INCREASE THEIR CASH and general trade. We offer the above premiums to introduce our line of premium silverware. We claim for our quadruple plated silverware that it is of better quality than other makes offered at similar prices, every piece being accompanied by a ten year guaranty certificate.

As an inducement to test the merit of our quadruple plated silverware and to interest you in the premium plan we offer the above premiums absolutely free, as follows:

- The Champion Assortment, 40 pieces silverware, for \$50 00
Including a ten dollar graphophone.
- Assortment No. 115, 20 pieces silverware, for 25 00
Including the decorated lamp.
- Assortment No. 110, 20 pieces silverware, for 25 00
Including the parlor clock.

Our regular price of silverware is invariably \$1.25 each. We are making this special offer for the purpose of interesting you in our line. Drop us a postal for descriptive illustrated circulars and full particulars.

THE REGENT MANUFACTURING CO.,
174 WABASH AVE., CHICAGO, ILL.



IDEAL GENERATOR.**Some Features Which Should Not Be Overlooked.**

Uniform pressure is even more desirable and necessary for acetylene than for other gases, but is maintained in but few of the automatic generators yet placed on the market. If the pressure is irregular the gas is apt to blow and smoke and to be generally unsatisfactory. This gas does not smoke under ordinary conditions, but it is so rich in carbon that when it does smoke it deposits soot at an alarming rate.

From the user's standpoint the easy removal of residuum is most important, and, except in the objectionable sprinkler generator, it is one of the hardest problems for the generator builder to solve. Wet residuum is about as dirty and disagreeable to handle as anything that can be found, and any generator which does not provide for its easy removal without soiling the hands or clothing will not be satisfactory to the user.

No generator is desirable which does not continue the supply of gas while being recharged, and this with entire absence of danger.

Every generator should be provided with automatic relief pipes, which should infallibly permit the gas to escape into the outer atmosphere when the pressure exceeds the slight limit it should be allowed to attain. These pipes on reaching the outside of the building should be carried to a height that would prevent escaping gas from being lighted either by design or accident.

Condensation traps should be arranged on all generators so that they will act constantly and automatically. Pet cocks to allow the direct escape of gas are dangerous and are also unsatisfactory, as they are liable to be neglected.

Generators should be made of good material only. They are generally constructed of galvanized steel, and if it is poor quality it is liable to crack in bending and the coating to flake off, causing leaks, which are, of course, not permissible under any circumstances.

Only the best mechanics should be employed in the manufacture of generators. It is important that they should be made tight and stay tight. The fittings should be carefully examined and put together with a suitable compound. A preparation of oil and graphite proves most satisfactory for this purpose, as it lubricates the threads and make the joints tight, while permitting them to be easily unscrewed. An indifferent workman will not give satisfaction in generator construction.

An obstacle which has proven almost insurmountable is the continuation of gas generation after consumption has been discontinued. The reason for this in sprinkler and absorber generators has already been explained. In the immersers and inundaters the dampness from the considerable surface of the water causes slow generation, which is increased by warm temperatures. This has been overcome largely by making the gas holder of sufficient capacity to retain the excess of gas generated, where the generator is in daily use, but there are few if any generators that will not waste gas if no gas is consumed for several days in succession. The plunger type is expected to overcome this difficulty by having a gas holder of capacity large enough to contain the gas from each separate charge of carbide, but the mechanical difficulties have so far prevented any conspicuous success in this direction.

The return to and escape of gas from the generator when it is open for recharging should be automatically prevented in case the operator

should forget to turn the stop cock. Generating apparatus should be so constructed that but a relatively small proportion of air can be admitted while recharging. A large percentage seriously diminishes the luminosity of the gas and may be sufficient to create a very dangerous mixture.

Some visible indication of the supply of carbide unconsumed in the generator is very desirable so that the user may not unexpectedly be left in darkness. The condition of water supply also should be easily ascertainable.

Automatic valves should not be permitted. If used with acetylene gas they will stick sooner or later, and if with water they are liable to leak.

Pet cocks or other openings directly to the gas are dangerous and should not be used to drain condensation nor to allow air, or air and gas mixed, to escape.

Mercury seals are entirely unreliable for acetylene.

Gas pressure in excess of 6 inches of water should be avoided. Pressure reducers are cumbersome, expensive and usually unreliable when more than a slight pressure is to be regulated.

Considerable mixtures of air and gas should be avoided at all times, and should under no circumstances be burned, except through the regular acetylene tips. It is much better to convey such mixtures to the outer atmosphere unconsumed.

Gas fitting for acetylene is no different from that for coal or water gas any further than that it is even more important to have tight joints. This is not because it is any more liable to escape, for it will not issue from an opening as rapidly as ordinary gas because of its greater density. However, it is of much greater value per cubic foot; therefore leaks would be more expensive. Fortunately acetylene has a very penetrating odor and diffuses rapidly; therefore a leak could not long remain undetected. Smaller service pipes can be used because of the much smaller volume of gas consumed. However, owing to the small difference in cost of the smaller sizes of gas pipe, it is well to use regulation sizes.

The piping running directly to the generator should have a good fall, so that any possible condensation will drain out rapidly, and all piping should incline slightly to the riser when practicable, for the same cause. Frost does not affect acetylene, but unless the generator is properly constructed, or if it is overcrowded, some steam might go forward into the pipes and form traps, if there were depressions in the pipes. Piping and fixtures already in place are perfectly adaptable for acetylene, but they should always be tested for leaks previous to use for this purpose.

The burners for acetylene are an important factor. The Bray 0000 and 0000 were most commonly used at first. They give the most satisfactory flame, but become quite hot and are more apt to clog than the other types. However, with good generation they do good service and are preferred by some because of the shape of their flame. The Naphey burner is composed of two metal arms with lava tips placed to direct the gas jets, so that they impinge upon each other at an upward angle of about 45 degrees. The result is a dense flame, apparently suspended above the burner. This arrangement permits air to be drawn through small apertures in the lava tips, facilitating combustion, and also prevents the carbon deposits which slowly accumulate in the Bray tips. The objection to these burners is that the metal arms are easily twisted or warped out of alignment, in which case an imperfect flame results. There is an instinctive inclination to turn these burners into place by use of these arms, which is quite certain to destroy their alignment.

The burner which appears to give the best satisfaction thus far is the Starr of Chattanooga. This burner is made on the same principle as the Naphey, but instead of arms it has a broad lava top with two slight hollow projections which cause the jets to impinge, and at the same time serve to draw in air to aid in the consumption. These burners keep

much cooler than the others and give good results. Burners are all made to fit the standard gas fixtures. The largest successful burner to come into general use will consume only about 1 cubic foot of gas per hour, but as little as $\frac{1}{8}$ foot is burned very successfully. Even the best burners are liable to accumulate carbon when turned low, and therefore it is the practice to put on a small burner where a small light is desired regularly.

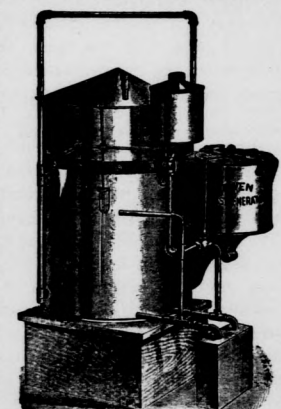
Burners should not be grasped by the pliers near their tips, as they are liable to be cracked or broken by the pressure applied. It is always well to use something to make tight joints when screwing on the burners, and while white or red lead, litharge, mixed with glycerine or even soap will do, the graphite composition has proved most satisfactory.

While any kind of shade may be used for acetylene gas, the most effective is the plain, beveled white porcelain shade, which deflects the light downward at a most desirable angle. It

serves at the same time to protect the flame from horizontal drafts, and the draft upward through the shade steadies the flame and assists in overcoming atmospheric disturbances. For ornamental as well as illuminating purposes holophanes can be used with great effect.

Do not lose sight of the fact that the chief factor in the successful use of acetylene gas is proper gas generation. Obtain good gas and no difficulty will be found in making it give entire satisfaction. No one should be deterred from the use of this most beautiful of illuminants because failures have followed the numerous attempts of ignorant persons to construct generators. Cool generation is imperative. Follow this with the other requirements named, avoiding apparatus with any of the prohibited appliances, insist on minimum care and effort in operation, and you can readily and independently control a light that will be a thing of beauty and a joy forever.

AUGUSTINE DAVIS.



THE OWEN

ACETYLENE GAS GENERATOR

LeRoy, Mich., Aug. 17, 1898.
Gentlemen: I am very free and glad to give you a testimonial for the "Owen Generator" I bought of you, because it has worked faultlessly and given as a fine light, at an average of 13½ cents per night, of fourteen burners in use, for the past three months. I consider it cheaper than kerosene and superior to coal gas and electric light, all three of which I have used.

Very respectfully,
GODFREY GUNDRUM.

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

The Best of Reasons why you should be prejudiced in favor of

1. The generating chamber is large, and a full charge of carbide is only two inches deep, thus avoiding heating while generating.
2. The spiral spray distributes the water evenly over the carbide, giving it quick action, quick action avoids excessive water feed and over production.
3. There are no valves to be opened or closed by forks, ratchets or levers. It is extremely simple and is sure.
4. Our Gasometer has no labor to perform, thus insuring at all times the same even pressure.
5. All pipes are self-draining to the condensing chamber.
6. Our Gasometers for same rated capacity are the largest on the market, and will hold a large supply. It saves.
7. The Bruce Generator, when left to do its own work, will not blow off or waste the gas.
8. Not least, but greatest. Our Purifier takes out all moisture and impurities from the gas, making it impossible for pipes to clog up or the burners to choke up and smoke.

MICHIGAN AND OHIO ACETYLENE GAS CO., Ltd. Sole Ag'ts. JACKSON, MICH.

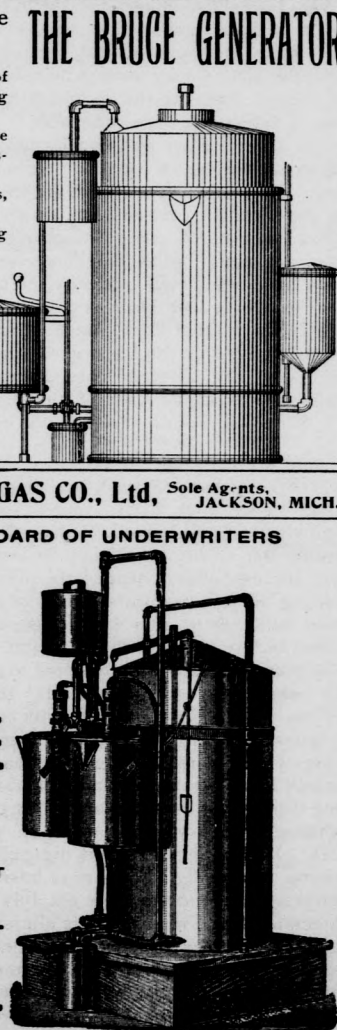
APPROVED BY THE NATIONAL BOARD OF UNDERWRITERS

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.



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.

Wm. Harman, of Fremont, has taken the State agency of the Monmouth Pottery Co.

Lewis Cass Bradford has signed with E. B. Millar & Co., of Chicago, for another year.

Charles L. Cooper, of Muskegon, is now engaged as traveling salesman for the Genesee Pure Food Co., of LeRoy, N. Y.

Geo. G. Cathrin, of Detroit, has engaged to travel for the curtain pole department of Wm. Beitner, of Traverse City.

Fred Read and Fred Potter, of Ludington, are traveling together for a jewelry house and for the Ludington Novelty Works.

Frank Jackson, of Marinette, who has been the trimmer and head salesman for M. J. Culnan, has accepted a position as traveling salesman for Penberthy, Cook & Co., of Menominee.

Manton Tribune: R. C. Smith, traveling salesman for Burgunders Bros. & Co., Columbus, Ohio, fell into a cistern at the rear of the Commercial House, one day this week, and was obliged to give up work a few days by reason of injuries sustained.

Allen Hilborn, of Benton Harbor, has engaged to travel for the F. J. Schwan-kovsky music house, Detroit. He was with this house from 1890 to 1896. Since then he has put in a year in the Southern States, but he thinks Michigan is good enough for him.

The members of Post A (Lansing) have raised enough money to defray the expenses of a band to the State convention at Saginaw. The Lansing delegation will establish headquarters at the Hotel Vincent, where they hope to meet all their friends.

Merchants' and Travelers' interchangeable mileage conventions will be held in New York City on December 19, and in Boston on the 21, for the purpose of demonstrating that commercial travelers and their employers are unquestionably in favor of interchangeable mileage, and to meet the railroad officials and the salesmen in charge of the affairs of the passenger associations for deliberation of matters pertaining to the subject of interchangeable mileage, and discussion thereon.

C. H. Sheldon, formerly Western Michigan traveling representative for the Michigan Shoe Co., recently passed away at his home in Hillsdale. In summing up the life work of the deceased, the Hillsdale Leader remarked: "He came to Michigan in 1859, when a young man, before he was twenty-one, and his whole business life was spent in Hillsdale. Few men have ever gained and held the respect and entire good will of a whole community to the

extent he did. Upright in thought, he lived an open, honest life; and in business and social circles it was ever a pleasure to meet him. His happy, cordial greeting made the sunshine of your own life a little brighter and warmer, and you would cross the street next time to meet him and get within its influence, rather than as too often the case you feel like crossing over to avoid coming in contact with so many whose greetings mean nothing and leave with you no feeling of good-will or helpfulness. His was a busy, active life, and with that happy, kindly disposition, if clouds there were in his sky they were never allowed to chill, oppress or darken your way. For a quarter of a century he was in the boot and shoe business here, and for ten or twelve years was on the road in the same line. Nearly all his life he was a member of the Presbyterian church, and the church was honored and better because of his membership. For a year or more he had been in failing health and was compelled to give up business. In 1861 he was married to Miss Cora F. Stevens, who, with two children, Charles, and Mrs. C. W. McKee survives him, all residents of this city."

Movements of Lake Superior Travelers

T. J. Gregory has transferred his services from Steele, Wedels & Co. to Sprague, Warner & Co.

E. M. Smith will represent the Northern Hardware & Supply Co., of Menominee.

M. A. Dunning (Morley Bros.) will quit the road Jan. 1 and enter the house of the Marshall-Wells Hardware Co., Duluth, as manager of the stove and house furnishing goods department. Mr. Dunning will be missed. He was well liked and successful.

W. H. James (C. M. Henderson & Co.) is doing the copper country.

T. H. Hilton, "the little man with a big voice," is calling on copper country customers and a few friends.

L. H. Richardson (Steele, Wedels & Co.), the newly elected clerk of Houghton county, is calling on his trade for the last time. He begins his official duties Jan. 1.

Thomas Long, a D., S. S. & A. ex-conductor, will represent the Upper Peninsula Brewing Co., of Marquette, at Sault Ste. Marie.

Will C. Brown, who for twenty years has been a commercial traveler in the Upper Peninsula, has been appointed to a lucrative position by Paine, Webber & Co., the Boston bankers and brokers. Mr. Brown has opened a suite of offices at Marquette and will circulate around the Upper Peninsula, looking after the interests of the concern he represents. Few travelers have ever covered a certain territory as long as Mr. Brown has and fewer travelers have as many friends as he has or would be more missed. Push, pluck and persistency are in him to such an extent that the results of his new enterprise are sure to be on the right side of the ledger.

Call for Mass Meeting of Travelers

The following appeal has been mailed to every member of the Michigan Knights of the Grip in Grand Rapids: When the annual convention of the Michigan Knights of the Grip was held in Grand Rapids, four years ago, the Saginaw boys came over by special train and contributed greatly to the success of the occasion.

Grand Rapids traveling men now have an opportunity to show their appreciation of this visit by going to Saginaw in sufficient numbers to make a respectable showing in the City of Salt and Sawdust.

Will you, therefore, kindly show your interest in such a project by attending a meeting of Post E at Sweet's Hotel Saturday evening, Dec. 17?

When a tramp asks for bread do not give him a stone; set the dog on him.

The Grain Market.

The usual dullness in the wheat market prevailed during the week and prices went below the previous week. The Chicago crowd were bearish. Large lots of long wheat were dumped and the shorts took their profits. All together made the market heavy. The visible increased 2,623,000 bushels, more than double what was anticipated, which made the few friends that wheat had rather lukewarm and caused them to halt and await further developments. Why these low prices is a conundrum because the receipts in the winter wheat belt are only normal from first hands, while in the spring wheat section receipts are only moderate, while exports are as much as ever and foreigners accept our offers as fast as made, while in 1892 with a larger crop harvested than we had this year prices averaged \$1 per bushel. The flour output is as large as ever and is taken right along and nothing is being stored up.

Mill feed likewise is in good demand at full prices and we will surely see an advance before long, especially as the farmers are holding back in the hopes that another Leiter will turn up.

Corn is strong, especially as the visible showed a decrease of 2,516,000 bushels where a small increase was expected. As usual, the market went contrary to what most traders expected. The new crop does not turn out nearly as good as was expected, as it is too soft yet to grade, owing to the soft weather. We certainly look for better prices yet in this cereal.

Oats, as was expected, remain on top and climb little by little, and we would not be surprised to see 4@5c per bushel added in the near future.

Rye remains on an even tenor, as there is not much stock on hand.

Wheat receipts were again moderate this week, being 69 cars of wheat, while receipts of corn and oats were extremely large, being, 20 cars of corn and 22 cars of oats.

I hope we can report a more active market in all the cereals in our next.

The mills are paying 60c for wheat.

C. G. A. VOIGT.

The Eighth Attempt in Sixteen Years.

Detroit, Dec. 12—As a result of the meeting held in this city Nov. 25, a movement has been started looking to the passage of certain measures by the incoming Legislature. These measures are not a new thing to you, having—as you stated in your letter of Nov. 24—participated in no less than seven campaigns to secure relief for Michigan merchants from dead-beatism. The experience and knowledge gathered from these campaigns make you especially fit to act on the Legislative Committee, to which you have been appointed a member. We have taken it for granted that you always stand ready to assist in a movement of this kind, and will greatly appreciate any suggestions you make in regard to the drafting of measures to be introduced and the organization work of the Committee. The Detroit members of the Committee will meet together in a few days to outline some plan, when I would be pleased to be in receipt of your views on the work before us.

E. MARKS, Sec'y.

Flour and Feed.

Since the recent decline in wheat during the past few days buyers have begun to exhibit more confidence in values and seem inclined to make purchases for delivery early in the new year. In doing this, in a moderate way, for the needs of the spring trade, on the basis of present values, there can certainly be but little, if anything, to lose, for the

probabilities all seem to point to a higher range of prices within a few weeks.

The export demand still continues to be very heavy and, taken together with an unusually large home consumption, makes a weekly demand and use of the last crop, under which it is very rapidly melting away. We predict that the aggressive bear speculators who persist from this on in selling May wheat short will have a lively time later on in finding the wheat to settle their trades without heavy loss. Locally, there is not very much wheat moving, but the city mills have been able to produce a sufficient quantity to run steadily, and have some good orders booked for January.

Millstuff is in excellent demand; in fact, the mills are sold ahead at advanced prices of from 50c to \$1 per ton. Feed and meal are in good demand, with prices nominal and unchanged for the week.

WM. N. ROWE.

Addressed to Dorothy Dix.

Marquette, Dec. 12—Your late article relative to the education of men for matrimony is, indeed, a good one; and as an amendment, I would suggest a like institution for the education of women to become mothers-in-law. There also might be a little one for the education of girls, but the largest of the three should be for mothers-in-law, with a compulsory education law passed and enforced making capital punishment the penalty.

OUTIX.

Poetic Clerk at Coldwater.

E. R. Clark & Co., druggists and grocers at Coldwater, exhibit samples of cancelled revenue stamps in their window, accompanied by the following rhythmic explanation:

There's one consoling thought
That helps to ease the pain,
In licking these big stamps
We've helped to lick old Spain.

The first entertainment given by Grand Rapids Council, No. 131, U. C. T., which will occur Saturday evening, promises to be a very enjoyable affair, a pleasing literary and musical program having been arranged for the occasion.

It is seldom difficult to appear natural when you have no ax to grind.

Presentation

Watches, Diamonds and Fine Jewelry.
A. PREUSSER.

REMODELED HOTEL BUTLER

Rates, \$1. I. M. BROWN, PROP.
Washington Ave. and Kalamazoo St., LANSING.

HOTEL WHITCOMB

ST. JOSEPH, MICH.
A. VINCENT, Prop.

\$2 PER DAY. FREE BUS.

THE CHARLESTON

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

Hotel Columbia

Finest Furnished House in TRAVERSE CITY, MICH.

Just Opened and Ready for Business. Located on corner of Front and Park Sts., one-half block from G. R. & I. R. R. depot.

This house is newly furnished throughout. All the sleeping rooms have iron and brass beds, steam heat, electric lights, call bells and good ventilation. No inside rooms. Hot and cold water in all parts of the house. Rates \$1.50 per day. Free bus to and from all boats and trains.

A First class Lunch Room in connection.

W. H. FLETCHER, Prop.
FORMERLY OF COLUMBIAN RESTAURANT.

Drugs--Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

Term expires
F. W. R. PERRY, Detroit Dec. 31, 1898
A. C. SCHUMACHER, Ann Arbor Dec. 31, 1899
GEO. GUNDRUM, Ionia Dec. 31, 1900
L. E. REYNOLDS, St. Joseph Dec. 31, 1901
HENRY HEIM, Saginaw Dec. 31, 1902

President, GEO. GUNDRUM, Ionia.
Secretary, A. C. SCHUMACHER, Ann Arbor.
Treasurer, HENRY HEIM, Saginaw.

Examination Sessions.

Detroit—Jan. 10 and 11.
Grand Rapids—March 7 and 8.
Star Island—June 26 and 27.
Houghton—Aug. 29 and 30.
Lansing—Nov. 7 and 8.

STATE PHARMACEUTICAL ASSOCIATION.

President—J. J. SOUTHWINE, Escanaba.
Secretary, CHAS. F. MANN, Detroit.
Treasurer, JOHN D. MUIR, Grand Rapids.

The Kind of Advertising that Pays.

The most profitable advertising a drug store can do is generally done inside the store. Newspaper and other printed advertising can bring customers to your store once, but it can't make them come again; and customers who never come back might just about as well have stayed away altogether. The most successful druggist is not necessarily the man who does the best newspaper advertising, but he is necessarily the man who does the best inside advertising. The man whose store makes the right sort of impression is the man who succeeds. The man who makes the customer want to come again is the man who wins.

Too many druggists seem to think they have done their duty by their show windows if they give them the usual number of the traditional red and green headlights. But that is a mistake. A druggist's windows should always be tastefully trimmed, and the trim should be changed often. This takes a good deal of time and thought, but it is well worth it. Trusses and hot-water bottles do not possess that ornamental value which some druggists seem to give them credit for, but in every drug stock there are many things that may be advantageously used as window decorations. Soaps, perfumeries, cosmetics, and similar toilet articles make extremely attractive displays, if well handled. Care should be taken not to have too many different kinds of articles in the same window. Indeed, it is far better to have but one. Above all, the windows should be kept scrupulously clean, inside and out. There must never be a particle of dust nor a solitary fly.

The same religious cleanliness must always obtain all through the store. Everything must be kept shining and sparkling. Screen doors and windows must be provided to keep out the flies. The showcases must be equally clean, of course, inside and out. Their contents must be tastefully arranged. Keep them clear of litter. Don't cover them with sample cards of remedies for toothache and corns. There's no more reason for thrusting such things at the public than there is for urging them by implication to buy rubber nipples or blue ointment.

Don't be afraid to spend a little more money than poor things cost. Get the best; the difference in cost is slight. I mean such things as bottles, corks, caps, envelopes, and cartons. Every package that goes out of your store should be a model of neatness and good taste, not to say elegance. These so-called trifles are among the very best advertisements your business can have. The packages that come from some drug stores I know of have an air

of aristocratic exclusiveness, of unmistakable top-notchness, that can not fail to impress the most critical and callous man in town. Make no mistake about it, people note such things and remember them.

The impression your store makes upon the public depends very largely upon the way you treat people. Of course, loafers should be discouraged—insulted if necessary. But serious-minded people who come in on business must be treated with a judicious mixture of deference and cordiality. The familiar, shoulder-slapping man is a nuisance and an ass, but the frozen automaton who stands and glares at you without speaking until you meekly stammer forth your wants would never sell so much as a single quinine pill if I had my way. You can be pleasant without being unduly familiar. You can unbend and come down to earth without sacrificing a jot of your manly dignity.

Treat everybody alike. The child who wants a stick of licorice, the girl who wants a postage-stamp, and the old lady who wants to know what time the 4.30 train leaves are entitled to the same courteous treatment accorded to the mayor of the town. Children all have money to spend—or will have when they grow up. You want that money. In fact, you've got to have it. They don't have to have your goods; they can go elsewhere. But you have to have their money. Hence your constant effort and study must be to send everybody away from your store feeling that they want to come again. You must make them feel that you deserve their trade, that you'll always be glad to see them and always be on hand to welcome them.

Another thing: Let it be clearly understood that you stand behind everything that goes out of your store—that what you say goes. Let it be known by everybody within reach that yours is a thoroughly dependable store. Make everybody feel that when they buy anything of you it will turn out precisely as you told them it would; and if there is anything wrong with it they can get their money back in a minute.

This is the way solid substantial businesses are built up.—Charles Austin Bates in Printer's Ink.

The Drug Market.

Opium—The market is dull and speculators are not operating in a large way at present. Prices are steady, although reports from primary market would warrant an advance.

Morphine—Is unchanged.

Quinine—On account of higher prices for bark, has been advanced 10 per ounce, with the exception of P. & W.

Cocaine—The market is very firm, with prospects of another advance in the near future.

Iodides—Are in a very firm position, on account of higher prices abroad, with prospects of an early advance.

Gum Camphor—Has again been advanced by refiners 1½¢ per pound.

Wanted Magnesia Powders.

Last week a Cincinnati druggist received a note which read as follows: "Mr. —, are Macknisha powders good for a sick stomach for a person that throws up gall I think — has caught cold if they are good give sister 10 cents worth and talk loud to sister."

The man who is willing to do as he would be done by always wants to be done by first.

How the Country Doctor Creates a Vacuum.

"Altogether the most interesting as well as amusing victim we have before us is the country doctor who has decided that he wants to add the patent medicine business to his other accomplishments, and longs for official permission to do so," says W. W. Kerr, a member of the Arkansas Board of Pharmacy. "Usually he has already written to the Secretary asking to be licensed by virtue of his profession as a physician, and having been informed that the Board did not do business that way, he comes before it with an aggrieved feeling, and at the same time with an air of superior dignity, as if it were something of a condescension upon his part to submit to an examination by an inferior order of beings professionally, but has determined to make a virtue of necessity and accept the inevitable. He receives his paper on pharmacy without looking at it, or indeed at anything else; goes to his seat and begins to write, at first with considerable rapidity and confidence, but gradually getting slower and slower. He begins to ponder, and his eyes are more opened to things around him, in fact, wistful glances begin to rest upon the members of the board, the desks, the pictures on the wall, the other boys, upon everything except his paper, and although his estimate of the ability of his examiners may not increase, his consciousness that they know how to ask fool questions and he does not know how to answer seems to grow into a positive conviction. After some sort of fashion he finishes his paper on pharmacy and turns to chemistry. What was before merely astonishment now becomes actual despair, and after looking over it for about fifteen minutes he lays it aside and calls for materia medica. Here he feels himself at home—and would be glad if he were. He launches out on an essay upon this subject, which is at once 'exhaustive' as he regards it, and is 'exhausting' as the Board looks at it afterwards. When he comes to the identification of specimens he looks wise, tastes wiser, and smells wiser; but he identifies all the same, takes his hat, and after bidding the members good-bye with considerable less condescension than he said good morning, he creates a vacuum in the circle without further ado."

Window Display for the Christmas Season.

When a Christmas window is to be prepared about two weeks before, try this plan: Upon the bottom of the window place two pasteboard boxes about eight inches long, four wide, and three higher, about eight inches apart, and at an acute angle with the front glass. In the center of the window, between these two, put a third about four inches square. Around this group arrange about half a dozen others, about 6x4x3, at convenient distances from each other, and suitable to the form of the window. Over the whole loosely lay cheese-cloth or bunting of some such light color as sky-blue, lavender, sea-green, or canary with black trimmings and deeply plaited. This will compose the ground work. As aids for trimming, provide about two dozen Japanese napkins of shades to contrast delicately with the bunting selected. Grasp these one at a time by their central points, fold opposite corners upon each other, draw gently through the partly closed hand, and place the apex

of these funnel-shaped napkins upon one corner of each elevation formed by the boxes. Set toilet atomizers or other fancy articles upon them, being careful not to get too many of a kind too close together.

Between the elevations, and partly covered by the plaited bunting, lay flat a few vinaigrettes, small bottles of cologne, nail polishers, and other seasonable fancy goods. Upon the central elevation should be placed the prettiest article in stock, and upon each side of it the most gaudily decorated. To finish this window, arrange two bouquets of freshly cut flowers immediately behind the first placed boxes and twine ivy promiscuously over the cloth, around the fancy articles, and among the elevations. At night have the window brilliantly illuminated, using a colored globe or shade arranged to reflect the light in a way to harmonize with the bunting used. This can be done easily with tissue paper.

Such a display makes a most excellent and attractive window exhibit, costs only about 65 cents and two hours' work, while the realization, financially, will be astonishing. H. LIONEL MEREDITH.

Dispensing by an Unregistered Clerk.

A New York druggist is being held in \$300 bail for examination, charged with allowing an unregistered clerk to compound a prescription during his absence. The prescription was handed by an inspector of the board to the clerk while the proprietor was out, and it was promptly filled. The druggist says in defense that he had repeatedly warned the clerk not to dispense a prescription under such circumstances; but that the boy put up this simple one of zinc sulphate and water because the customer said he could not wait for the proprietor to return. The boy is a student in the New York College of Pharmacy, and was undoubtedly equal to this particular task, but the board holds that the law was nevertheless violated.

This is one case growing out of the investigation which the board is making of the stores in certain parts of the city.

How to Examine Absorbent Cotton.

R. B. King is surprised at the percentage of absorbent cotton which contains the undesirable short hairs. When such cotton is used on wounds or sores the short fibers must certainly adhere and cause irritation. O times he had found the outside of a carton of cotton to be good, but the inside, "like a bad pie," was very different. He thinks pharmacists ought to exercise discrimination in purchasing cotton, and suggests the following method of examination: Take a piece of it between the thumb and forefinger of each hand and pull it apart, put together again, and repeat the pulling until the fibers stand separate like hairs; then measure on a rule the length of fiber. If the fibers are less than one-half inch in length the cotton should be rejected.

Removing Ink Spots From Carpets.

If the ink is freshly spilled, says M. Billen, first take it up with a teaspoon, if in considerable quantity, or with a blotting-pad if in less, using the blotter in either instance to finish absorption. Then pour cold sweet milk over the spot, and, after letting remain a moment, take up as before, repeating the process until the milk comes away only slightly stained with black. Finish by using cold water into which some lemon-juice has been strained. Finally, rinse with pure water and dry off with a soft cloth, rubbing the surface slightly as the water is absorbed. Old ink spots may be removed by moistening a crystal of citric acid and rubbing the spot gently, repeating the operation until the spot vanishes.

Some preachers are very deep—and the most of them are rather long.

Advanced—
Declined—

[illegible]

Freezable Goods

Now is the Time to Stock

**Mineral Waters,
Liquid Foods,
Malt Extracts,
Butter Colors,
Toilet Waters,
Hair Preparations,
Inks, Etc.**

Hazeltine & Perkins Drug Co.

Grand Rapids, Mich.

GROCERY PRICE CURRENT.

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

AXLE GREASE. Aurora doz. 6 00 Castor Oil doz. 7 00 Diamond doz. 5 00 Frazer's doz. 9 00 IXL Golden tin boxes 9 00 Mica tin boxes 9 00 Paragon doz. 5 00	CANDLES. 1/2 doz. 7 1/4 doz. 8 Wickless 20 CATSUP. Columbia pints 2 00 Columbia 1/2 pints 1 25	CONDENSED MILK. 4 doz in case. Gall Borden Eagle 6 75 Crown 6 25 Daisy 5 75 Champion 4 50 Magnolia 4 25 Challenge 3 35 Dime 3 35	Hominy. Barrels 2 50 Flake, 50 lb. drums 1 00 Beans. Dried Lima 3 3/4 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	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 25 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	SNUFF. Scotch, in bladders 37 Maccaboy, in jars 35 French Rappee, in jars 43 SEEDS. Anise 9 Canary, Smyrna 3 1/2 Caraway 8 Cardamon, Malabar 60 Celery 11 Hemp, Russian 4 Mixed Bird 4 1/2 Mustard, white 5 Poppy 10 Rape 4 1/2 Cuttle Bone 20
BAKING POWDER. Absolute. 1/2 lb cans doz 45 1 lb cans doz 85 Bulk 1 50 Acme. 1/2 lb cans 3 doz 45 1 lb cans 3 doz 1 10 Bulk 10 Arctic. 6 oz. Eng. Tumblers 85 El Parity. 1/2 lb cans per doz 75 1 lb cans per doz 1 20 Bulk 2 00 Home. 1/2 lb cans 4 doz case 35 1 lb cans 4 doz case 55 Bulk 2 doz case 90	CHEESE. Acme 10 1/4 Amboy 12 Emblem 11 1/4 Gen 11 Gold Medal 11 Ideal 11 1/4 Jersey 11 1/4 Lenawee 11 1/4 Riverside 11 1/4 Brick 12 Edam 12 Leiden 17 Limburger 13 Pluaple 50 Sap Sago 17 Chicory. Bulk 5 Red 7	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 3 00 100 books 6 00 250 books 12 50 500 books 25 00 1,000 books 50 00	Peas. Green, Wisconsin, bu 1 00 Green, Scotch, bu 1 10 Split, bu 2 50 Rolls Oats. Rolled Avena, bbl 4 75 Monarch, bbl 3 75 Monarch, 1/2 bbl 2 00 Monarch, 90 lb sacks 1 80 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 2 lb packages 2 50	JELLY. 15 lb pails 35 30 lb pails 65 LYE. Condensed, 2 doz 1 20 Condensed, 4 doz 2 25 LICORICE. Pure 30 Calabria 25 Sicily 14 Root 10 MINCE MEAT. Ideal, 3 doz. in case 2 25 PATCHES. Diamond Match Co.'s brands. No. 9 sulphur 1 65 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 3/4 Half-barrels 20 extra	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, 250 lb. bulk 2 25 Butter, barrels, 20 14-lb bags 2 50 Butter, sacks, 25 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 55 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 25 lb. linen sacks 32 56 lb. linen sacks 60 Bulk in barrels 2 5
JAXON 1/2 lb cans, 4 doz case 45 1 lb cans, 4 doz case 85 1 lb cans, 2 doz case 1 60 Jersey Cream. 1 lb. cans, per doz 2 00 9 oz. cans, per doz 1 25 6 oz. cans, per doz 85 Our Leader. 1/2 lb cans 45 1 lb cans 75 Bulk 1 50 Peerless. 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	CHOCOLATE. Walter Baker & Co.'s German Sweet 23 Premium 35 Breakfast Cocoa 46 CLOTHES LINES. Cotton, 40 ft. per doz 1 00 Cotton, 50 ft. per doz 1 20 Cotton, 60 ft. per doz 1 40 Cotton, 70 ft. per doz 1 60 Cotton, 80 ft. per doz 1 80 June, 60 ft. per doz 95 June, 75 ft. per doz 95 COCOA SHELLS. 20 lb bags 3 1/4 Less quantity 3 1/2 Pound packages 4 CREAM TARTAR. 5 and 10 lb. wooden boxes 30 Bulk in sacks 29	Credit Checks. 500, any one denom 3 00 1000, any one denom 6 00 2000, any one denom 12 00 Steel punch 75 DRIED FRUITS-DOMESTIC. Apples. Sundried 2 5 Evaporated 50 lb boxes 2 9 California Fruits. Apricots 2 Blackberries 2 Nectarines 9 1/2 Peaches 9 1/2 Pears 9 Pitted Cherries 10 Prunelles 11 Raspberries 12 California Prunes. 100-120 25 lb boxes 2 4 90-100 25 lb boxes 2 5 80-90 25 lb boxes 2 5 1/2 70-80 25 lb boxes 2 6 1/2 60-70 25 lb boxes 2 7 1/2 50-60 25 lb boxes 2 8 1/2 40-50 25 lb boxes 2 10 30-40 25 lb boxes 2 10 1/2 cent less in 50 lb cases	Herring. Holland white hoops, bbl 5 00 Holland white hoop 1/2 bbl 4 50 Holland, 1/2 bbl 2 80 Holland white hoop, keg 65 Holland white hoop mchs 75 Norwegian 3 50 Round 40 lbs 1 15 scaled 14 Flackerel. Mess 100 lbs 15 00 Mess 40 lbs 6 30 Mess 10 lbs 1 05 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 30 No. 2 100 lbs 9 25 No. 2 40 lbs 4 00 No. 2 10 lbs 1 18 No. 2 8 lbs 89 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 No. 2 Fam 2 75 100 lbs 6 75 40 lbs 3 00 10 lbs 83 8 lbs 89	MUSTARD. Horseradish, 1 doz 1 75 Horseradish, 2 doz 3 50 Bayle's Celery, 1 doz 1 75 PIPES. Clay, No. 216 1 70 Clay, T. D. full count 4 75 Cob, No. 3 85 POTASH. 48 cans in case 4 00 Babbitt's 4 00 Penna Salt Co.'s 5 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 5 Carolina No. 2 4 Broken 3 1/4 Imported. Japan, No. 1 5 1/2 @ 6 Japan, No. 2 4 1/2 @ 5 Java, fancy head 5 @ 5 1/2 Java, No. 1 5 @ 5 Table @	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 0 5 box lots delivered 2 45 10 box lots delivered 2 40
CONDENSED PEARL BLUING Small, 3 doz 40 Large, 2 doz 75 GRUINS. 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 CANNED GOODS. Tomatoes 80 @ 90 Corn 80 @ 1 00 Hominy 80 Beans, Lima 70 @ 1 30 Beans, Wax 75 Beans, String 70 Beans, Baked 75 @ 1 00 Beans, Red Kidney 50 Succotash 95 @ 1 20 Peas 50 @ 85 Peas, French 2 25 Pumpkin 75 Mushroom 15 @ 22 Peaches, Pie 90 Peaches, Fancy 1 40 Apples, 3-lb 95 Apples, gallons 2 25 Cherries 90 Pears 70 Pineapple, grated 2 40 Pineapple, sliced 2 75 Pineapple, Farfare 1 20 Strawberries 1 10 Blackberries 80 Raspberries 85 Oysters, 1-lb 85 Oysters, 2-lb 1 45 Salmon, Warren's 1 4 @ 1 60 Salmon, Alaska 1 25 Salmon, Klondike 90 Lob-ters, 1-lb Star 3 00 Lob-ters, 2-lb Star 3 40 Mac erell 1 lb Mustard 10 Mackerel, 1-lb. Soused 1 75 Mackerel, 1-lb Tomato 1 75 Shrimps 2 00 Sardines, 1/4 domestic 3 1/2 @ 7 1/2 Sardines, mstrd, dom 5 1/2 @ 7 1/2 Sardines, French 8 @ 22	COFFEE. Green. Rio 9 Fair 10 Good 11 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-Wellis Co.'s Brands Fifth Avenue 29 Jewell's Arabian Mocha 29 Wells' Mocha and Java 24 Wells' Perfection Java 24 Sancelbo 21 Breakfast Blend 18 Valley City Maracaibo 18 1/2 Ideal Blend 14 Leader Blend 12 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 3¢ a pound. In 60 lb. cases the list is 10¢ per 100 lbs. above the price in full cases. Arbuckle 10 50 Jersey 10 50 McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago. Extract. Valley City 1/2 gross 75 Felix 1/2 gross 1 15 Hummel's foil 1/2 gross 85 Hummel's tin 1/2 gross 1 43 CLOTHES PINS. 5 gross boxes 40	California Prunes. 100-120 25 lb boxes 2 4 90-100 25 lb boxes 2 5 80-90 25 lb boxes 2 5 1/2 70-80 25 lb boxes 2 6 1/2 60-70 25 lb boxes 2 7 1/2 50-60 25 lb boxes 2 8 1/2 40-50 25 lb boxes 2 10 30-40 25 lb boxes 2 10 1/2 cent less in 50 lb cases London Layers 2 Crown. 1 50 London Layers 3 Crown. 1 0 Cluster 4 Crown. 2 00 Loose Muscatels 2 Crown. 6 Loose Muscatels 3 Crown. 7 Loose Muscatels 4 Crown. 7 L. M. Seeded, choice. 8 L. M. Seeded, fancy. 9 1/2 FOREIGN. Citron. Leghorn 12 Corsican 13 Currants. Patras bbls 6 Vostizias 50 lb cases 6 1/4 Cleaned, bulk 7 Cleaned, packages 7 1/2 Peel. Citron American 10 lb bx 13 Lemon American 10 lb bx 12 Orange American 10 lb bx 12 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 1 lb. packages 1 50 Bulk, per 100 lbs 3 50 Grits. Walsh-DePoe Co.'s Brand.	Flavoring Extracts. Jennings'. D. C. Vanilla. 2 oz. 1 20 4 oz. 1 50 8 oz. 2 00 16 oz. 2 50 32 oz. 3 00 64 oz. 3 50 No. 10 6 00 No. 2 T. 1 25 No. 3 T. 2 00 No. 4 T. 2 40 D. C. Lemon. 2 oz. 1 20 4 oz. 1 50 8 oz. 2 00 16 oz. 2 50 32 oz. 3 00 64 oz. 3 50 No. 10 6 00 No. 2 T. 1 25 No. 3 T. 2 00 No. 4 T. 2 40 Pure Brand. 2 oz. Taper Panel 1 20 4 oz. Oval 1 75 8 oz. Taper Panel 1 35 16 oz. Taper Panel 1 60 Souders'. Oval bottle, with corkscrew. Best in the world for the money. HERBS. Sage 15 Hope 15	SAUERKRAUT. Barrels 3 25 1/2-Barrels 1 75 SALEBRATUS. Packed 60 lbs. in box. Church's 3 31 Deland's 3 15 Dwight's 3 30 Taylor's 3 00 SAL SODA. Granulated, bbls 75 Granulated, 100 lb cases 9 1/2 Lump, bbls 75 Lump, 145 lb kegs 85 Imported. Japan, No. 1 5 1/2 @ 6 Japan, No. 2 4 1/2 @ 5 Java, fancy head 5 @ 5 1/2 Java, No. 1 5 @ 5 Table @	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 Laundries. Allen B. Wrisley's Brands. Old Country, 80 1-lb. bars 2 75 Good Cheer, 60 1-lb. bars 3 75 Uno, 100 3/4-lb. bars 2 50 Doll, 100 10-oz. bars 2 05 Scouring. Sapollo, kitchen, 3 doz 2 40 Sapollo, hand, 3 doz 2 40 SODA. Boxes 5 1/4 Kegs, English 4 1/4

SPICES.

Whole Sifted.	14
Allspice	14
Cassia, China in mats.	12
Cassia, Batavia in bund.	35
Cassia, Saigon in rolls.	32
Cloves, Amboyna.	14
Cloves, Zanzibar.	12
Mace, Batavia.	55
Nutmegs, fancy.	50
Nutmegs, No. 1.	45
Nutmegs, No. 2.	40
Pepper, Singapore, black.	12
Pepper, Singapore, white.	16
Pepper, shot.	17

Pure Ground in Bulk.

Allspice	16
Cassia, Batavia	30
Cassia, Saigon	40
Cloves, Zanzibar	14
Ginger, African	15
Ginger, Cochila	18
Ginger, Jamaica	23
Mace, Batavia	65
Mustard	12@18
Nutmegs	40@45
Pepper, Sing., black	15
Pepper, Sing., white	20
Pepper, Cayenne	20
Sage	15

SYRUPS.

Corn.	17
Barrels	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.	16
Fair	20
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
125 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 50 lb boxes.	3
Barrels	3

STOVE POLISH.



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

SUGAR.

Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.

Domino	5 30
Cut Leaf	5 60
Crushed	5 60
Powdered	5 20
XXXX Powdered	5 30
Cubes	5 25
Granulated in bbls.	5 13
Granulated in bags.	5 13
Fine Granulated	5 13
Extra Fine Granulated	5 25
Extra Coarse Granulated	5 30
Mould A	5 30
Diamond Confection	5 13
Confection Standard A	5 00
No. 1	4 75
No. 2	4 75
No. 3	4 75
No. 4	4 60
No. 5	4 60
No. 6	4 56
No. 7	4 56
No. 8	4 44
No. 9	4 38
No. 10	4 31
No. 11	4 25
No. 12	4 19
No. 13	4 19
No. 14	4 13
No. 15	4 13
No. 16	4 13

TOBACCO.

Cigars.

Clark-Jewell-Well's Co.'s brand.	
New Brick	35 00
H. & P. Drug Co.'s brand.	
Quintette	35 00

G. J. Johnson Cigar Co.'s brand.



S. C. W.

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, 30 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.	30
No. 3, per gross.	55

Crackers.

The National Biscuit Co. quotes as follows:

Seymour XXX	5 1/2
Seymour XXX, 3 lb. carton	6
Family XXX	5 1/2
Salted XXX	5 1/2
New York XXX	6
Wolverine	6
Boston	7 1/2
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, Java	10
Coffee Cake, Java	10
Cracknells	15 1/2
Cubans	11 1/2
Frosted Cream	8
Ginger Gems	8
Ginger Snaps, XXX	7 1/2
Graham Crackers	8
Graham Wafers	10
Grand Ma Cakes	9
Imperial	8
Jumoles	11 1/2
Marshmallow	15
Marshmallow Creams	16
Marshmallow Walnuts	16
Mich. Frosted Honey	12 1/2
Molasses Cakes	8
Newton	12
Nic Nacs	8
Orange Gems	8
Penny Assorted Cakes	8 1/2
Pretzels, hand made	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. Mich. Hdit	9 1/2
W. W. Michigan	9
No. 10	4 31
No. 11	4 25
No. 12	4 19
No. 13	4 19
No. 14	4 13
No. 15	4 13
No. 16	4 13

Candies.

Stick Candy.

Standard	6 1/2 @ 7
Standard H. H.	6 1/2 @ 7
Standard Twist	6 @ 8
Cut Leaf	6 @ 8
Jumbo, 32 lb	cases
Extra H. H.	6 1/2 @ 8
Boston Cream	6 @ 0

Mixed Candy.

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

Fancy—in Bulk.

Lozenges, plain	8 1/2 @ 8 1/2
Lozenges, printed	8 1/2 @ 8 1/2
Choc. Drops	8 1/2 @ 0
Choc. Monuments	8 1/2 @ 2
Gum Drops	8 1/2 @ 5
Moss Drops	8 1/2 @ 8
Knights of Pythias	8 1/2 @ 9
Imperial	8 1/2 @ 9

Fancy—in 5 lb. Boxes.

Lemon Drops	250
Sour Drops	250
Peppermint Drops	250
Chocolate Drops	250
H. M. Choc. Drops	250
Gum Drops	250
Licorice Drops	250
A. B. Licorice Drops	250
Lozenges, plain	250
Lozenges, printed	250
Molasses	250
Imperial	250
Hand Made Creams	80 @ 90
Plain Creams	60 @ 90
Decorated Creams	60 @ 90
String Rock	250
Burnt Almonds	1 25
Wintergreen Berries	250

Caramels.

No. 1 wrapped, 2 lb. boxes	235
No. 1 wrapped, 3 lb. boxes	250
No. 2 wrapped, 2 lb. boxes	250

Fruits.

Oranges.

Louisianas	24 00
Mexicans Florida	24 00
style box	24 25
Fancy Navels	24 25

Lemons.

Strictly choice 300s.	23 75
Strictly choice 300s.	24 00
Fancy 300s.	24 25
Ex. Fancy 300s.	24 5
Ex. Fancy 300s.	24 25

Bananas.

Medium bunches	1 00 @ 1 15
Large bunches	1 50 @ 1 75

Foreign Dried Fruits.

California Fancy	2 @ 6
Choice, 10 lb boxes.	2 @ 15
Extra choice, 10 lb boxes new.	2 @ 18
Fancy, 12 lb boxes.	2 @ 22
Imperial Mikados, 18 lb boxes.	2 @ 2
Puffed, 6 lb boxes	2 @ 2
Naturals, in bags.	2 @ 7
Figs in 10 lb boxes	2 @ 9
Figs in 60 lb cases	2 @ 6
Persians, G. M's	2 @ 6 1/2
Sels. 60 lb cases.	2 @ 5

Nuts.

Almonds, Tarragona.	2 @ 16
Almonds, Ivaca.	2 @ 14
Almonds, California, soft shelled.	2 @ 15
Brazils new.	2 @ 8 1/2
Filberts	2 @ 11
Walnuts, N. No. 1.	2 @ 13
Walnuts, Calif. No. 1.	2 @ 12
Walnuts, soft shelled	2 @ 12
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 @ 16
Ohio, new.	2 @ 16
Cocoanuts, full sacks	2 @ 4 0
Chestnuts per bu.	2 @ 4 00

Peanuts.

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

Grains and Feedstuffs.

Wheat.

Wheat.	60
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Winter Wheat Flour.

Local Brands.	
Patents	4 0
Second Patent	3 50
Straight	3 25
Clear	3 00
Graham	3 00
Buckwheat	4 25
Rye	3 25

Subject to usual cash discount.

Flour in bbls., 25c per bbl. additional.	
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Ball-Barnhart-Putnam's Brand.

Daily, 1/2s.	3 40
Daily, 1/4s.	3 40
Daily, 1/8s.	3 40

Worden Grocer Co.'s Brand.

Quaker, 1/2s.	3 45
Quaker, 1/4s.	3 45
Quaker, 1/8s.	3 45

Spring Wheat Flour.

Clark-Jewell-Well's Co.'s Brand.	
Pillsbury's Best 1/2s.	4 10
Pillsbury's Best 1/4s.	4 00
Pillsbury's Best 1/8s.	3 90
Pillsbury's Best 1/4s paper	3 90
Pillsbury's Best 1/8s paper	3 90

Ball-Barnhart-Putnam's Brand.

Daily, 1/2s.	3 40
Daily, 1/4s.	3 40
Daily, 1/8s.	3 40

Clark-Jewell-Well's Co.'s Brand.

Pillsbury's Best 1/2s.	4 10
Pillsbury's Best 1/4s.	4 00
Pillsbury's Best 1/8s.	3 90
Pillsbury's Best 1/4s paper	3 90
Pillsbury's Best 1/8s paper	3 90

Clark-Jewell-Well's Co.'s Brand.

Daily, 1/2s.	3 40
Daily, 1/4s.	3 40
Daily, 1/8s.	3 40

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Daily, 1/4s.	3 40
Daily, 1/8s.	3 40

Clark-Jewell-Well's Co.'s Brand.

Hardware

Lamp Line in the Hardware Store.

One of the most valuable adjuncts to the department of holiday goods is lamps. In the general hurry and flurry incident upon making purchases and selections, this line is apt to be ignored or so little attention paid to it that no appreciable returns are realized from it. The most profitable kind of lamps for the holiday season is that which can be retailed at popular prices. Such goods enliven a hardware store, which is too apt to be monotonous and dull in appearance. Latest designs should by all means be selected. The new conveniences and improvements which are such in the true sense of the term are always desirable. Novelties which are designed with a view of pleasing the artistic sense rather than exciting astonishment naturally arouse interest in every one who feels desirous of purchasing Christmas gifts which possess utility as well as decorative characteristics. One of the recent introductions in this line is found in the self-lighting oil lamps. These have the batteries enclosed in the bases of the lamps. In such lamps as these are properly introduced by advertisements and intelligent clerks they ought to prove quite popular. The contrivance is simple and safe. Many artistic and attractive combinations in metals and china and glass are found in these lamps. The styles differ materially from one another. The more elaborate the domes and globes the more expensive they are, naturally. Yet when such lamps may be gotten to retail for five dollars and upwards they ought to find a good sale.

Grinders and Choppers.

At this season of the year a good demand should be created for such goods as grinders and choppers. Many foods are prepared now which render these indispensable. People are making sausage and the savory wienerwurst, or concocting dyspepsia-producing plum puddings and mince pies. The former require grinders; the latter, seeders. In order to overcome the chronic aversion toward spending money for these things a good deal of persuasion is required. Put them in a prominent place in the store; even devote a window display to them and then advertise them in the papers at the same time. It might be profitable to go so far as to issue some circulars gotten up in an original and interesting style. Some illustrations of the most useful and convenient designs might be placed prominently in the circular, with a liberal quotation of prices, thus bringing the goods more prominently to customers' notice and supplementing the newspapers in a way that could hardly fail to be profitable.

Interest If Not Paid When Due.

In a recent article on the subject of the cash system reference was made to the fact that notes taken at farmers' public sales were invariably secured by personal endorsers of financial strength. There is another feature about sale notes that dealers should observe in taking notes for goods sold. When the terms are other than cash it is the custom where statutes do not interfere to make the notes read with interest if not paid when due. A year's time may be given at a public sale, but the notes usually provide for a year's interest if the maker does not meet the payment on the day that it is due.

It is a well-established fact that a large percentage of losses are due to failure to collect promptly at maturity. An interest clause, like the one referred to, inserted in notes taken by dealers on time sales, would undoubtedly be the cause of more prompt payments. Ordinarily a man who seeks and receives credit expects to pay the debt. If the penalty for not paying when due is no more than legal interest for the extra time the temptation to defer is strong, even when the money is in his possession, for he may have some investment in view that seems to promise greater returns. But if delay means the loss of all the time contemplated by punctual payment there is a greater incentive to discharge the obligation at maturity and thus reap all the benefits of the time originally given. Without doubt there would be fewer losses if the rule were adopted by hardware and implement dealers.

Steel Nails Retu ning.

From Stoves and Hardware Reporter.

"A peculiarity of the nail market is the return—after a long absence—of the steel nail," observed Mr. F. A. Witte, Secretary of the Witte Hardware Company, St. Louis. "Up to the early eighties iron cut nails were used very extensively. Steel nails were first placed on the market late in the seventies, and were quite popular in the eighties, when wire nails began to be introduced. The success of the wire nail was phenomenal and it very quickly drove the cut nail out of the market almost entirely. During the last eighteen months, however, the demand for steel nails has been steadily reviving and today the call for them makes these nails quite an item in the average hardware bill. At first the demand was for 3d and 4d. It seems that wire nails have been found unsatisfactory for some purposes, such as putting on shingles, where the cut nail could be used with much advantage. This apparently started the demand, which has grown to considerable proportions. One house which has not carried a keg of cut nails for five years has just placed orders for several carloads. Thus it has come to pass that while obituaries of the cut nail are still being written, it promises to be restored to its old-time popularity."

Nothing hurts a man like pinning faith to a wrong idea and being scratched by the pin.

The "Concave" Washboard



GLOBE CRIMP,
Per Doz., \$2.

**SAVES THE WASH.
SAVES THE WASHER.**

WILLIAM REID

Importer and Jobber of

POLISHED PLATE
WINDOW
ORNAMENTAL

PAINT

GLASS

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.

Oatman's Handy Hoops

For Tubs,
Pails or
Barrels



Put up in neat display box,
and rivets included.

Patent applied for.

No. to order by.	Inches wide.	Inches long.	Box of 50.	Box of 25.
0	5/8	39	\$1.75	
1	7/8	75	3.30	
2	1	80	4.00	
3	1 1/4	80		\$3.00
4	1 1/2	80		4.00

These hoops are flared, with one end punched all ready to get the size and rivet together by placing the tub bottom side up, and putting the hoop around with the punched end lapped on the outside, so that you can mark for the two holes to be punched.

These hoops do away with the annoyance of pulling a bundle of hoop iron apart to get a few cents' worth of hooping. For sale by

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.

COURTESY TO CUSTOMERS

How It Gained a New One at the Souvenir Store.

Written for the TRADESMAN.

"It was only the matter of a little 6 cent glass measuring cup," began my friend, Kitty Klyde, as she dropped herself comfortably down among the varicolored cushions of the long, low divan in the "Turkish room," my latest pet feminine luxury, and we settled ourselves for a cozy little chat anent our Christmas-shopping trials and tribulations.

I silently pushed her a floor cushion, on which she tilted her daintily-booted, trim little feet as she went on with her story:

"Yes, it was the measuring cup that did it," slowly taking her batpins out and reaching over to stick them in a corner of the couch where she'd be sure to forget where she put them. Then she shook off her close little hat into her lap, shook herself out of her trig little jacket and into her subject (she never has time to remove her wraps decorously in the hall—she is one of the can't-stay-but-a-minute-but-stays-an-hour species) and we were fairly launched on the conversational sea.

"Yes," she continued, "you might almost call that little cup a 'loving cup,' for it certainly was that that caused me to fall in love with that pretty brown eyed clerk. It was 'this a-way' (Kitty still clings to some of the expressions she picked up in her Southern trip): I went into that big handsome hardware store—you know, down at the end of the street—where they were giving away souvenir spoons last week. It was as I expected: a long row of women reaching as far as from Dan to Beersheba were wedged in between the show cases, and the chances looked slim for me to make my purchases. As I stood at one side watching for a break in the procession where I could slide through, like a small boy on circus day, mine eye, a-weary with its vigilance, fell on a counter near me where were displayed innumerable little glass cups with a handle. They were divided by rings into halves, fourths and three-quarters, and I said to myself, 'Kit, there's just what your mother'd like—no having to peek down inside like she does in her old out-of-date tin affair, but you can just see right through; get her one.' (You know Mamma is a famous cook.)

"I looked around for a clerk to wait on me. None on that side. All handing over spoons to the outstretched hands of the procession. I finally caught the glance of Miss Bonnie Brown Eyes, raised one of the measuring cups with a questioning look and uplifted brows, she nodded affirmatively, the procession happened to part an instant—I never could see how—and in that instant I managed to land myself up against the showcase on the other side of the aisle.

"'Could you do this up?' I gasped. 'Yes, just a moment,' she as hurriedly replied, bending over her little book and jotting down cabalistic memoranda in front and back; 'just a moment.'"

"Well, if she said 'Just a moment' once she said it six times, between making a note of some purchases before mine and appeasing the hunger of the spoon collectors. Finally, she gave up the unequal struggle and asked another girl clerk if she would do up my package for me.

"I edged away from the stream of

women and followed the young lady. She set my glass time-saver on the counter, did up three or four other articles she found lying near the roll of paper, and then—straightway proceeded to forget all about me and my poor little cup and to disappear from my view as completely as if the earth had opened and swallowed her up. I saw it was Goodbye, Clerk, so tried hard to lay in a new stock of patience, standing first on one foot and then on the other in the effort.

"After what seemed to me an interminable length of time, my pretty girl again flashed upon my vision. I didn't know where she came from, and I didn't care; I was just ready to drop, I was so tired. She was walking outside in the aisle and had come from the back part of the store somewhere. As she approached she recognized me.

"There's my cup," I quietly observed, and as pleasantly as I could under the circumstances.

"She looked from my face to the counter, and back again to me. Then she whisked in behind there, and before I could say Jack Robinson my tied-up parcel was in my hand.

"Why, why, why!" she exclaimed, with such genuine contrition in her voice that my heart warmed to her at once and I forgave her before she could go on with, 'I do beg your pardon! I'm so sorry! I thought the other clerk finished waiting on you. It's too bad for you to have been standing here all this long time. I hope you do not think I intentionally neglected you?'

"And she leaned toward me with just as pretty a smile and as flushed cheeks and as charming a manner as if I were a perfect Apollo of a man, instead of merely one of her own sex. You know, Polly dear, so many girls think it doesn't pay to be sweet if it isn't a man.

"Then I asked to look at some articles of more value than my little measure, and she led me to the front part of the store, all the while with the pink in her cheeks and the pretty little deprecating air. By this time the crowd had thinned out somewhat and I could make my purchases in peace, which I did, and she bowed me out as lovely as if I were a May Queen.

"Now, Polly, do you s'pose I won't do my very best to let all my friends know about that little treasure down at the Souvenir Store, as the women all call it now—their fame is literally in everybody's mouth—and tell them to be sure and have her wait on them?"

Here Kitty commenced to gather up her belongings—of course she couldn't find her batpins—preparatory to beginning (!) to take her departure.

"I'll be as loyal to her as a lover!" she ended, as she put up her mouth for a kiss.

And, from what I know of Kitty Klyde's warm, generous heart, that little episode of the glass measuring cup at the Souvenir Store will be one of the most fortunate oversights that clerk could make.

POLLY PEPPER.

Against the Code.

"He seems to be pretty prosperous. Why don't you think he is a good physician?"

"His prosperity. Why, sir, do you know he manages to collect 75 per cent. of the fees that are due him and it seems almost unprofessional.

A Boy's Logic.

Mama—Come, now, Bobbie, please don't tease me for any more sugar. Sweets make little boys ill.

Bobbie—Why, no, mama; sugar can't make folks ill, can it? I saw in the grocery where they had sugar-cured hams.

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
Heller'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..... 17

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

MILLS

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

MOLASSES GATES

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

NAILS

Advance over base, on both Steel and Wire.
Steel nails, base..... 1 55
Wire nails, base..... 1 40
30 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 3 advance..... 85

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 Cold Chisel Steel Head 30 to 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..... 80
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 1/4
Manilla..... 11

SQUARES

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

SHEET IRON

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

SAND PAPER

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

SASH WEIGHTS

Solid Eyes..... per ton 20 00

TRAPS

Steel, Game..... 75&10
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 05
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, Clifton..... 80
Screws, New List..... 85
Casters, Bed and Plate..... 50&10&10
Dampers, American..... 50

METALS—Zinc

600 pound casks..... 7 1/4
Per pound..... 7 1/4

SOLDER

1/4@1/4..... 12 1/4
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 75
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
20x28 IC, Charcoal, Dean..... 9 00
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

UP TO DATE CUTS
FOR ALL PURPOSES
TRADESMAN
COMPANY
GRAND RAPIDS

A DISTURBING FACTOR.

A high French official has been pleased to remark that the appearance of the Americans in Eastern waters is a disturbing factor to the whole of Europe. As convincing proof of the statement he hastens to remark that "The Americans lack diplomatic manners and will surely bring trouble to us all." In addition to this French testimonial it is stated, on good authority, that the highest officials of Belgium, Germany, Russia, Austria, Italy and Turkey concur in the same sentiment, and that the bitterest hostility of all is found at the Vatican. That this is the exact condition of things can not be denied. It is equally true that the United States, without apology, stands with lifted eyebrows and asks with Western World assurance, "What of it?" She has simply taken the place which the centuries have been preparing for her and, with a desire only to do the right as she sees it, is ready to take up and carry on the task assigned her.

That the whole of the European continent should resent what it looks upon as an intrusion is not surprising. History nowhere repeats itself more determinedly than in the story of civilization, and the opposition so far presented is only a part of the well-known whole. Never yet has an advance been made without the appearance of a disturbing factor, and never yet has that factor failed to assert itself in the face of the most violent and persistent opposition. In this instance the factor is not so much the American as the Republicanism which he represents. It takes the place of that disturbing factor of the tenth century, the Feudal System. It was needed; but the barbarism prevalent then fought it hip and thigh. In spite of opposition it stayed. It asserted itself, and Europe slowly but surely crystallized into a social system which, all in all, has been a blessing to the world. When it had outlived its usefulness another disturbing factor appeared; but the antagonism which the Feudal System met and overcame was turned with equal violence against the disturbing factor, monarchy. That, too, had a mission. That, too, came to stay; and the greatest proof that it was needed is its universal adoption. In England it was the Tudors who manipulated the old elements into the new; and how monarchy fought its way to the throne there is no need of recounting. In time Europe was dotted with thrones; but the power was abused and another factor appeared as a disturbing element. Its birth is undated. The Plantagenets learned of its existence and wondered. The free cities opened their gates wide at its coming. It came a welcome guest at Runnymede and dictated the signing of the Magna Charta to the detested John. It appeared an angel of light to Wickliffe. It was seen hovering over the martyr fires of Smithfield. It brightened the gloom of Luther's prison. It gave edge to the axe that severed the neck of Charles the First. It was the pillar of cloud by day and the torchbearer by night to the westward wandering Mayflower. It whispered comfort and courage above the cradle where American manhood in its infancy was rocked. It guided the bullet at Lexington and the pen at Appomattox and, shattering at a shot the gates of Manila and the frowning turrets of Cuba, it is greeted as a disturbing factor by the whole of monarchical Europe.

Like its predecessors it meets with

hatred and the bitterest opposition. Like its predecessors it stands unmoved in the threatening presence, conscious of its power to grapple with them all and equally sure of the coming victory. With a continent behind it, freed now from the vanishing shadow of monarchy; with the common humanity of the Old World standing tiptoe with expectation; with the crown of Spain in the dust and "Upharsin" aglow above that tottering throne, Republicanism, the embodiment of all that is best and purest in modern National life and character, stands an acknowledged disturbing factor in the political arena of the world, ready to do the work that Heaven has assigned her.

What that work is humanity knows by heart. With one continent wrested from the control of kings, she turns her attention to the empires of the East. Already the protest has begun. Crowns and tiara are industriously at work to avert the impending evil. Their labor will be in vain. The hour of monarchy has struck. The oldest scepter has been stricken from the palsied hand that held it. Others will also fall; and when the last one has fallen and monarchy is no more, the disturbing factor in modern civilization which has accomplished this will be found to be the American Republic, the last ruler and the best to direct the destinies of mankind.

JOHN BULL, DEBTOR.

The time has come, in the year's calendar, to look over accounts. The books are showing a thrifty condition of things. Trade has been lively the world over; and this is especially true of our relations with Great Britain. So far our merchants have been satisfied to have the balance of trade even and no special effort has been made to disturb that balance. Left almost wholly to itself, the yearly returns are gratifying. The amount of sales is small, but the record is much in our favor. The annual report of the Bureau of Statistics, lately issued, makes it possible to make some comparisons which are by no means odious. They show that our brothers over there are yearning after us physically as well as mentally and morally; and they suggest that the Anglo Saxon's liking for the same good things is as strong now as it was when the little island held us all and we were fighting tooth and nail against the encroachments of the well-hated William the Conqueror.

From that standpoint the following figures are edifying: During the year ending in October, 1898, \$537,680 worth of bacon was consumed in England in excess of any preceding year; and the excess in ham is \$530,435, a statement which Germany may ponder with profit. In flour the increase was \$592,860 in our favor; in oats \$275,425, a fact which strengthens the statement of Mr. Chamberlain to the effect that, as time goes by, the stomachs of the two nations will hold a common food while the hearts will beat as one.

With the appetite thus satisfied, let us turn to other things: During the year, from October to October, we sold Great Britain \$278,730 worth more of copper; \$805,875 more of tallow; sawed, split, planed or dressed wood, a gain of \$203,940, and of leather a yearly gain of \$494,800—an array of figures which is comforting to consider at the beginning of the holidays.

There is another feature of this report which is full of encouragement, because it shows that in other departments of

industry we have not been idle. The hard times have been teaching their lesson and we have been profiting by it. We have been trying to get along without so much dependence on the foreign markets by using more of our home-made products. The list of imports is consequently diminished, with a correspondingly wholesome increase to the home exchequer. During the year there was less wool imported by \$59,185—a statement to please the American sheep-raiser. There was a decrease of 105,500 yards of cotton piece goods, and in woollens for two years a decrease of 467,000 yards. Who says that the American does not appreciate the efforts of the wool manufacturer in his own country?

The imports of worsted goods for 1896 were 1,355,400 yards and in 1898 693,600 yards, a difference in our favor of 661,800 yards. We bought less hardware by \$21,160; fewer tin plates in two years by \$393,605. In 1896 we paid \$8,395 for black plates for tinning; during the year \$375, a gain for us of \$8,020.

It may or may not be tiresome to extend the list. The above by no means exhausts it. The only article which stands out in marked contrast with the items mentioned is jute, which stands 11,654,500 yards for 1898, to 5,363,300 yards for 1897. It is, as it has been said before, a capital showing. It marks not only a turn in the financial tide, but, what is far better, it is convincing proof that the prosperity long looked for has come at last, and come to stay. With the war over and the new responsibilities assumed which the contest brought with it, and with the general recognition of those responsibilities and rights by the nations of the earth, the United States of America has every reason to believe that in trade and in other concerns of the world it is to be recognized as an important factor and leader—a conclusion suggested and strengthened by contemplating the debtor side of John Bull's account.

The Honors of War.

Little Harry: Pa, what is meant by marching out with the honors of war?
Pa: Well, for instance, if Tommy Brown were to knock you down and pummel you until you yelled "enough," and then let you up and told you to go home and never step into his back yard again, you would march off with the honors of war. But if, instead of letting you up when you confessed you were licked, he kept on pounding you until somebody stopped him, then you wouldn't get off with the honors of war. "But I wouldn't march off with the honors of war anyway, if that's how it's done."

"Why not?"
"Cause when he let me up and told me to never step in his back yard again, I'd git a rock and swat him."

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—A FINE WINTER HOME AT McMeekin, Florida, 26 miles west of Palatka; five acres of land, 10 orange trees to bear next spring, also pears, plums, figs, grapes and berries; ten minutes' walk from depot and post-office; two-story, seven-room house, with verandas; good well of water and good neighbors; land slopes down to Mirror Lake; two other lakes in sight; small barn, buggy house and sheds; price, \$3,500. A. H. McClellan, Biscayne, Florida. 785

WANTED—TO BUY A GOOD ICE BUSINESS in a town of 2,000 population and no opposition. Address No 782, care Michigan Tradesman. 782

I PAY SPOT CASH FOR STOCKS OF MICHIGAN of any kind and size. Communications held strictly confidential. Address A. E. Poulsen, LaGrange, Ind. 783

FOR SALE—CLEAN SHOE STOCK IN GROWING manufacturing town of 5,000, county seat, surrounded by good farming trade. Will sell at a bargain as owner has other business which demands his attention. Address No. 781, care Michigan Tradesman. 784

FOR SALE—AN ESTABLISHED BAKERY in the greatest hustling town in Michigan; good location, reasonable rent. Satisfactory reason for selling. Address A. E. Randall, Otsego, Mich. 788

FOR SALE—DRUG STORE, NO. 1 LOCATION in Grand Rapids; present owner not a registered pharmacist. Address Drugs, care Michigan Tradesman. 781

WANTED—LOCAL FOR A PRIVATE bank by gent eman of ample means, good character and excellent business qualifications. Location must be a good business point surrounded by prosperous farming community. Address No 780, care Michigan Tradesman. 780

VACANT CITY LOTS AND 80 ACRES OF good farming land, all free and clear, to exchange for hardware or general merchandise. Address No 777, care Michigan Tradesman. 778

A CHANCE OF A LIFETIME FOR SALE FOR Cash Only—A department store; stock about \$2,000; sales last year, \$42,000; this year will run about \$50,000, all cash, no credit business done; very little competition. Last year cleared \$5,000 over all expenses. Must go west on account of health of family or money could not buy it. Address No 777, care Michigan Tradesman. 777

FOR SALE—OLD AND WELL ESTABLISHED bakery business in a city of 16,000 population. For particulars write to Wm. Malmberg, 215 Cleveland Ave., Ishpeming, Mich. 776

WANTED—GOOD LOCATION FOR FIRST-class dry goods or dry goods and shoe store, in town of 2,500 to 5,000 inhabitants. Will also buy stock if for sale. Address A. Z., care Michigan Tradesman. 775

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

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

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

FOR SALE OR EXCHANGE—HOT SODA apparatus, silver, mammoth, 10-to-date, tufts pattern, \$2.50, \$5 per month, 6 per cent. interest. Also Soda Fountain modern, eighteen syrups, two sodas, four mineral tines, magnificent cherry top, tufts pattern, \$1.10, \$10 per month, 6 per cent. Also Fixtures, drug and jewelry: three 8 ft., one 12 ft. wall cases, plate glass; 2 ft. 6 in. 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 Tradesman. 766

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

HAVE SMALL GENERAL STORE, 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

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

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

AGENTS WANTED FOR OUR "DEWEY" slot machine, just out; retail for \$300 each; double the trade for cash 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—FARMS AND OTHER property for dry goods, clothing and shoes. Address P. Medaie, Mancelona, Mich. 553

COUNTRY PRODUCE.

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

WANTED—BUTTER, EGGS AND POULTRY; any quantities. Write me. Orrin J. Stone, Kalamazoo, Mich. 708

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.

SPECIALTY SALESMAN NOW ON THE street wishes to make a change for other good selling specialty. Address No 779, care Michigan Tradesman. 779

WANTED—TRAVELING SALESMAN IN hardware or other lines to handle hardware specialty as a side line. Sells at sight. References required. State territory covered. Address F. W. Clark, Manistee, Mich. 774

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

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

Traverse City, Charlevoix and Petoskey.
Lv G'd Rapids..... 7:30am 8:05am 5:31pm
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.

GRAND Trunk Railway System
Detroit and Milwaukee Div

GRAND Rapid & Indiana Railway
Nov. 13, 1898.

DULUTH, South Shore and Atlantic
Railway.

EAST BOUND.		
Lv. Duluth.....		16:30pm
Ar. Nestoria.....	†11:15am	2:45am
Ar. Marquette.....	1:30pm	4:36am
Lv. Sault Ste. Marie.....	3:30pm	
Ar. Mackinaw City.....	8:40pm	11:00am
E. W. Hibbard, Gen. Pass. Agt. Marquette.		
G. C. Oviatt, Trav. Pass. Agt., Grand Rapids		

MANISTEE & Northeastern Ry.
Best route to Manistee.

Via C. & W. M. Railway.			
Ly Grand Rapids	7:00am		
Ar Manistee	12:05pm		
Ly 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.

BUCKWHEAT

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

VALLEY CITY MILLING CO.

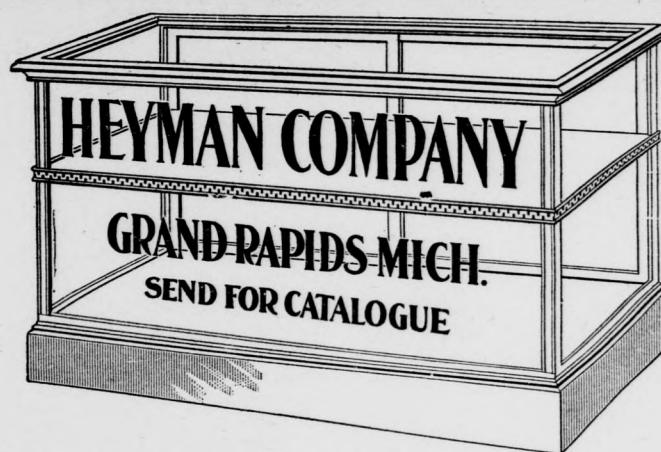
GRAND RAPIDS.

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

They all say ≡

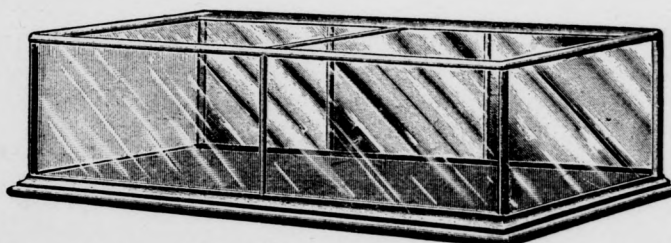
"It's as good as **Sapolio,**" when they try to sell you their experiments. Your own good sense will tell you that they are only trying to get you to aid their new article. : : : : : : : : : : :

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.



This Showcase only \$4 00 per foot.
With Beveled Edge Plate Glass top \$5.00 per foot.

SHOW CASES OF ALL STYLES



Cases are 15 inches high, well finished, all double thick glass, mirror lined panels 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.

THE ONLY WAY...

To learn the real value of a trade or class paper is to find out how the men in whose interest it is published value it. Ask the merchants of Michigan what they think of the . . .

MICHIGAN TRADESMAN

We are willing to abide by their decision.

Can You Afford

To carry in stock unknown brands of stove polish that your customers know nothing about, brands they do not call for, the quality of which is inferior, gives them dissatisfaction, and the consequent sale of which brings discredit to your store? Your best judgment answers NO! Then sell

Enameline THE MODERN STOVE POLISH PASTE, CAKE OR LIQUID

If you are doing business for profit it will pay you to handle our whole line.

J. L. PRESCOTT & CO.,
NEW YORK.

The Keeping Qualities of Seymour Crackers

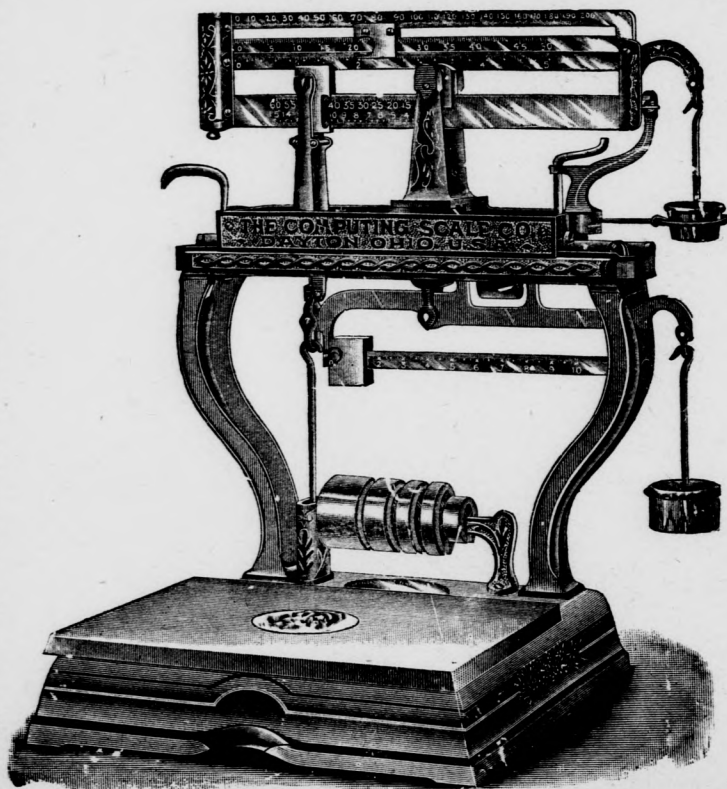
should commend them to the up-to-date grocer. They never become stale, for even the very oldest of them, by a little warming up, become as crisp as at first. This isn't possible in ordinary crackers, and it's by using none but the choicest selected ingredients, and being mixed and baked in the improved way, that the SEYMOUR Cracker retains its hold upon the buyers of pure food products. Always **FRESH, WHOLESOME, NUTRITIVE.** Has absorbing qualities far in excess of all other crackers. Is asked for most by particular people, and hence brings the most acceptable class of customers to whoever sells it.

Can you afford to be without it?

Made only by

National Biscuit Company
Grand Rapids, Mich.

Heavy, Heavy Hangs Over



Wasted Energy, Wasted Stock. Wasted Capital.

All for Want of System.

Modern invention and ingenuity have made it possible for any person in the Grocery or Meat retailing business to know exactly, to the smallest fraction of a dollar, what they must charge a customer on every sale to reap a fair, honest profit.

This is accomplished solely by the adoption of that wonderful invention, the

Money Weight System

This system is found only in our Computing Scales. No merchant should hesitate to better his condition when the remedy for that dreaded disease, **ALL-LOST-BY-ERROR**, commonly known as Dead Loss, can be had for the asking. We will fill the prescription for you. Drop us a line and let us diagnose your case.

The Computing Scale Co.
Dayton, Ohio.