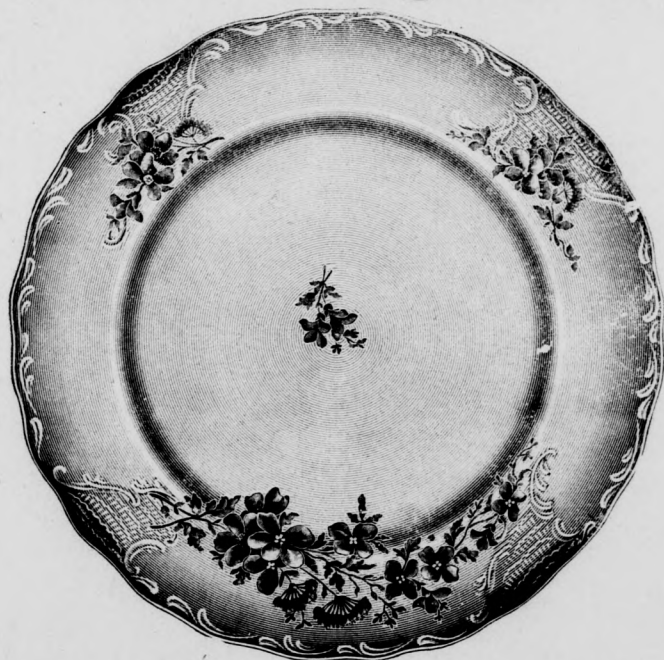


A Rare Bargain in Genuine Habsburg China

Cups and Saucers and Plates



The China is very fine and perfectly glazed and selected, with dainty embossments. The edges are richly gold stippled, as indicated by heavy shaded portions in the illustrations. The neat floral design is executed in three colors: Violet, pink and yellow.

At the price offered
you can sell these
in sets of six
almost as cheap
as the ordinary common ones



No. 485, Plate, diameter 7½ in. Price per gross, \$15.00; per doz., \$1.50
No. 486, Plate, diameter 8½ in. Price per gross, 21.00; per doz., 2.00

Illustrations are
half size.

No. 488, Tea Cup and Saucer. Diameter of Saucer, 5½ inches; height of Cup, 2¾; width, 3½. Price per gross, \$18.00; per dozen, \$1.75

We sell to
dealers only

Burley & Torrell

42-44 Lake Street,
Chicago.

Look Out for

THE TIGER

Phelps, Brace & Co.

Detroit, Mich.

F. E. BUSHMAN, Manager.

Largest Cigar Dealers in the Middle West.

Faust Oyster Crackers

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

National
Biscuit
Company

Grand Rapids.

Sears' Bakery.

Epps'
Cocoa

Epps'
Cocoa

GRATEFUL COMFORTING

Distinguished Everywhere

for

Delicacy of Flavor,

Superior Quality

and

Nutritive Properties.

Specially Grateful and

Comforting to the

Nervous and Dyspeptic.

Sold in Half-Pound Tins Only.

Prepared by

JAMES EPPS & CO., Ltd.,

Homœopathic Chemists, London,

England.

BREAKFAST

SUPPER

Epps'
Cocoa

Epps'
Cocoa

MICA AXLE GREASE

has become known on account of its good qualities. Merchants handle Mica because their customers want the best axle grease they can get for their money. Mica is the best because it is made especially to reduce friction, and friction is the greatest destroyer of axles and axle boxes. It is becoming a common saying that "Only one-half as much Mica is required for satisfactory lubrication as of any other axle grease," so that Mica is not only the best axle grease on the market but the most economical as well. Ask your dealer to show you Mica in the new white and blue tin packages.

ILLUMINATING AND
LUBRICATING OILS

**WATER WHITE HEADLIGHT OIL IS THE
STANDARD THE WORLD OVER**

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

STANDARD OIL CO.

Yes, people are talking about the

Sunlight Gasoline Lamps



And the users of them are loud-
est in their praises. (Is that
not a good recommendation?)
Cheaper than kerosene, more
brilliant and steadier than gas
or electricity. Absolu-
tely safe. Your in-
surance agent permits
you to use them. Ask
him. Approved by In-

surance Underwriters. Can be turned down. No light so
good for Halls, Churches, Stores, Hotels, Offices, Shops and
Residences. Our Arc light (air pressure) is very brilliant
and suitable for indoor and outdoor lighting. More styles of
fixtures than displayed here—brass and antique copper—
very handsome. We are now able to fill orders promptly.
Write for our descriptive catalogue. Money making terms
to local agents.

Michigan Light Co.

23 Pearl Street,

Grand Rapids.

MICHIGAN TRADESMAN

Volume XVII.

GRAND RAPIDS, WEDNESDAY, NOVEMBER 15, 1899.

Number 843

ATTENDS
GRADUATES
of the
Grand Rapids Business University
Business, Shorthand, Typewriting, Etc.
For catalogue address
A. S. PARISH,
Grand Rapids, Mich.

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.

YOU CAN INCREASE YOUR COFFEE
TRADE WITH THE FAMOUS
A. I. C. HIGH GRADE
COFFEES
Exclusive agency given. For particulars, address
AMERICAN IMPORTING CO.,
21-23 RIVER ST., CHICAGO, ILL.

Commercial Credit Co. Ltd.
Private Credit Advances
Collections and
Commercial
Liquidation
GRAND RAPIDS, MICH.

Investigate our sys-
tem before placing
your collections.

OLDEST
MOST RELIABLE
ALWAYS ONE PRICE

Wholesale Clothing Manufacturers in the
city of ROCHESTER, N. Y. are KOLB &
SON. Only house making strictly all wool
Kersey Overcoats, guaranteed, at \$5.
Mail orders will receive prompt attention.
Write our Michigan representative, Wm.
Connor, Box 340, Marshall, Mich., to call
on you, or meet him at Sweet's Hotel,
Grand Rapids, Nov. 23 to 24 inclusive.
Customers' expenses allowed. Prices,
quality and fit guaranteed.

The Preferred Bankers
Life Assurance Company
of Detroit, Mich.

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

Insurance in Force.....	\$3,299,000 00
Ledger Assets.....	45,734 72
Ledger Liabilities.....	21 68
Losses Adjusted and Unpaid.....	None
Total Death Losses Paid to Date.....	51,061 00
Total Guarantee Deposits Paid to Ben- eficiaries.....	1,030 00
Death Losses Paid During the Year.....	11,000 00
Death Rate for the Year.....	3 64

FRANK E. ROBSON, President.

TRUMAN B. GOODSPEED, Secretary.

Tradesman Coupons Save Trouble.
Save Money
Save Time.

IMPORTANT FEATURES.

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2. Dry Goods.
3. Getting the People.
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5. Grand Rapids Gossip.
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15. Observations by a N. Y. Egg Man.
16. Social Customs of Seventy Years Ago.
17. Commercial Travelers.
18. Drugs and Chemicals.
19. Drug Price Current.
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21. Grocery Price Current.
22. Hardware.
23. Gotham Gossip.
24. Hardware Price Current.
24. Boys Behind the Counter.
Business Wants.

PAYING THE PRICE.

One of the hard things of life, against which humanity makes one persistent and futile protest from the cradle to the grave, is paying the piper. We all want to dance and make merry and enjoy ourselves; we want to gratify our whims and desires and ambitions, and we don't want to pay the price. We want a free pass, with the privileges of the road through life, yet at every turn fate stands by, a relentless collector, and exacts from every man a strict auditing of accounts and payment to the last farthing for the things he has had. Sometimes we are fortunate enough to get the account staved off for a while and a few days or years of grace; sometimes cash down on the nail is demanded, but sooner or later we must all pay the reckoning. There is absolutely no free list. The good fellow who makes a night of it with the boys and whose wit sparkled as bright as the bubbles on the champagne pays for it next day with shaking nerves and aching head and wonders if it was worth the price. The rich man who fares sumptuously every day must pay the price of overeating in gout and dyspepsia and a hundred kindred ills that shorten his days. It is a popular belief that fame is a kind of lightning that is apt to strike where it will, quite by chance. The man who has achieved reputation in any line knows that he has paid in advance for it by years of patient, unrewarded, unperceived labor, toiling when others slept, striving where others enjoyed, and that of all fallacies none is so untrue as that fame is a gift. The man who is so fortunate as to amass a great fortune pays for every dollar of it in anxiety and care and a life hardened and made sordid by ceaseless striving for money. Kings and rulers pay for the glamour and trappings of state by being greater slaves than any serf in their kingdom. Gay young bachelors extol their freedom and flaunt their latch-keys in the face of poor Benedict, yet at the last what a price they pay, when old age comes upon them and they have nothing but the cold comfort of the club house, with no heart in all the world to turn to rest upon their heart, no eyes to look love into their eyes, no tongue to utter words of tenderness and cheer. So it is at every point. We are

"absent-minded beggars," but we must "pay, pay, pay," and we begin learning the lesson very soon. A little man, who is just at that age when school is a prison and every flying bird a flashing invitation to escape into freedom, was tempted the other day into running off with a friend and playing truant. The next morning he met a man of the world, an old friend of the family, who remarked upon the lad's subdued air and scratched nose, and the boy flushed a little, and in a burst of confidence told his story. "Say, Mr. Blank," he said, "yesterday me and Tom we run off, and cut school, and we hadn't gone far before we fell out and had a fight, and he licked me. Then a man we sassed caught us, and he licked me, and the man on a wagon we caught behind, he licked me, too. Then when I went home mamma told papa, and he licked me, and I sassed mamma for telling on me, and she licked me for that when papa got through. 'Course, I 'spected one lickin', but I got too many. It wasn't worth it. I wish't I had stayed at school." "My boy," said the man thoughtfully, "you are not the only one. We must all pay for our pleasures, and if you have paid too much, why, we are all mostly overcharged. It is the way of life."

Interesting statistics concerning the growth of the telephone business have been gathered by the manager of an independent telephone company in Indiana. Up to five years ago the telephone business of the entire country was practically under the control of the Bell monopoly. In 1894 the first independent telephone exchange in the country was constructed in Fort Scott, Kan. That was the beginning of a movement whose growth in five years has given to the independent companies more miles of line and more instruments than are in control of the old company. The cause of this disparity is found in the fact that the new companies have invaded hundreds of small cities, towns and villages where exchanges have been built, and where the people are now given good service for small cost, where they never before had enjoyed this privilege at any price. It is stated that the close of this year will see 3,500 independent telephone exchanges in operation, having over 750,000 instruments. In 1880 there were under rental use in the country 60,870 telephones. One year later the number had increased to 132,692. In 1898 the number of telephones in use was over 1,000,000. In 1885 there was in use in the various systems and modes of building 137,223 miles of telephone wire. At the beginning of this year this mileage had increased to 1,158,000 miles.

The cigarmakers in a certain non-union factory have enforced a demand that the factory be scrubbed and cleaned every week. This would be distasteful to union cigarmakers who revel in filth, rolling the tobacco leaf with hands covered with sores and wetting it with saliva from their pockeaten mouths to make it stick.

GENERAL TRADE REVIEW.

While some disappointment is expressed that the elections were not followed by a more decided advance in the stock market, there is nothing in the general situation to give material encouragement to the bear element. The adverse reports from the Transvaal and the continued stringency in the Eastern money markets have been sufficient to keep the advance in abeyance, but the later movements are towards better values and the general opinion seems to be that the market must soon answer to the general conditions of activity. The pressure of demand which has so long characterized the situation continues without abatement. Transportation earnings and industrial reports of all kinds continue without parallel. That this condition must eventually produce an upward movement in share values seems inevitable, and yet it is to be considered that in capitalizations and manipulation of many kinds of stocks these favorable conditions have been greatly discounted. There is little question that industries with a right capitalization will show an early advance, but it must be remembered that a host of new enterprises and combinations have been and are being put onto the Street with a capitalization anticipating any reasonable expectations of increase in values for a long time to come.

The pressure of activity in the iron and steel trades shows no signs of diminishing further than that some lines seem to have reached their height in quotations, although there are no indications of a material reaction. That the summit of values has been passed in minor metal quotations is indicated by the fact that there is a positive decline in most of them, with considerable dullness. That the prices have not advanced far beyond the supporting conditions is indicated by the fact of so small and so slow a decline.

In textile and allied industries there is little change from the general condition of activity and improving quotations noted last week.

New York is confronted by a problem which is not only already monumental, but rapidly growing in a way which will tax the capacities of even that great city. It is nothing less than an announcement that all the relatives of Dewey will gather together at the Waldorf-Astoria in January or February for a family reunion. The man who makes the announcement is a Dewey away out in Tacoma, Wash., who has never before been heard from, and already 1,500 people have sent notices of their acceptance of an invitation to be present.

It is said that Queen Victoria is much opposed to the use of osprey feathers as decoration for headgear, fearing that, should the reigning vogue continue, the osprey would soon become extinct.

When a man is hungry, it seems a long time before dinner is ready. It seems much longer to a man who has been elected to office, and must wait for somebody else to get out.

Dry Goods

The Dry Goods Market.

Staple Cottons—The advances which have been the most prominent feature of the market for the past two weeks have nearly ceased now. Whether they will commence before long or not, is problematical, yet predictions to that effect are to be heard freely in the market. Sellers welcome the change that has come over the market and say that if quiet business prevails for a little while, it will enable the mills to catch up to the market, and enable the sellers to get a definite idea of what they can promise, as to when deliveries can be made, and gauge their promises somewhat nearer than they have been able to for some time. It has had no effect whatever in weakening the market, but, on the other hand, the strong attitude which they maintain in regard to both bleached and brown cottons is particularly noteworthy. Many lines of bleached goods are now held at value only on top of the strong advances which have been named, notably "Fruit of the Loom" and similar tickets. Medium and low grade bleached goods are strong and 64 squares in the latter showed advances during the week. For the present, wide sheetings seem to have reached the top notch, for the last prices seem to have had the effect of quieting the demand slightly. There have been advances also made on cotton flannels of some makes, and they are very strong. Brown sheetings, drills and coarse cottons are firm without change. Denims are scarce and firm, as also are ticks and other coarse colored cottons. Among the prominent cotton goods that have been advanced are several lines of cambrics, denims and a few lines of bleached cottons.

Prints and Ginghams—Printed calicoes have secured an excellent business during the week. The best demand has been for staple lines, such as mourning, indigo blues, turkey reds, etc. These are wanted, both for immediate delivery, and on forward contracts. Stocks of all lines are practically cleaned up, and advances are expected daily. Already one or two have been named, as noted in another column. Fancy prints suffer by comparison with other lines as far as business is concerned, yet there has been enough secured to assure the trade that no stocks of consequence will be carried over. Shirting prints for spring have opened, and buyers are starting in to do a good business. The question of spring fancies, and the price to be placed upon same is now a puzzling question to the agents; whether to make an advance of considerable importance, or to act conservatively on account of the failure to maintain prices on fall dark goods is yet to be determined. Gingham show no change in situation, being scarce and firm.

Knit Goods—The situation, as far as next year's goods are concerned, could not be bettered, if all would hang together. Several new makes and several new improvements in all makes are being made in the summer underwear. This is particularly noticeable in what is known as the "cellular" fabric. Several different makes of this style of goods are on the market, and it is expected that the coming summer will see enormous quantities of them sold. The importers report that this has been one of the best seasons ever experienced. The initial orders were larger than in previous years, and many of their cus-

tomers are increasing their orders with duplicates. Only a part of these latter can be filled from stock, and the others must wait until new goods arrive. The importers have had another very busy week, and some of them say that the total amount covered by the orders is perceptibly ahead of the same period last year. Prices have been firmly held on the first, and the goods have been called for in very even assortments.

Hosiery—Fancy hosiery is still very active, but principally in the finer grades. Some beautiful effects are being prepared for next summer. Among the latest for men are some open lace work goods, with an underlining of a color contrasting with the outer fabric. This shows up the lace pattern, protects the ankle from cold, and greatly strengthens the stocking where it would naturally be weak. Heraldic figures will also be prominent, and promise large sales. Stripes are the best sellers at present, and will undoubtedly be for some little time.

Carpets—The outlook continues bright for the carpet trade. Retailers report an increased demand for higher priced goods, especially wilton velvets. When the best goods are called for we know that it is a sign of better times, and this is what we have looked forward to for many years. October is always the best month for retailers of carpets. That month is generally devoted to house cleaning, and now that this year shows a much better condition of affairs than for many years past, carpets which have long since needed successors are taken up, and new ones put down in their places. November, however, is also getting to be a better month for carpets than for some time past. The principal demand for the fall trade seems to be for wiltons and axminsters. Manufacturers can dispose of all the goods they can make. The new price list will be out about December first, and we will then know definitely what the prices for carpets will be for next spring. While some manufacturers have been delayed in getting out their new patterns for next season's trade, a number of them have their samples completed and ready for inspection; some very pretty designs in ingrain are being shown by manufacturers of that line of goods. It is understood that ingrain will open at the advanced price which went into effect the latter part of the fall season. The demand for this grade is expected to exceed that of the previous season. While tapestries are likely to open at present prices, the first of the year is likely to see higher values. The general condition of business is favorable. Surplus stocks are very meager, and only represent in occasional instances dropped patterns, which are less this season than for the past seven years.

Corl, Knott & Co.,

Importers and
Jobbers of

Millinery

Our Specialties:

Trimmed and Untrimmed Hats,
Ostrich and Fancy Feathers.
Ribbons,
Velvets,

NECK TIES



We have neckwear in abundance—Flowing End Ties, Teck Ties, Puff Ties, Club Ties, String Ties, Windsor Ties and Bow Ties in bright fancy silks, stripes and plaids, also plain black silk and satin.

By the Way, have you seen Way's Mufflers; they are the latest thing out in neck scarfs. Our stock of Wool and Silk Mufflers is now in and ready for inspection.

P. STEKETEE & SONS

WHOLESALE DRY GOODS,
GRAND RAPIDS, MICH.

THE "STAND BY" CORSET



(Pat. Oct. 28, 1898.)

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

HOW IT IS MADE: Each Corset is constructed with twelve heavy flexible steels especially tempered, six on each side, grouped in sets of three, one over the other in such a manner as to form an indestructible side and still conform to every movement of the wearer. Women troubled with the breaking down of the corset on the sides will appreciate the "STAND BY"

PRICE,
\$4.50 PER. DOZ.



SIDE SECTION

Putnam's Cloth Chart

Will measure piece goods and ribbons much more quickly than any other measuring machine in the market and leave the pieces in the original roll as they come from the factory. It is five times as rapid as hand measurement, twice as rapid as winding machines, 50 per cent. more rapid than any other chart and three times as durable as the best of its competitors. Satisfaction guaranteed or money refunded. Write the manufacturers or any of the jobbers for booklet, "All About It."

No exaggeration. Get one and try it.

Price \$4.00 each.



Sold in the West by the Following Jobbers

CHICAGO—Jno. V. Farwell Co. Carson, Pirie, Scott & Co. Marshall Field & Co. Sherer Bros. Lederer Bros. & Co.
ST. LOUIS—Hargadine-McKittrick Dry Goods Co.
ST. JOSEPH—Hundley-Frazier Dry Goods Co.
KANSAS CITY—Burnham, Hanna, Munger & Co. Swofford Bros. Dry Goods Co.
OMAHA—M. E. Smith & Co.
ST. PAUL—Lindeke, Warner & Schurmeier. Powers Dry Goods Co. Finch, VanSlyck, Young & Co.
MINNEAPOLIS—Wyman, Partridge & Co.
DETROIT—Strong, Lee & Co. Burnham, Stoepel & Co. Edson, Moore & Co.
TOLEDO—Davis Bros. Shaw & Sassaman Co. L. S. Baumgardner & Co.
CINCINNATI—The Jno. H. Hibben Dry Goods Co.
INDIANAPOLIS—D. P. Erwin & Co.

Sent by express, charges prepaid on receipt of price by the mfr.

A. E. PUTNAM, Mfr., Milan, Mich.

Getting the People

Review of Some Specimens of Grocery Advertising.

Quite a batch of grocery advertising has come in for criticism; but none of it really ranks very high. Keif & Meanwell, of Ypsilanti, submit four advertisements, of which I reproduce two. The coffee advertisement is weakened because the writer has tried to talk five

A Good Dinner May Be Spoiled

By a cup of poor coffee. Do not spoil your Thanksgiving dinner or any other dinner on that account. There will be no need of it, if you buy your coffee of us. There must be a reason for our constantly increasing coffee trade. We charge it to their fine flavor and excellent drinking qualities. We have pleased others—may we have an opportunity to please you?

Our Mocha and Java at 38c is not excelled. Rio and Java at 33c is a trade winner. Combination at 30c gives satisfaction. No. 3 Rio at 28c cannot be beaten. And our 25c Coffee is as good as anybody sells for that money.

We close Thanksgiving Day at 12 o'clock noon
Telephone, 38. KIEF & MEANWELL,
19 Huron street.

kinds of coffee at once and feels in duty bound to say something good about each. He would have done better by taking one brand and describing its merits and then mentioning the other four without remark. Every good salesman knows that the way to sell goods is to talk up one article at a time and talk it strong—and good salesmanship is as necessary in writing advertisements as in any other means of selling goods.

The advertisement headed, "Look out for the cars," is much better than the other, and introduces another feature which is decidedly helpful to newspaper

LOOK OUT FOR THE CARS!

A whole train-load of triple-strength Hoarhound Candy on exhibition in our show window. We are selling it at 15c per pound.

KIEF & MEANWELL,
19 HURON STREET.
PHONE 38.

advertising—that is, a display of the goods in the window simultaneously with the appearance of the advertisement in the newspaper. This is something that should be done wherever possible. The window display, together with a card reading, "As Advertised, \$1.15," is likely to call attention not only to the goods, but to the advertisement; while a mention in the advertisement, of the window display, will make a strong drawing combination.

The circular of the Model Grocery House is not good—for it is not business. Mr. Winans would not talk to a customer like that. If a woman came in and said, "What have you that's nice to-day?" he would answer her something after this fashion: "Well, we have some specially nice canned peas at 15 cents a can—the best we've ever seen. Little, tender peas, this season's packing. Would you like some celery this morning—it's in splendid condi-

tion, so crisp and nice? Coffee? We have a splendid Mocha and Java at 38 cents—the real thing, too; you know there are so many cheap coffees passed off for genuine Java and Mocha that you have to be careful. Would you like some cheese? We have"—and so on. He wouldn't give his customer any non-

GUILTY!

We, the jury, after a careful review of the evidence, do declare it as our honest conviction that H. D. Winans is guilty of selling Fresh Groceries at such low prices as to entitle him to the consideration and confidence of Jackson's citizens

Respectfully submitted by

U. C. Flour, R. U. Baked-Goods,
C. Sugar, I. C. Potatoes,
X. L. Butter, O. K. T. (&) Coffee.
"Me Too," said the rest.

I wish to thank my many customers for their patronage. I am now, at the close of two months' successful business, in better shape to fill any and all orders promptly and satisfactorily.

Our light expenses secure you Right Prices. Goods delivered to all parts of the city.

Ask to sample the latest health food, "NUT BUTTER."

Yours to serve,

The Model Grocery House
H. D. WINANS, Prop.

Old Phone 1245. 208 South Mechanic St.

sense about "guilty," and try to spring puns on her—what woman is there who really likes jokes, anyway?

I've said it before (and I don't claim to be the first who said it): "Talk to your customers in your advertisements as you would if they were in your store." The talk that will bring business in one case will do so in the other. There's no need of mounting a pedestal when you write advertisements—the nearer you can get to the familiar speech of your readers, the better effect your advertisements will produce.

I am in receipt of the following letter from a Coloma merchant:

Coloma, Nov. 10—I enclose you under separate cover copy of the Coloma Courier, containing our advertisement, which I would like criticized through the columns of the Tradesman. I have paid considerable attention to your criticisms, always being on the lookout for something better in the shape of advertising. E. H. Hamilton.

Mr. Hamilton's advertisement is reproduced herewith. He has started out

THIS IS OUR OPINION!

WHAT IS YOURS?

That two Complete lines are better than several incomplete ones. This is why we handle but two lines—

GROCERIES AND CROCKERY

In them Quality and Price stick out at every corner.

We sell CHASE & SANBORN'S famous BOSTON COFFEES.

Have remodeled our Crockery Department and now have one of the largest and best displays of the kind in the county. You should see it.

Looking costs you nothing—ask to see our 98c four-piece china set. It would be a seller at double the price.

Unless every claim made for goods is backed by actual value it is no good.

HAMILTON.

with the gem of a good idea, but the body of the advertisement discounts the value of the heading. The coffee

announcement is bald and uninteresting and does not carry any weight. I have a remote idea that Chase & Sanborn produce good coffees—but what kinds? How much do they cost? What particular qualities has each brand? All coffees are not alike and all people do not like the same kind of coffee. Jones may like a smooth, rich coffee of mild flavor, while Brown may want a strong, heavy coffee. Their tastes must be consulted and suited.

The crockery end of the advertisement is almost as weak. The announcement, "Looking costs you nothing," is superfluous—no one expects to have to pay to look at goods. What sort of a china set is the one at 98 cents? It may be a soup set, for all the writer tells of it. Is it plain white or decorated and in what colors? The advertisement doesn't tell, but it should. It should give information. That's what advertising is for—to tell store news. If a paper came out with the announcement that "some man was shot yesterday," some reporter would lose his job. And yet merchants report store news in just as flat and unenlightening a fashion. Why, I wonder?

L. S. Wendling, with B. S. Mansfield, of Remus, sends in two advertisements and a circular for criticism. I re-

You'll be Glad if You Do, and Sorry if You Don't!

Look over our stock of Men's-Furnishing Goods and get our prices. Our 25-cent line of Underwear is a Pleaser; and that nice fleece lined one at 40 cents is a Teaser; and the 50-cent one is better yet. Catch the idea, sir?

And while you are looking a word about over shirts. There's some at 35c, 50c, 75c, 85c, \$1 and \$1.25; every one a bargain. Sweaters for boys and men at Sweater prices. Duck Coats, Mackinaws and Mackintoshes. New, Crisp, Reliable Goods at Clean, Honest, Desirable Prices. Our story is Straight. Investigate.

MANSFIELD, "The Busy Man."

produce one of them. Mr. Wendling has evidently gotten a wrong conception of what advertising really is. Appar-

ently, he believes that advertising must be "cute" or "smart" to be successful. In that he is wrong. Advertising is news. It is business. It should be crisp and interesting, but it must always be newsy and businesslike. To these points everything else must be subordinate. There are lots of interesting facts about underwear, shirts and sweaters which can be told in such a way as to sell these goods, and it is not necessary to descend to feeble attempts at wit to sell them.

Let Mr. Wendling revise his views of advertising—let him once realize that an advertisement must carry a definite message in practical form—that an advertisement is the place for business news and the humorous column a place for jokes, and he will greatly improve Mr. Mansfield's advertising.

W. S. Hamburger.

Health Foods

The question of "Foods" has become one of the very first importance of the present day and one in which every Grocery and Provision dealer is deeply interested, because he is called upon to supply his patrons with the very best at the most reasonable prices. To aid you in this we wish to call attention to some of our products in this line. You have dyspeptics among your customers and our Whole Wheat Crackers will furnish excellent food to aid in restoring the weak stomach and preserving the strong one. They furnish work for the teeth, flavor for the palate and nourishment for the entire system. New Era Butter Crackers (creamery butter shortened), a high grade cracker for soups, etc. Gem Oatmeal Biscuits, a good seller, and Cereola, the king of Health Foods. See Price List for prices.

Address all communications to

Battle Creek Bakery,
Battle Creek, Mich.

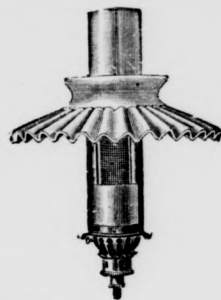
Glovers Wholesale Merchandise Co.

DEALERS IN

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Queen Flake Baking Powder

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NORTHROP,
ROBERTSON
& CARRIER,

LANSING, MICH.

Around the State

Movements of Merchants.

Vermontville—J. N. Barningham has opened a new meat market.

Jackson—W. H. Eaton has opened a drug store at 411 First street.

Saginaw—Mallory & Maybee, harness dealers, have removed to Caro.

Flint—James Duggan has sold his grocery stock to Adam Ketteman.

Union City—A. L. Wilder has sold his grocery stock to S. G. Newman.

Sand Lake—C. E. Tucker & Son have opened a meat market at this place.

West Bay City—Sidney Phelps has opened a grocery store at 511 North Center street.

Harriette—Samuel Doty, hardware dealer at this place, has added a line of harness goods.

Montague—The meat firm of Herren & Reader has been dissolved, Mr. Herren succeeding.

Napoleon—W. S. Blackmer has purchased the drug and grocery stock of Paine & Parker.

Zeeland—Poest & Sterken, shoe dealers, have dissolved partnership, Wm. Poest succeeding.

Charlotte—Brown Bros. announce their intention of retiring from the clothing business about Jan. 1.

Marshall—J. A. Unna, of Battle Creek, has engaged in the dry goods business at this place.

Union City—Geo. Spring is now occupying his new brick store building with his hardware stock.

St. Charles—Pietz Bros., meat dealers and grocers, have sold their grocery stock to Mrs. Mary Prosser.

Muskegon—E. A. Parkes will shortly engage in the furniture and carpet business at 27 East Western avenue.

Benton Harbor—Henry T. Hall has purchased the interest of his partner in the grocery firm of Hall & Baker.

Dowagiac—John Stewart has sold a half interest in his Front street meat market to James McKain, of Decatur.

Coopersville—A. E. Bonner has opened a new meat market in the building recently occupied by James Cilley.

Barryton—J. H. Cain has purchased the grocery stock of E. R. Sage and added it to the grocery department of his general store.

Olivet—A. D. Morford has purchased the brick block and meat market of Mrs. A. C. Shaliar. He will add a line of groceries.

Owosso—F. C. Achard, hardware dealer, has purchased a large portion of the hardware stock of Jackson & Son and removed it to his store.

Schoolcraft—J. F. Felson, hardware dealer, is erecting a building for agricultural implements, with a show room, 20x40 feet in dimensions.

Kalamazoo—J. G. Tallman has purchased the interest of his partner, C. D. Grannis, and will continue the grocery business in his own name.

Honor—Alex Morris, of Traverse City, has opened a clothing and dry goods store in the building formerly occupied by Barney Holmburg.

Kalamazoo—A. M. Matthews is erecting a building on his lot at 916 East Vine street in which he will engage in the grocery and provision business.

Benton Harbor—One mercantile firm having gone back on the early closing hour agreement, the other merchants have all agreed, on consultation, to abide by the original arrangement, regardless of the one case of violation, so the stores generally will be closed at 6 o'clock.

Port Huron—R. C. Hawley has purchased the dry goods stock of Asman & Beard. Mr. Hawley owns several dry goods stores in different parts of the State.

Eaton Rapids—Townsend & Co. have rented a store building and will soon open up with a line of bazaar goods. They are already operating their millinery department.

Shanghai—Miss Theresa Dostal, of Chicago, and Mr. Williams, of Pipestone, have purchased the store building and stock of Wm. Momany and will continue the business.

Luther—R. R. Robinson has purchased the interest of his partner, E. Kennedy, in the meat firm of Robinson & Kennedy and will continue the business in his own name.

Ypsilanti—J. Lewis Hawks has retired from the dry goods and clothing firm of Hawks Bros., at Colon, and opened a bazaar store under the style of the "Racket" at 42 East Cross street.

Sault Ste. Marie—W. J. Freeborn has purchased the store property owned by Wm. Richardson, on East Portage avenue, the consideration being \$3,000, and removed his grocery stock to that location.

Jackson—Thos. J. Birney has purchased the grocery stock of E. M. Maynard at the corner of Cortland and Mechanic streets. The business will be continued under the supervision of W. M. Kelly.

Benton Harbor—Enders & Young, who conduct clothing and men's furnishing goods stores at this place and at Watervliet, have merged their business into a corporation under the style of the Enders & Young Co.

Benzonia—The Benzie County Patriot's editor made a fight on steel range peddlers and drove them out of the county. The other fellows used some threats, but the editor says "steel range fakirs are good diet, in fact, we make a specialty of them."

Lawton—N. O. Martin has purchased the drug stock of Matthew Murphy and re-engaged in the drug business at this place. C. A. Fuhrman, formerly of Lawton, has been engaged as pharmacist. Mr. Murphy will remain with Mr. Martin until Jan. 1.

Owosso—The Foster Furniture Co. will occupy the Struber store, now occupied by Knapp & Smith, after the latter firm moves into the Haarer block. This company already has furniture stores at Mt. Pleasant and at Grass Lake, the latter place being the home of Mr. E. J. Foster, the President of the company.

Saginaw—The annual report of the Wells-Stone Mercantile Co. has been filed with the County Clerk. The capital stock is \$70,000, all paid up. The company holds real estate valued at \$44,014.23 and has no indebtedness. The report is signed by A. W. Wright, Edwin P. Stone, Charles H. Davis, W. T. Knowlton and Wm. C. Phipps, a majority of the stockholders.

Saginaw—George R. Hoyt, head of the Hoyt Dry Goods Co., of Cleveland, who has been in the city for several days, is favorably impressed with the present condition of Saginaw with reference to the dry goods business, and it is intimated that his visit here had for one object the locating of a dry goods house in the store in the Merrill block, which was built with special reference to accommodating the dry goods business for J. Bauman, and was subsequently occupied by Porteous, Mitchell & Co.

Owosso—John Sheldon, the originator and prime mover of the Adventist community here, has secured a new manufacturing industry for the addition. In a few days he will commence the erection of a factory building in which washing machines will be built. The business will have a modest beginning, the factory being in dimensions only 20x40 feet. He will put up the building, place the proper machinery in it and employ some one to run the business for him.

Menominee—The "New Way" department store, which has been conducted in this city by the Pauli Mercantile Co. for a year, was closed on an attachment Nov. 14, when an assignment was made for the benefit of the creditors. The stock will inventory about \$50,000, which it is thought will be sufficient to protect all creditors. Ten cases for assumption were pending in this term of the Circuit Court and judgments to the amount of nearly \$20,000 were rendered the day of the assignment. There is talk in business circles that a new stock company will be organized to purchase the stock and continue the business.

Detroit—G. H. Gates & Co. have engaged in the jobbing of hats, caps, straw goods, gloves, mittens and umbrellas at 143 Jefferson avenue, occupying four floors and basement. Mr. Gates hails from Morenci, where he was engaged in the mercantile and banking business for many years, having established the Bank of Morenci. Harry Wright, W. W. Fendler and W. R. Pike, who are members of the new firm, were formerly traveling salesmen for H. A. Newland & Co., and will continue in that capacity with the new house, Mr. Wright covering Southern Michigan and Northern Ohio and Indiana, Mr. Fendler Northeastern Michigan and Mr. Pike Central Michigan. In addition to the above, Mr. Caddy will cover Northern Michigan and Mr. Brenton Lower Central Michigan.

Manufacturing Matters.

Port Huron—The Davidson-Martin Co. has begun the manufacture of grain purifiers at its factory on Pine Grove avenue.

Port Huron—The new building of the Huron Machine Co. is nearing completion and the company will shortly occupy same.

Pontiac—The Pontiac Carriage & Woodwork Co. has been organized for the manufacture of carriage woodwork.

Davison—J. F. Cartwright, R. J. Groves and Howard Howes, composing the Davison Manufacturing Co., have closed up the business and dissolved partnership.

Sturgis—The Royal Chair Co. has been organized with a capital stock of \$15,000. The incorporators are J. F. Walton, H. D. Anthony, W. C. Grobhisier, C. A. Miller, M. E. Aulsbrook, all of Sturgis.

Bay City—The McDonald Grain Co. has been incorporated with a capital stock of \$5,000. The incorporators are J. A. McDonald, J. N. McDonald, Annie McDonald, Caroline McDonald, all of Bay City.

Montague—One of the largest property transactions consummated in this village in many years occurred last Saturday, when a half interest in the Montague Iron Works Co. was transferred from N. P. Hendrie to Geo. H. Mason. Mr. Mason has been negotiating for the purchase of Mr. Hendrie's interest in the Iron Works for some time.

Detroit—The Wheeler Manufacturing Co. has been organized with a capital stock of \$25,000 to engage in the manufacture and sale of bicycle saddles. The incorporators are F. S. Wheeler, S. E. Hartwell and T. J. Beaubien, all of Detroit.

Traverse City—John F. Ott, R. J. Macdonald and Riley Sweers have formed a copartnership under the style of the Michigan Manufacturing Co. to engage in the manufacture of woodenware novelties, curtain poles and trimmings.

Saginaw—The old City Mills will probably be operated with electric power in a short time. The owner, Hon. Joseph W. Fordney, is convinced that electric power is the most economical and is now negotiating with the Valley Traction Co.

Saginaw—The McCormick Reaper Co., which recently determined to make Saginaw the distributing point for the Saginaw Valley, has leased the store at 226 North Hamilton street for an office and has also secured other buildings from Mr. Barnard for warerooms.

Fenton—Citizens of Fenton have organized under the name of the Brotherhood of Fenton for the purpose of making improvements to the business of the village. A committee has been appointed to discuss the feasibility of starting a condensed milk factory.

Owosso—The Castree Shaw Co. has been succeeded by the Vincent Valve Co. The new firm disposes of all its output to one firm in Cohoes, N. Y. The officers are as follows: President, J. J. Schurtz, White Pigeon; Vice-President, A. D. Whipple, Owosso; Secretary and Treasurer, E. C. Bacon.

Hides, Pelts, Tallow and Wool.

Hides are not in supply for the wants of the tanner. The advance in price is against all arguments to the contrary. One tanner says he adds 10 per pound on the price of each car of leather ordered, and it is taken, and yet there is no profit to him for the tanning. It looks like old prices all around in the near future.

Pelts are wanted at old prices and an advance is asked, which is likely to be obtained.

Furs are being offered, with prices approximately higher than last year, except on rat which are much lower on account of the larger quantities being carried over from last year. Coons are a little lower. The warm weather makes an uncertain market, as manufactured goods have not sold so far.

Tallow remains quiet, with good demand for prime stock. There are no large quantities in sight.

Wools are on the advance and sales are large. Buyers are on hand for all that is offered. The State has been well cleaned up during the past month, with no large lots left outside of Detroit. Higher prices are looked for.

Wm. T. Hess.

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

L. PERRIGO CO., MFG. CHEMISTS, ALLEGAN, MICH.

Perrigo's Headache Powders, Perrigo's Mandrake Bitters, Perrigo's Dyspepsia Tablets and Perrigo's Quinine Cathartic Tablets are gaining new friends every day. If you haven't already a good supply on, write us for prices.

FLAVORING EXTRACTS AND DRUGGISTS' SUNDRIES

Grand Rapids Gossip

The Produce Market.

Apples—Winter fruit is meeting with ready sale on the basis of \$2.25 per bbl. for choice, \$2.50 for fancy and \$2.75 for extra fancy. Michigan apples are likely to be very scarce in the near future, owing to the fact that all the fruit outside of cold storage was so seriously damaged by the October warm spell that it is rotting very rapidly.

Beans—The market is in a most peculiar condition and local dealers are at a loss to interpret the situation. They are holding hand picked stock at \$1.65, although it is worth \$1.75 on a parity with Chicago and Toledo markets. Whether the large holders of beans are bolstering up the price in order to unload, or whether the high price is due to natural conditions over which the dealers have no control, is one of the unsolved problems of the business. There are reports that several shipments of German beans are on their way to this country, which, if true, will have a tendency to break the market in the East, and this will naturally effect the high prices prevailing in the West.

Beets—\$1 per 3 bu. bbl.

Butter—Factory creamery has sustained a sharp advance, owing to the dearth of receipts and the active demand which has sprung up during the past few days. Receipts of dairy grades are also small, in consequence of which prices have moved up about 2c, extra fancy readily commanding 20c, fancy fetching 18c and choice bringing 16c.

Cabbage—35¢@40¢ per doz.

Carrots—\$1 per 3 bu. bbl.

Celery—15¢ per doz. bunches.

Cranberries—Cape Cod stock is meeting with ready sale on the basis of \$5.50 @ \$5.75 per bbl. Wisconsin Bell and Bugle command \$6 for standard and \$7 for fancy.

Dressed Poultry—Spring chickens are in good demand at 8c. Fowls are in fair demand at 7c. Ducks command 8c for spring and 7c for old. Geese find a market on the basis of 8¢@9¢ for young. Old are not wanted at any price. Turkeys are in good demand at 10c for spring and 8c for old.

Eggs—The market is higher and stronger, due to increased consumption and lessened receipts. Dealers hold fresh candled at 20c, but sell case count stock at 17c. Cold storage is being drawn on to a considerable extent, finding ready sale at 17c.

Game—Rabbits are in fair demand at \$1.25 per doz. Squirrels are in active demand at 90¢@\$1 for black and \$1.20 for fox. Mallard ducks are in fair demand and ample supply at \$4.25 per doz. Teal ducks are higher, readily commanding \$2.50@2.75 per doz. Common ducks fetch \$1.50@2. Sand snipes command 75¢ per doz. and yellow-legged \$1.50 per doz.

Grapes—New York Concord are held at 15¢@17¢ for 8 pound baskets.

Honey—White clover is scarce at 15¢@16¢. Dark amber and mixed command 13¢@14¢.

Live Poultry—Squabs are in fair demand at \$1 per doz. Pigeons are in strong demand at 50¢@60¢ per doz. Chickens are strong at 60¢@7c. Fowls are not so active at 50¢. Turkeys are eagerly purchased at 70¢. Ducks are in fair demand at 50¢. Geese fetch \$5@6 per doz.

Onions—Dealers hold Spanish at \$1.40 per crate and home grown at 35¢@40¢. The warm wave in October seriously injured a large percentage of the crop, so far as its keeping quality is concerned.

Nuts—Ohio hickory command \$1.25 for large and \$1.50 for small.

Parsnips—\$1.25 per 3 bu. bbl.

Plums—German prune from cold storage are held at 3¢ per bu.

Potatoes—The indications are favorable for a higher range of values, and while no local or outside buyer is undertaking to pay more than 25¢, except in the case of a sudden spurt due to local competition, it is not thought unlikely that the buying price will move up to 30¢ in the course of a fortnight and advance to 35 or 40¢ before the end

of the year. The farmers are naturally holding back in hopes of getting better prices, and buyers can only handle limited quantities of stock anyway because of their inability to secure cars to move the stock.

Squash—Hubbard commands 1½¢ per pound.

Sweet Potatoes—Jerseys are in good demand at \$3.25@3.50 per bbl. Virginias are active on the basis of \$2.25@2.50 per bbl.

Turnips—\$1 per bbl.

The Grain Market.

The past week has been, to say the least, very demoralizing in the wheat market, with apparently no cause, as the situation is as strong as when wheat was 8c per bushel higher, only that our visible seems to grow larger, which seems to be unaccountable, as has been stated before. We have exported 77,250,000 bushels since July 1, 1890, against 76,202,000 bushels during the corresponding time in 1898, when the United States harvested about 180,000,000 bushels more than this season. Where this large visible of 52,540,000 bushels comes from is a conundrum. Liverpool cables came in about ½d. lower and the world's visible also showed 2,760,000 bushels increase, which gave wheat a depressed tone. However, when the light receipts at primary points in the Northwest were reported, amounting to only 923,000 bushels, against 1,006,000 bushels for the corresponding date last year, and the large flour sales for export were reported and it was learned that millers were compelled to buy wheat in wheat centers, instead of getting it from farmers direct, a strong feeling set in. The short interest also tried to cover, but they found no wheat offering, which caused the market to gain fully 1c to 1½¢ per bushel. As the receipts at initial points are liable to fall still lower prices will probably advance more in the near future, especially as farmers have not been free sellers of late. They seem to be holding off as they have sold all they intend to sell for the present.

Corn has also declined, in sympathy with wheat, although the visible decreased 923,000 bushels, which leaves the visible at 11,909,000 bushels, against 22,529,000 bushels last year at the same date.

Oats showed a decline, with no apparent reason, as the visible keeps declining.

Rye sagged in price at one time 5c per bushel, but it regained its loss somewhat, but is not as strong as it was a month ago. It looks as though rye will not see the top figures again this season, while the other cereals will enhance in price.

Nothing new in the flour trade. Prices remain steady, as wheat is scarce. Mill feed, while we can not report an advance, is very strong and steady.

Receipts were 40 cars of wheat, 14 cars of corn and 3 cars of oats.

Mills are paying 64¢ for wheat.

C. G. A. Voigt.

S. A. Watt, the veteran Saranac general dealer, whose stock was destroyed in the recent fire at that place, has re-engaged in the grocery business, purchasing his stock of the Lemon & Wheeler Co.

Chas. E. Huhn, whose dry goods and grocery stock was destroyed in the fire at Saranac, has purchased a new stock of groceries from the Worden Grocer Co.

A. M. Maris has purchased the hardware stock of Jackson & Son, at Owosso, and consolidated it with his stock at 115 Monroe street.

The Grocery Market.

Sugar—The raw sugar market is weaker and prices have declined 1-16c, making the price of 96 deg. test centrifugals now 4¼¢. The refined market is unchanged, but with a moderate demand. Heavy purchases of beet sugar from the Bay City, Benton Harbor and Holland factories have been made during the past two or three weeks and the sugar is giving excellent satisfaction. The total stock of sugar in the United States is 181,413 tons, against 139,902 tons at the same time last year.

Canned Goods—Consumers of canned goods may well wonder where the advance in prices is going to end. Within a week peaches have advanced 20¢@25¢ per dozen and the prospect is there will be still further advances as the stock on hand is cleaned up. Corn is up 5¢ and will go higher. There is no change in peas, but it is only the absence of present demand which prevents a sharp advance. The general outlook is not encouraging for an active business during the early part of 1900, simply because the stocks of all lines, excepting tomatoes and pears, will be practically cleaned up long before the season of 1900 opens. Tomatoes are reported a trifle weaker, although there has been no quotable change in prices. Without doubt prices will advance again as soon as any considerable buying begins. The demand for corn is very good; so good, in fact, that it is almost impossible to supply the trade. Buyers are scouring the country for supplies, but so far the quantity found is very small and within the next few weeks everything will be cleaned up. Buyers of peas are beginning to search for supplies, but so far there has been no heavy buying. When this does begin there will be an advance that will place peas in the list of luxuries. There are almost none obtainable and buyers are wondering what they will do later. The supply of peaches is small and prices are very high. What few grades are left are too high for ordinary uses and some large consumers are compelled to buy the evaporated stock to make up deficiencies. Peaches will be a luxury before the first of the year. The situation in California fruits grows more acute and there will be nothing left in a short time. Apricots were the most plentiful of any California fruit, but the shortage in peaches compelled the purchase of apricots to supply the deficiency and the artificial demand thus created speedily absorbed the surplus of apricots and prices have advanced twice. The sardine situation is very strong and an advance of 25¢ per case may occur almost any day. According to advices from the coast, the majority of the Puget Sound canneries have wound up the coho pack and the fish have now ceased running. The estimates for the pack show a total of 90,200 cases. The situation of Columbia River salmon is exceedingly strong and it is stated that considerable of the existing firmness is due to the large purchases for export.

Dried Fruit—Trade in dried fruit, while not quite so active as for the past few weeks, is still in good condition. Raisins continue active, with no change in prices. Prunes are about the same as previously reported, with little change in prices. The heavy carry over of last season's goods has had a depressing effect this year, but it is understood that what are left will soon be cared for and that the new crop will then have clear sailing. It is now stated that the French crop will not go

over 15,000,000 pounds and may fall to 12,000,000, both of which are below all former estimates. The total pack of peaches is placed at 1,300 cars, against an estimate of 1,500 to 2,000 cars made earlier in the season. Probably not over 200 cars are now left in first hands. Stocks are well cleaned up and we still have eight months' consumption ahead. By the end of the year practically nothing will be left. Prices are very firm and trade is moderately active. Peaches are exceptionally good property this year. Apricots are scarce. There is very little business stirring, except here and there a few orders for immediate consumption. Currants are slightly easier, but no change in price has yet taken place. The evaporated apple market is very quiet just at present, with almost no sales at all, buyers evidently having sufficient supplies on hand for the present. It is expected, however, that prices will advance again soon. Figs and dates sell well at full prices and orders are for larger quantities than usual, on account of the coming holiday trade.

Fish—The market for codfish continues steady, with good demand at unchanged prices. There is nothing of interest in the mackerel market, prices remaining practically the same.

Molasses and Syrups—Because of the recent damage done by frost, which killed the buds on the cane, and with possible further damage to be heard from, considerable shortage is expected. Prices are consequently expected to be correspondingly higher as the season advances, and new crop is already 10¢ per gallon higher, compared with last year's prices. There is a good demand for corn syrup, especially for the goods in cans.

Green Fruits—Lemons are firmer and better prices are expected during the remainder of the season. Old lemons are entirely out of the market and the quality of the new crop is quite satisfactory. Bananas are moving rather more briskly at advanced figures and trade appears to be on a better basis. The result is that holders are moving their stocks at rather better figures than they expected.

Rice—There is a moderate demand for rice, both foreign and domestic grades, at unchanged prices.

Nuts—Trade in nuts continues very active at full prices and buyers find difficulty in securing supplies for their trade. Every crop is short, not only in this country, but, according to the best information obtainable, in every producing country in the world. The quality is reported unusually good in all regions and prices promise to rule high until after the holidays. The combines which control the supplies of almonds and walnuts in this country are said to be reaping a harvest now. They are able to dictate terms to anyone who wants to buy and are holding the prices stiff on all grades. Owing to the high prices of other nuts, Brazils continue to be the prime favorite. The demand does not let up any as the season advances, but rather increases every day. We certainly look for much higher prices on Brazil nuts in the near future. All grades of almonds are very firm and in short supply. Pecans are the shortest on record. The market is bare of old peanuts. The crop now being harvested appears to be an average one. The nuts are of good quality. Mild, dry weather prevails, and should this condition continue, the crop will be marketed in good condition.

Woman's World

Why Some Women Succeed in the Art of Failing.

As I make my little journey through life I frequently meet with women who are apparently bent upon making the worst of life and failing wherever it is possible. They are friends who make you long for enemies; they are wives who put a premium on the state of single-blessedness; they are mothers who make one wish they had been born orphans and they are housekeepers who drive their families to boarding. It has been my privilege to know intimately a number of these ladies, and a careful study of their methods has enabled me to present the following accurate and tested rules for failing:

As an Individual: Believe firmly and consistently that there is but one thing on earth, and that you are it. Ride rough shod over everybody else's opinions and preferences. What right have they got to have preferences, anyhow? If you belong to a club, take everything as personal that is said in it and get angry and take your doll rags and go home whenever anybody dares to differ with you. Have car windows closed in August if you happen to be chilly and opened in December if you are warm, regardless of whether that pleases other people or not. The mere fact that they have paid as much as you, and have the same rights, does not enter into the question at all. Never forget that you are Mrs. Colonel Blood and that you belong to the D. A. R.'s, and have a family tree. Never allow other people to forget this either. To this end, repeatedly refer to the fact. Talk about yourself. It is a fascinating subject that can not fail to interest the general public. Tell what your children say. Recount your troubles with your servants. Describe your maladies. Cultivate a loud, strident voice in order that you may be able to talk other people down, if they are rash enough to try to retort. If following these rules will not make you shunned and avoided, nothing will, and you are simply the victim of hopeless and undeserved popularity.

As a Housekeeper: Don't deign to take the trouble to learn your business. It is true that the health and well-being of your family depend on your having mastered it, but that's a small consideration. Doctors and trained nurses have to live, and if it was not for the philanthropic efforts of women like you, most of them would starve to death for lack of patronage. By the same token it is plainly your duty to enrich the grocer and butcher and market man by leaving all buying to the servants, and permitting the stream of waste to flow unchecked through the kitchen door. This leads to bankruptcy oftener than not, but there are bound to be victims offered up in every good cause. Demand impossible things of your servants. Expect the maid to know more than her mistress does, and change as often as possible. Variety, you know, especially in servants, is the spice of life. When your husband married you he understood that your part of the contract was to make a comfortable home. Don't let any mistaken idea of honesty make you feel that you are defrauding him by not doing it. It is quite the fashion for people to default on their contracts nowadays, and any old excuse will do. Just say that your tastes are not domestic, and that will reconcile

him to watery soup and overdone meat and underdone bread.

As a Friend: Complete failure in this line is just dead easy. So many people possess the art it seems scarcely necessary to give any directions. Still there are a few cardinal points that nobody should miss. The first is plain speaking. Quote "Faithful are the wounds of a friend," and then sail in without fear of the result. Criticise her taste in dress. Ask her, if she is thin, if she buys stripes with a view to making an animated telephone post of herself. If she is fat, and appears in a new plaid golf skirt, playfully suggest that she looks like a map of the United States with all the states and territories. We always enjoy wit at our own expense and the fact that a friend knows just exactly the spot that will hurt the worst in which to put a barbed shaft adds another charm to it. If your friend is an overfond mother, tell her that she is ruining her children. If she is a middle-aged, married woman, and you are a fresh young girl, flirt with her husband. Encourage her to talk when she is angry, and confide in you about her husband's and children's failings. When she cools off, and realizes what a fool she has made of herself she will infallibly hate you for it. Another time-honored expedient that has few failures attached to its record is the habit of running in unconventionally, without knocking, into your friend's home. That way you find out all the family secrets, the makeshifts of poverty, the pretenses and other things that will endear you beyond words to them. If other means fail there is one sure thing to fall back upon—borrowing. Borrow your friend's bicycle and puncture the tire, borrow her swell dress and copy the way the trimming is put on around the bottom; borrow her new patterns before she has time to use them. No friendship that was ever made has ever been strong enough to stand borrowing. A gift may bless the giver and the receiver and cement the bond of affection closer between two people, but a borrowed thing is a gift with a string tied to it which the unwilling giver is always trying to get back. Persist in borrowing and a coldness that you can cut with a knife will grow up between you and every friend you have in the world.

As a Wife: There are so many different ways in which failure along this line may be achieved that it is difficult to miss them. Still, to fail completely and artistically requires some skill. One of the chief things is to nag. Always remind your husband of his faults, while if he has any good points never by any chance mention them. This will tend to make home happy and restful. It is a pleasure to a man to know his wife's real opinion of him. Never do your own errands. It is recreation to a busy man, with a hard day's work ahead of him, to have to stop by the butcher's and baker's and shoemaker's and see about little things. Then, if he forgets, it gives you a chance to put on an injured expression and sulk. If you have the talent for sulking, by the way, it is amply sufficient without following any of the other suggestions. Meet your husband at the front door, if possible, with a detailed account of all the accumulated worries of the day. You can't think how restful and soothing it is to his fretted and tired nerves, that have been on a strain all day that is almost at the breaking point, to be told in the first moment of his arrival home that the plumber has sent in his bill and the coal is out, and the housemaid broke his meerschau pipe, and Johnny had a fight and the doctor thinks the baby is coming down with the measles. After a good dinner and a rest and a smoke he might be braced up to meet such of these unpleasantnesses as it is necessary he should be told, so in order to get your work in you must not wait, but begin at once on the tale of woe. Don't let him smoke where he likes, and be sure to always complain of the way he leaves his paper on the floor and a book where he happened to read it last. The freedom to do these things will console him for your loss should providence

deprive him of your watchful care. Remind him every now and then that you could have married Tom Brown, or Dick Gray, who have since become rich and famous. There's nothing a man enjoys so much as being told his wife made a sacrifice in marrying him. Any, or all, of these rules are guaranteed to work. In the allegories Love is always painted with wings, which is to show that it can fly away from us as easily as it came.

As a Mother: Forget that you were ever young yourself. Object on principle to everything your children want to do. When they are little, don't let them slide down the banisters, for fear they might scratch the rail. Don't let them make horses out of the chairs, or ruin the carpets by having little feasts between meals. In a little while they will be saying: "Let's go over to Johnny Brown's, where his mother will let us have fun," and you will have successfully begun the process of alienating them from home. Naturally your belongings are of more value than your children's souls, and your first duty in life is to keep your mahogany unscratched and your carpets clean. When the boys and girls grow up, adopt a policy of chronic discouragement towards them. Tell them that their little plans are foolish, that their hopes are absurd and impossible. Always throw cold water on everything. This will keep you from being troubled with their confidences, which they will take to genial and often unscrupulous strangers. Resolutely shut your eyes to the fact that they are getting grown up, and persist in treating them like they were little children. Do not commit the folly of giving them any liberty, or being chummy with them. When the girls begin to have beaux, criticise and ridicule every young man who comes to the house. Sit within ear-shot of them, and, when he is gone, make sarcastic speeches about the way they discussed parties, and other girls and boys, and football, and things like that. Say when you were a girl, the young men of that

time were all models, with serious aims and aspirations, and that you never talked of anything but literature, and art, and religion. In this way you will teach your daughters to meet young men of whom you know nothing at other people's houses, with a hopeful chance of having them elope. This will save you the trouble and expense of a wedding. The whole art of failing as a mother may be summed up in one admonition: Never be friends with your children. Expect them to love you from a sense of duty. Not because you make yourself agreeable to them.

As a Business Woman: The principal thing in this is to insist on being treated like a spoiled society pet while you are drawing \$7 a week as a typewriter. Come late to work with the airy excuse you would make if you had kept your escort to the opera waiting ten minutes. Do your work with a haughtily condescending air, as if you were conferring a favor on your employer. Always look oppressed and mournful. It is so cheering to have that kind of a person about. Never, on any account, get interested in your work. Do it your own way, not the way your employer wants. Don't bother about spelling. Anything goes. Trade as much as you can on being a woman, and, therefore, entitled to all sorts of liberties that would never be granted to a man employe, and then be always wondering why women don't get the same wages as men. Weep every time anybody corrects you for making mistakes. Talk about your nerves and your health. That is what you are paid to spend your time doing. Discuss your employer's business out of the office and relate the private affairs you became acquainted with in your position as stenographer. Be unpunctual, unreliable and uninterested in what you are doing, and you can safely count on the outcome. This plan has been tried—is being tried—by thousands of working women all over the world to-day, and in every case is resulting in making a complete and artistic failure.

Dorothy Dix.

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The Always Reliable
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May be secured by—
Waiting for our sales-
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We Promise Prompt Attention.



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for job in Ribbons.

If so, write **Strong, Lee & Co., Detroit, Mich.,**
for job in Corsets.

If so, write **Strong, Lee & Co., Detroit, Mich.,**
for job in Dress Stays.

If so, write **Strong, Lee & Co., Detroit, Mich.,**
for job in Hose Supporters.

If so, write **Strong, Lee & Co., Detroit, Mich.,**
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If so, write **Strong, Lee & Co., Detroit, Mich.,**
for job in Turkey Red Handkerchiefs.

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for job in Ladies' Wool Hose.

If so, write **Strong, Lee & Co., Detroit, Mich.,**
for job in Ice Wool Shawls.

If so, write **Strong, Lee & Co. Detroit, Mich.,**
for job in Men's Cotton Fleece-lined
Underwear.

If so, write **Strong, Lee & Co., Detroit, Mich.,**
for job in Ladies' Cotton Ribbed
Underwear.

If so, write **Strong, Lee & Co., Detroit, Mich.,**
for job in Ladies' Fleece-Lined Hose.

If so, write **Strong, Lee & Co., Detroit, Mich.,**
for job in Misses' Fleece-Lined Hose.

If so, write **Strong, Lee & Co., Detroit, Mich.,**
for job in Ladies' \$9.00 Fleece Wrapper.

If so, write **Strong, Lee & Co., Detroit, Mich.,**
for job in Standard Dress Prints.

If so, write **Strong, Lee & Co., Detroit, Mich.,**
for job in 64x64 Dark Percales.

If so, write **Strong, Lee & Co., Detroit, Mich.,**
for job in 9-4 Bleached and Brown
Sheeting.

If so, write **Strong, Lee & Co., Detroit, Mich.,**
for job in Blankets.

If so, write **Strong, Lee & Co., Detroit, Mich.,**
for job in Short Length Domet Flannels
(Hit of the Season).

If so, write **Strong, Lee & Co., Detroit, Mich.,**
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If so, write **Strong, Lee & Co., Detroit, Mich.,**
for job in Light Dometes at 3½ cents.

These items are all up-to-date stuffs. Buy them. If you are
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When writing to any of our Advertisers,
please say that you saw the advertise-
ment in the Michigan Tradesman.

E. A. STOWE, EDITOR.

WEDNESDAY, - - NOVEMBER 15, 1899.

STATE OF MICHIGAN } ss.
County of Kent

John DeBoer, being duly sworn, de-
poses and says as follows:

I am pressman in the office of the
Tradesman Company and have charge of
the presses and folding machine in that
establishment. I printed and folded
7,000 copies of the issue of Nov. 8, 1899,
and saw the edition mailed in the usual
manner. And further deponent saith
not.

John DeBoer,
Sworn and subscribed before me, a
notary public in and for said county,
this eleventh day of November, 1899.

Henry B. Fairchild,
Notary Public in and for Kent County,
Mich.

MORE TROUBLE AHEAD.

A new menace confronts the retail dealer in the shape of an impending craze for the establishment of co-operative stores. It would seem as though the retailer had enough to contend with in the competition of the department store in the city and the catalogue house in the country, but, unless the Tradesman reads the signs of the times wrongly, the present discontent of the working classes, due to the pernicious doctrines of the walking delegate, is bound to find expression in the establishment and maintenance of co-operative stores. Such a movement swept over the country thirty years ago when the Patrons of Husbandry fathered a scheme to do away with the middleman and created an agitation which resulted in the establishment of thousands of grange stores in all parts of the country. These stores were mostly shortlived because they were conducted, as a rule, by men inexperienced in the mercantile business; and the large amount of money thus lost will probably serve as a lesson to the farmers for several generations.

The present agitation appears to have originated among the workmen of the cities and large towns, especially where they are organized into trade unions and permit themselves to be led around like "dumb driven cattle" by venal and unscrupulous leaders who have nothing to lose and everything to gain by the creation of class distinctions and trade divisions. The movement has not gained very much momentum as yet, but outcroppings of the agitation are noted in all parts of the country and, in all probability, the retail trade will shortly have to face this problem. The Kalamazoo grocers are already undertaking to combat the socialistic movement on the part of the employees of the Upjohn Pill & Granule Co., and elsewhere in this week's paper the Trades-

man notes the establishment of a similar enterprise among the employees of the Dodge Manufacturing Co., at Mishawaka, Ind. Similar stores have been established at Evansville, Ind., Massillon, Ohio, and Reading, Pa. Like the grange craze among the farmers, this movement is likely to demoralize regular trade and established methods, but whether it will prove as evanescent as was the farmers' dream or whether it has come to stay, as is the case in England, remains to be seen. In the meantime it behooves the retail merchant to give the matter careful consideration, with a view to treating the subject in such a way that it will derive the least encouragement from him. Denunciation or vituperation or resort to the boycott will simply stimulate interest in the movement on the part of its promoters and their adherents. Movements which would die of their own weight thrive on opposition and competition and, in the opinion of the Tradesman, merchants who resort to open opposition and active antagonism of the co-operative store will find that they have pursued the wrong course, because such action on their part will result in encouraging the co-operators to believe that they have struck something which is worthy of their consideration and support.

FINANCIALLY EMBARRASSED.

The Czar of all the Russias, having but recently visited his dear friend, the German Kaiser, at Berlin, is now reported to be trying to negotiate a loan in the German money centers. It appears that he has already applied at London and Paris without avail, and now he comes to the court of Berlin.

It is reported that Russia is soon to suffer a financial crash through the enormous burden of building the Trans-Siberian Railroad. Moreover, Russia is threatened with serious trouble from the warlike attitude of Japan, and apparently the Czar finds it difficult to negotiate a small accommodation. Thus it turns out that great governments are like individuals: They must have something substantial on which to base their credit, else they can no more borrow money than can any private person who happens to be financially embarrassed. It is true the Czar could print unlimited amounts of paper money; but the American people are the only ones who believe that governments can create something out of nothing. In Europe, where that sort of thing has been tried too often, the people will not countenance it.

The reason Admiral Dewey called off his Atlanta and Philadelphia trips was a conviction on his part that he was to be made a side show to draw crowds to the state fair and the national export exposition. He found, too, that there were elaborate plans in hand for balls and social functions, of which he had been warned. He does not care for dances and banquets, and has more dread of an army of adoring women than a fleet of iron-clads. He knew he could not curb the demonstration, so he cut the knot by a general declension.

It is said that a syndicate is being formed to buy the oyster beds of Virginia, and that a tremendous effort will be made at the next session of the Legislature to have that body take the preliminary steps looking to an amendment to the State constitution, so as to permit the sale to be made.

Experience is something that must be paid for. It is not on the dead-head list.

A ROTTEN KEYSTONE.

Something is rotten in the State of Pennsylvania. It is no longer American. It has passed from the list of "the land of the free and the home of the brave." It has uncrowned Labor. That king among freemen has been driven from his throne, his scepter wrested from him and even to him there is a suggestion in the present condition of things that he must go out of the ruling business in the Keystone State.

It can not be denied that he has made the most of his self-made opportunities. Beginning with nothing but inborn selfishness and impudence, he has trampled down the barriers that should have kept him in until his self-assumed kingship has become a paralyzing pest in every community he has entered. "High on his throne of lofty state," he has harranged the laboring masses, until they bend to his slightest wish and have sworn to carry out his decrees. So enthroned and so supported, he goes vigorously to work. Capital—the enemy, he declares, of the working man—like the old African capital, must be destroyed. Every evil which has tormented the human family from the foundation of the world has been easily and directly traced to that stronghold. Eternal war has been declared against it and nothing shall prevent its overthrow. It has no rights which the working classes are bound to respect. In season and out of season it must and ever shall be war to the knife and the knife to the hilt. "Labor versus Capital" is the motto in red that glows upon the banner of the downtrodden, a banner that shall flaunt defiance in the face of the foe until its cause is vindicated and that foe, humiliated, lies prostrate in the dust!

So long as the downtrodden confined itself to that sort of vapor, it did not seem worth while to protest. When, however, the labor-crowned king forgot his kingship and began meddling with affairs outside of his kingdom, it began to be evident that something must be done about it. It was one thing to swagger and brag of power, real or pretended, and quite another thing to exercise that power on the world at large, and the protest came. His majesty laughed at it. The working man is his subject in the realm of toil and he, the king, settles all such questions. He fixes the length of the working day and the wages. He decides who shall work, for whom and what he shall do. He settles all differences between labor and capital and if the decision does not meet the approval of capital, the establishment is promptly closed until the arch-enemy is willing to come to terms. That is not all. "There are a sort of men" in the working world who, blind to their own interest, are always on the wrong side. They are so many thorns in the side of labor. Blind and selfish and conceited, they foolishly fancy that they can look out for themselves and defiantly declare their determination to fight their own battles. Be it so. They are enemies to the king. Let them be punished. This is a free country. It is for them to choose: Union with its blessings; non-Union with its untold woes. He that is not for us is against us. "Choose ye this day whom ye will serve." There it is, scripture, forceful to-day as when the old Hebrew warrior uttered it, and as far-reaching in its consequences; and so from one end of this free country to the other an evil spirit has enthralled a nation of working men until they have neither power nor will to say their souls are their own. For

some fancied grievance in Georgia the tyrant shuts down the mills in Maine. A quarrel among the coal mines of Ohio stops the mining in Colorado. Because a shoe manufacturer has seen fit to discharge a worthless workman in Lynn, the contented shoemakers of Detroit must go on a strike until the good-for-nothing Crispin has been restored to his place and the proprietor has promised not to repeat the offense.

Now, then, Pennsylvania has concluded that it is time to call a halt. She has yielded to these impudent exactions until patience is no longer a virtue. She has made up her mind that life in her domain and liberty and happiness is as much the birthright of capital as of labor and that the scales in the hands of justice shall be tampered with no longer and be made no longer to dip on the wrong side from any interference whatever. She has declared by the mouth of her court that a man has "an undoubted right to establish and to operate his works as an independent factory and an undoubted right to employ workmen not connected with any union or organization, and to dismiss them if they join." She says that the "alleged (mark that) rules of trade unions, which prevent a young man from learning a trade without the consent of the union," strike at the first principles of personal liberty in a free country; they are oppressive and tyrannical; they are palpably unjust to individuals and dangerous to the peace and good order of good society."

Hence, "something is rotten in the State of Denmark." Reasoning from analogy, that same something is rotten throughout the United States. That stretch of territory, vast as it is, is rotten-specked all over. The specks, like other centers of corruption, have spread until the circles of rot, intersecting, have encompassed the whole domain. Pennsylvania is determined that the wrong with her shall be righted; that all men in the eyes of the law are created free and equal, and, so far as she is concerned, shall continue so. She has made up her mind that the rich boy shall have the same rights as the more fortunate poor boy and that the time has come for another Charles to learn from bitter experience what it means to abuse "the divine right of kings."

It remains to be seen whether the rotten speck will disappear in the Keystone State. Should it cease growing, it will create the hope that health as well as disease is catching and suggest the overpowering idea, that the rest of the country from the wholesome contact, becoming specked with good will crowd back and out the pest spots which singly and together are sapping the country's life.

Artificial or manufactured oysters are now being sold in Paris, where the genuine bivalve is very expensive. The only genuine thing about the manufactured oysters is the shell, which is purchased second-hand by the makers at small cost. The spurious oyster is fastened on with a tasteless paste and is sold on the half-shell. Those who have indulged in these counterfeit bivalves say that when lemon juice or vinegar has been added, they can not be told from the real article. The secret of their manufacture has not yet been disclosed, but the ingredients of which they are made are said to be harmless.

One little American widow accomplished what the Spanish fleet at Manila failed to do. She made Dewey surrender.

IMPENDING COLONIAL PROBLEMS.

The great Federal problems that are to be taken up by Congress next month are to determine what shall be done with Cuba, and how Puerto Rico and the Philippines are to be disposed of.

Since the Philippines must first be conquered and subjected to the authority of the United States before they can be disposed of as parts of the territory of the Republic, the solution of that part of the problem will have to be postponed until the close of the war; but Cuba and Puerto Rico are to be considered right away.

Major General Fitzhugh Lee is now in the United States on leave of absence or under orders. He resided in Cuba as United States Consul General for years before and up to the war with Spain, having been appointed to that post by President Cleveland, and he has since held and now holds a military command there. He has had very considerable opportunity to know the temper, characteristics and general qualities of the people of Cuba, and his opinion on the subject should be worth something.

It is reported that General Lee has been in conference with Secretary of War Root, and subsequently with the President, and that he has expressed the opinion that the Cubans are hardly prepared to be left to themselves. He is reported to have expressed himself to the effect that, if the Cubans were abandoned to their own devices to form a civil government, the experiment would result in revolution.

General Lee is understood to have told the President and the Secretary of War that, in his opinion, a protectorate or annexation must come, and of the two he prefers the former. He urged, or at least suggested, that after the census was taken a provisional government by the native Cubans might be established, but that the American troops should remain on guard, as it is believed such a government, owing to the inherent inability of the Cubans to understand what a republic really means, would not last more than two or three months. For this reason he urged the creation of a sort of temporary protectorate by the United States, authority being retained to resume active control in case the local government proves incapable.

The views attributed to General Lee seem sound and reasonable, but there is little doubt that a strong pressure will be put upon Congress to set the Cubans up at once to housekeeping with a republican government of their own.

As to Puerto Rico, which is now a possession of the United States, there seems to be no alternative but to invest it with a territorial government like those of New Mexico and Arizona. The territorial government that has long been in use in the new and unorganized and incipient States of the Union provides for a Governor, other territorial officers and a judiciary appointed by the President, with the advice and consent of the Senate; for the removal of Governor or Secretary by the President, when necessary; for a Legislature in two branches, to be elected by the people; for county and municipal governments the same as in states; for a gubernatorial veto; as a further safeguard, for the submission of the legislative acts to the President, the Secretary of the Interior, and both houses of Congress; and for the payment of territorial salaries from the Federal Treasury, to which the customs and internal revenue receipts go.

It is true that the people of a territory

do not vote for President and Vice President, nor for Congressmen (they may have a delegate in Congress, without vote), nor for their own territorial officers; but they pass laws, control municipal and county governments, and establish and maintain schools, roads and other civil institutions. Congress has never limited the suffrage in any territory by any educational or property qualification.

Probably the best course would be to erect Puerto Rico into a territory of the United States. There seems, indeed, to be no other course. The American system does not contemplate holding its peaceful and undisputed possessions on any other basis than as territories whose inhabitants are entitled to citizenship under proper regulations.

MANY VARIETIES OF HONESTY.

Any one at all observant of his fellow-creatures must have often been impressed with the fact that there are as many varieties of honesty as there are phases of human nature. Society even takes cognizance of this and applies a different word to the dishonesty of the rich and poor, so that what is mere stealing if one is poor become kleptomania if one is rich, and defaulting if the sum is large enough to justify it. In fact, honesty seems to be an elastic term that fits anything between the "thou shalt not steal" of Sinai and the outside walls of the penitentiary. There is a commercial honesty based on the principle that honesty is the best policy and there is the honesty of the honest horse trader, who holds by David Harum's theory that in business you want to do others as they would do you, and do them first. Both go. In addition to this we are treated to the curious spectacle of people who are only honest in spots, so that the man who might be safely trusted with thousands can not be trusted with a book or an umbrella. Every day we see people who would not think of picking their neighbors' pockets deliberately robbing merchants by buying things they never expect to pay for. Hotels and restaurants are looted by honest travelers who excuse their petty thieving by calling what they take souvenirs. Honest women see no dishonesty in having fine china and pictures and rugs and draperies sent up from the stores "on approval" on the days they are going to have swell receptions, and wise hostesses, on the eve of a crush tea, have found it a good precaution to lock up portable articles of bric-a-brac. Often honesty is a matter of environment, and many a thief would have had "an honest man is the noblest work of God" carved on his tombstone if he had never been left as a trustee, or guardian of widows and orphans, or made cashier of a bank. There are others, outwardly honest, who are always anxious to be tempted and who rise to any kind of a bait. In theater lobbies you may see them slyly pick up what they think is a ticket some one has dropped. On the street they put their foot on a counterfeit bill, believing it good money that has been lost, until they can sneak it up. Let anyone ask who has dropped a pair of gloves or left a case and umbrella in a public place and they are always the ones to claim them. A good story is being told of how one of these thieves and liars was suddenly brought to justice recently. Of course, it couldn't have happened in Grand Rapids; but it was in a city, and on a popular street car line, where the only passengers at the

time were the gentleman who tells the story and a young man, accompanied by two girls. The conductor picked up a nicely-wrapped-up parcel from under a seat and asked those present if it belonged to them. The gentleman and the two girls disclaimed it, but the young man, after a second's hesitation, said it was his. One of the girls said: "Why, I didn't know you had a bundle with you." To which the young man replied that he had it in his pocket. Then the girls demanded to know what it contained and in a spirit of fun attempted to take it from him. A good-natured tussle ensued in which the bundle became unwrapped, revealing a baby's nursing bottle half full of milk and a couple of garments exclusively devoted to infantile wear. The girls screamed and another thief had been "pinched."

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Our Buckwheat Flour has acquired a reputation for absolute purity and a sweet, nutty flavor. In $\frac{1}{8}$ s paper, \$5.00. In wood or 10 lb. sacks, \$5.20 f.o.b. Holland. Send orders

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Everything is as clean as in a modern kitchen.

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"The flour the best cooks use" is made in a modern mill. All grocers ought to sell it.

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For everything in the line of Feed will be very large during fall and winter. We will be fully prepared to fill all orders promptly and at right prices. Write us.

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Highest Market Prices Paid. Regular Shipments Solicited.

98 South Division Street,

Grand Rapids, Mich.

POOR BUSINESS POLICY.

Annoyances Due to Unjust Deductions and Delayed Payments.
Written for the Tradesman.

"Well, by the long-horned spoons" said the cashier in a tone of deep disgust, "some of these so-called 'business men' make me very tired."

He paused in his maledictions and, shutting his teeth hard, plunged again into a mass of papers the corresponding clerk had placed on his desk, the perusal of which had been interrupted by the above remark.

I was spending a few days of my vacation visiting my old friend, now cashier of a manufacturing concern, and, as had been my custom every morning since I had been there, I had walked with him to his office and spent a few moments reading the morning paper while he looked over his mail and got the ten or a dozen clerks, by whom he was surrounded, started on their day's work.

I very much enjoyed watching him do this. He would get his portion of the morning mail from the clerk, who opened and distributed it to the various departments; and, pencil in hand, would go through a pile containing from seventy-five to 100 letters in an astonishingly short time, making a note on the margin or slashing across the face of the letter with a blue pencil when something particularly attracted his attention and sorting the letters, telegrams and postal cards into various piles, which were, eventually, sent by the office boy to the various clerks or not infrequently taken to them in person, with some verbal instruction or word of advice. A very busy man was this friend of mine. He seemed to know the contents of a letter before he had read it, and when occasionally the distributing clerk put a letter into his mail which belonged to some other department he was never known to send it to the wrong man.

During the time he has been engaged in the task described, he has also been interrupted many times by the clerks in the office, who come to him with their troubles. Not only the clerks, but the officers of the company come to him for information, and more than once I have heard the General Manager say, "What shall I do in this case?"

Finally, his mail all disposed of, except the portion he retains on his own desk for personal attention; all the clerks well launched on their day's work, he calls his stenographer to his desk and begins a second process which I watched once or twice, but after that was willing to skip. So, when the dictation begins I make my escape and spend the morning as fancy dictates.

I meet him again at lunch, when he rushes into the restaurant agreed upon as a lunching place, bolts enough provender to keep body and soul together until night and is off like the whirlwind.

I do not venture to visit him or even to telephone him during the afternoon, for I know that every moment he gives to me must be made up by increased exertion during the rest of the day, and the strain is already too intense.

It is not until after dinner that I get a chance to really visit with him. Although a married man he lives in one of those institutions of modern times, the "family hotel." His wife is now away from home visiting friends in the country, so we can have an uninterrupted visit all the evening. I have often asked him why he lived in this manner, but his invariable answer is,

"I haven't time to live any other way. What good would a home be to either me or my wife, if I could only be there from 11 or 12 o'clock at night until 7 in the morning?" And that is what it would amount to most of the time, for the gas is burning over his desk more nights than it is dark.

The evening in question he "took a vacation," so when we had retired to his modestly furnished rooms (for notwithstanding the immense amount of work he does, his income is very moderate), we lighted our pipes and I asked him what he meant by the remark about the "so-called business men" which he had made in the morning. He smiled a sickly sort of a smile. Then, growing serious, he said, "Do you know there are thousands of men in positions similar to mine who are growing prematurely old on account of unnecessary work forced on them by people who ought to know the value of time? The remark I made this morning was brought forth by the receipt of a remittance from a house that does a large business. It handles our goods as a side line and doesn't do much at it. The check we received this morning was for six or seven dollars, and represented an account that took about four months to accumulate and the last item of which is about sixty days old. Of course, statements were sent every thirty days, and when I thought things had run about long enough I sent the house notice that unless we heard from it within ten days we would make draft. Not hearing from the house at the appointed time, I made the draft, which, by the way, cost the company two cents for revenue, beside the cost of the blank. Time went on and we got no returns. I wrote a letter about it, but received no reply. The next month the book-keeper made another statement. On this I wrote a request that the house honor our draft, which had been at the bank for over two weeks. That statement was sent out on the first day of the month. To-day, the 17th, we get a check for the amount, and our draft, which has been held by the bank for over 30 days, has been returned and on the back we find the startling announcement, "Have sent check." Now, just think for a moment how much unnecessary work that man caused! Half a dozen statements, a letter and a draft, to say nothing of the amount of time spent in watching the matter, and all for what? I don't know what he gained, unless it was the little extra time on the account. He finally paid the account in full, but how much trouble and annoyance he might have saved me, if he only would. If he had any good reason why he did not want to pay the draft he could have sent his check when he received the first notice of draft and so ended the matter, but to hold off and fuss along for six weeks on an account of seven dollars and then finally send a local check—as I said before—makes me tired.

"Then, too," he continued, "the local check business makes me tired. Why should we pay the cost of collecting that check? We sold that man seven dollars' worth of goods. Why should we be compelled to accept \$6.00 for \$7 worth of goods? The amount is small, to be sure—too small to make a kick over—so we take the check and accept whatever the bank has a mind to allow us for it in full settlement of the account.

"Another thing that is very annoying is a practice a great many 'so-called business men' have of deducting the cash discount after the time has expired

or to take the cash discount on one invoice when another is past due. I have on my desk now a letter to which I have not yet replied on this subject. Our terms are 60 days net, or 2 per cent. for cash in ten days. This man remitted six weeks after invoice date and still took the 2 per cent. I wrote him we could not allow it and gave him credit for the amount of his check on account. Several monthly statements passed before he said a word. Then he sent a check to "balance the account in full." He explained at some length that the amount did not agree with our statements, but coolly said that he did not think we ought to charge the discount to him. He failed, however, to give any reason for the faith that was in him. I remember another case where a man remitted long after the bill was due, still taking the cash discount, and said he had intended to remit sooner but had neglected it, but hoped we would allow the discount. I wrote him that we felt obliged to decline to pay for his negligence."

The cashier relighted his pipe and leaned wearily back in his chair, and plainly showed the effects of his hard day's work, exhausting to both body and mind. I could not help thinking how much truth there was in what he said and how much easier his work could be made, and how much better it would be for the customers themselves, if some of the methods of the "so-called business men" could be revised along the lines he suggested. Evander.

Maidenly Confusion.

"Where did Frederick kiss you, my child?"

"T-twice on the cheek and once on the balcony, mamma."

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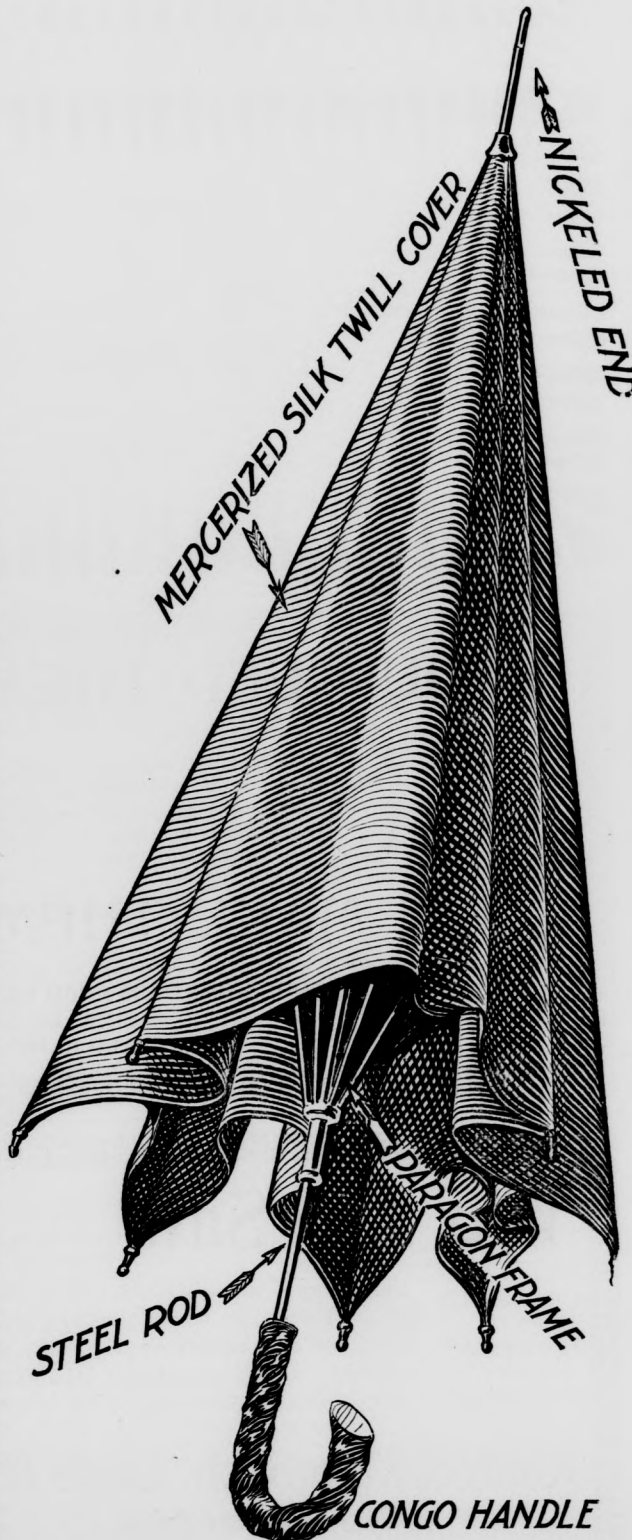
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Pertinent Suggestions on the Perfect Fitting Shoe.

Which is the harder task for the retailer, to suit the tastes or the feelings of his customers in shoes? To suit his tastes in these days of splendid variety in footwear is comparatively easy, but to adapt the shoes to the physical comforts of the feet is less feasible, for, in spite of the multifarious shapes and fractional gradations of parts the foot has a troublesome trick of having an identity of its own, of which the designer of blocks could not make an accurate forecast. The term, "as easy as an old shoe," when applied to the new, untamed one, is a delusion and a snare. The term, "it fits like an old shoe," might apply in some cases to the foot at rest. But the latter term is ambiguous and may suggest no fit at all. People neither expect nor desire that a new shoe shall fit like the old one. In the latter, the foot, by slow degrees, has obtained its physical freedom from restraint, and afterward, if the old shoe is retained for old acquaintance sake, freedom has run to license and the foot becomes wayward and loose in its habits. The new shoe is a corrective of this evil and, if of proper size and shape, gets the member into compact and useful form again without depriving it of any wholesome liberty. The veteran dealer says that too much looseness in the shoe is just as bad as too much laxity in the morals. It tends to an undesirable distribution of forces that are most effectual and benign while kept within reasonable limitations. And the other extreme so fetters these forces that we are prone to limp through life, either morally or physically, for want of room to expand and make profitable use of these energies. Give the foot a chance to wriggle a little and it will not go far astray.

That new shoe, then, "of whose presence on the foot we are unconscious," is a myth and, consequently, thus far in tutorial science, an impossible attainment. Even if the last, made accurately from a cast of the foot, provides for every detail of the topography of the foot, there is the surface of the inner sole upon which the foot rests to contend with. The foot is not only not flat at the sole, but has its own individual surface of hills and hollows to provide a perfect rest for. But even supposing that all of these nice requirements are perfectly secured, which implies great skill, there still remains what the astute cobbler terms the "temper" of the shoe sole to bring into subjection to the working requirements of the active foot. No art can supply this subtle condition of the shoe sole. It must be modified, and brought gradually into accord with its tenant by constant use for various periods of time, depending upon the tractability of the former and the endurance and perseverance of the latter, until the fibers of the leather succumb under superior force, and yield to the many and diverse motions of the foot. A new shoe can never, for this reason, feel and set like the old one. The latter was once proud and had a will of its own. But time and a resolute foot have conquered it and the spirit is broken or merged into that of its owner. And about this time like other garments they begin to decay.

So, just as peace comes to the tired foot, the chasms come, too.

It is only in the long subdued footwear that women or men ever appear on the streets in shoes too large for them. Not long since two men were arrested

on the street for having on clothes too large for them. Their arrest was not due to any infraction of fashion's code, but because of a mixed identity of men and clothes. In a few isolated cases similar arrests may be made of too loosely shod persons, but it is safe to say that the majority of shoe wearers run no risk of this sort. It is true that our ancestors, could they see our extreme length of superfluous toes, might regard us as being prodigally shod, but fashion protects us in this sort of extravagance. But those same ancestors would be even more astonished to see a multitude of sentient beings turned out, like Nebuchadnezzar, to grass, and barefooted at that. Having had no acquaintance with this wonderful foot cure on soft paddocks, they might well be surprised to see this curiously mixed herd of men and horses cooling their tender, unshod feet on bare earth and brushing away the dew. This seems to present to the thoughtful mind the antithesis of human frailty. Humanity is prone to jump from one extreme to another, at the bidding of fashion or the physiologist. Perhaps no extreme could be greater than the foot in the modern shoe and the one with no shoe at all. And what curious sights must be witnessed on the soft paddock in human feet suddenly released from their various shaped cages! The ideal foot may be there, but the real are in the majority, and not posing as models either. But extremes are always ludicrous, whether in feet or heads.

This dressing and shoeing of the human species has now become a great art, a high art, as the learned shoemaker observes. He says: "The caprice of the artist in clothes, or in shoes, stamps his identity upon his work, and by some trivial earmark betrays himself to his patron. So that, after all, the artistic foot, curved and outlined, circumscribed by arbitrary lines, and forced into its unyielding receptacle, is an equivocal term, and the natural foot has become nearly extinct." And then this same erudite cobbler proceeds to champion the cause of the abused foot as follows: As the skull proper, or top of the human fabric, contains only eight bones, and the feet boast of fifty-two, the bottom of our anatomy may, without undue variety, put in a claim to a large share of our attention. Without making an autopsy of this important member, we may briefly refer to the instep as the curve of beauty, and as the heraldic symbol of the model and high-bred foot, and also to the plantar arch—so named from a plant, the sole of the foot—as a wonderful piece of architectural work. By this peculiar construction, elasticity is imparted to the foot, and walking and running are made easy; even jumping is rendered safe by this contrivance. This elasticity is greater at the forward part of the arch, and we, therefore, endeavor always to alight on the ball of the foot, as in so doing, less shock is imparted to the body. All this is very beautiful and wonderfully useful."

The student of the foot has this to say about it, which shows how difficult it is for the ready-made shoe to meet the foot in perfect accord: As with human heads, there are hardly to be found two pairs of feet precisely alike. Differences not observable to the untrained eye almost always exist, and are verified by the test of measurements or casts of the members. Slight variations in length, breadth or thickness, or even in the shape of one of these twenty-six bones of the foot, render it unique, and

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at once establish its identity, almost as certainly as the variations in facial features. By a marked difference in the form of the tarsal bones, we get those nice variations in the height and curve of the instep, and of the arch underneath. By an abnormal elongation of the metatarsal bones and the phalanges, we get that disproportional foot with too much prow for the structure that is aft. By the curious formation of the heel bones in some cases, notably the African, we come by those posteriorly elongated heels which require so much shoe room to accommodate them, and which usually form a stumbling block for the man in the rear. By the thickness, or spreading of the metatarsal bones, is rendered necessary the unsymmetrically broad shoe. Many other causes combine to render one foot unlike another, such as excrescences and diseases of the foot. So we see that two pairs of feet, although wearing the same number of shoes, are not to be perfectly fitted by means of the same test.

"We are forced to admit, therefore, that a perfect fitting shoe is not attainable by art alone, even by the almost exact science of the skillful modern custom shoemaker. Without the co-operation of the foot, as an indispensable formative factor in the laborious process of adaptation, the foot and the shoe would be at slight variance with each other."

Nevertheless, the shoe builder of our day has had phenomenal success in getting so close to nature with his products that the foot has far less to do than formerly in the matter of shaping the upper to its individual requirements; and by reason of more scientifically constructed lasts in which the bottom of the foot has received more physiological consideration, the foot now has less labor in impressing upon the innersole its individual superficial form; consequently we find more perfect rest for the soles of our feet than ever before; and this is a great stride for the shoemaker in his art, and has proved an inestimable boon to thousands of grateful human feet.

Next to the production of the "perfectly lovely" shoe, it has always been the aim of the manufacturer to give the mind of the shoe wearer perfect serenity in the possession of comfort, as well as to furnish them with objects of great beauty. With such a union there would be more than strength; it would be the very acme of the modern shoemaker's art.

One reason, no doubt, why the perfect fitting shoe does not always find the seeking foot lies in the retailer's province. For instance, a woman customer is pleased with a certain style of shoe, but the sizes and widths in this line are badly broken up. There are others, but she has set her heart on this particular shoe. The consequence is that she determines to have a pair she likes, and she sacrifices comfort to looks, takes a misfit size, and pays the penalty in wearing them.

This is a case in which the retailer is guilty of putting obstacles in the way over which customers expect to pass toward the happy attainment of physical comfort, peace of mind and contentment, in the perfect fitting shoe.—E. A. Boyden in Boot and Shoe Recorder.

Poultry Crop Not Much Larger Than a Year Ago.

Chicago, Nov. 3.—The principal feature touched upon by our correspondents in giving their reports of the poultry crop was the cold and wet spring and the lateness of the season. The unfavorable spring, which was from three to four weeks late, killed off a good deal of stock. Cholera also affected some of the young stock, as did also in some sections rats and wild animals. Every indication at the opening of the season pointed to an unusually large crop, but taking the crop all in all it will

not be much if any larger than last year. Turkeys likely will be more plentiful, chickens an average crop, ducks less and geese also less than last year.

The many reports received would indicate a larger crop of turkeys than last year—possibly 15 to 25 per cent. on the whole. The increase in the crop was due to the high prices which ruled last year, in consequence of the previous short crops. Farmers have made extra exertions for the past two years to increase their crop of turkeys, and have found it a little uphill work in doing so on account of the wet seasons for two years. The high prices, too, were an incentive for farmers to sell out closely, and not until the last year did they carry much stock over with which to build up a new crop very fast. The last year, however, more turkeys were carried over and a good start made for a larger supply. As the advices in nearly all instances from points tributary to the Chicago market reported the crop three or four weeks late, it may be possible that the supply of really fine, desirable turkeys for the Thanksgiving Day trade may be light.

From the numerous reports received we believe that the crop of chickens will be smaller than last year, certainly not any larger; possibly about 10 per cent. less than last year. Some of the reports indicate material increases, say from 10 to 25 per cent. more than last year, and some of the returns report a shrinkage of from 25 to 50 per cent., which in some instances seem to be a little sensational, but might, nevertheless, be a fact. After a careful study of the reports, however, it is fair to presume that the crop will be slightly short of an average one. Had not the very cold and late spring been unfavorable for the hatching of the eggs and killed off so many chickens, the crop would have been a large one. The high prices ruling the past spring for eggs kept farmers from holding as many eggs for hatching purposes and they marketed stock closer than they would have done had prices been low. Then, too, the price of chickens has averaged higher than in former years, and this induced free selling and closer marketing of stock than if chickens had been cheap.

Last year was a bumper crop. For two years ducks have been plentiful and prices low. This has discouraged the raising of ducks and the crop will be much short of last year—reports would indicate 10 to 20 per cent. less than last year—but this would not by any means signify that the supply will be short. Some of our correspondents state that they have given up duck raising for market for awhile, but the supply has been so heavy for the past two years that a shrinkage of 10 to 20 per cent. may be scarcely noticed, although prices so far this season have been erratic and subject to quick changes, with tendency rather to better average than last year.

The crop of geese will be somewhat short of last year, but not much; possibly 10 per cent. less. Many of the reports indicate a falling off in the number of geese raised, and scarcely any reported an increase over last year. Some reported about same quantity as last year. About 90 per cent. crop would be a fair deduction. Prospects are the quality will be good, although the early marketed stock has been rather ordinary so far.—Sprague Commission Co.



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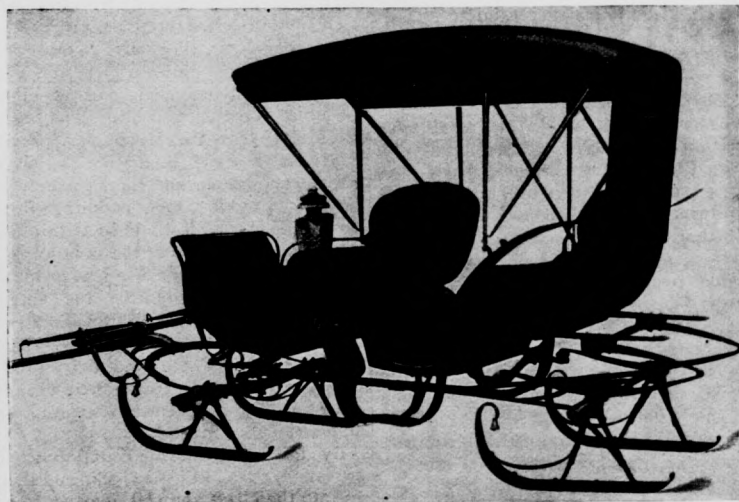
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The Meat Market

Everyday Incidents in the Life of the Meat Dealer.

Some day a writer of humorous plays will accept the chance for gathering material for his work in a butcher shop, and when he does, and puts his play on the stage, it will be a success. The butcher, because of the many people of different temperaments he is forced to meet and please, is a finished actor himself. He must by turns play the light comedian, the tragedy role, and the confidential busy body. He must be jolly with the woman who jokes every time she comes into his shop; he must be tragic with the woman who is always discovering mysterious actions on the part of her neighbors and whispers her suspicions to him; he must affect the air of a deeply interested friend when the engaged young lady pours into his apparently willing ears her tale of hope—if he doesn't his chances of getting her trade after she becomes a Mrs. are fleeting. I have no hesitancy in saying that many of the butchers do more clever acting every day than some of the well-paid theatrical stage treads. The butcher who is not successful as an actor will not succeed in selling meat profitably.

He must know how to put on a look of surprise when Mrs. White sends back the steak which he felt reasonably sure would not suit her; he must know how to so smooth things over that the lady will leave with the conviction that the butcher considers her the very best of his customers, and probably with the same steak under her arm. He must know how to be a conversational fencer, and parry the shafts of sarcasm that are intended to injure his peace of mind, so that they will lose their force and leave the irate Mrs. Brown wondering if she is not really injuring him in her thoughts when she doubts his statement that the "steak was sent at 11 o'clock, and if the boy didn't deliver it it is because he got lost or something—he's a new boy, you know." His look of injured innocence completely disarms her finally, and she is ready to ask his pardon, etc. And when she has gone he plays another part.

Now he is the angry, abused, every-one-conspiring-to-ruin-him man. "Why did you forget to put up her order, eh?" he demands of the red-haired clerk with the high collar. If Mrs. Brown could see him now. Talk about Dr. Jekyll and Mr. Hyde! The red-haired clerk distinctly remembers that he had no order from Mrs. Brown. Then the butcher rushes up and down the two-foot wide floor behind the bench, and nearly goes into a spasm at the courage of the clerk to contradict him. He won't stand it! He won't have employees say no when he wants them to say yes. The clerk, with poor judgment, repeats that he had no order from Mrs. Brown. The spasm had nearly died out, but the new denial acts on him like a red flag before a bull. In the effort to say all he thinks in one breath his wind-pipe becomes clogged and he begins to cough in a vigorous fashion and gives promise of bringing into the wicked world a hemorrhage. At this interesting stage, enters Mrs. Green.

"How (cough) are (cough), you (cough) Mrs. Green? I think I've got cold from going to market so early. But we have to do it, you know—have

to look out for our customers' interests. Nice beef for roasting? Yes. Mrs. Brown had some yesterday and spoke well of it. Shall I let Mr. Truth wait on you? Nice young man." Mr. Truth is the red-headed clerk who nearly brought on the butcher's hemorrhage, but he is a favorite with Mrs. Green—and the customers' interests must be looked after. When Mrs. Green has left, the butcher is about to renew his attack on the clerk, but in opening his desk discovers Mrs. Brown's order slip. He sneaks it out, tears it into fine pieces and throws them in the fat box. He remembers having placed it in the desk himself, but he lets it go no farther.—Butchers' Advocate.

Decision Unfavorable to Shop Butchers.

Judge J. F. Taylor, at Washington, Pa., handed down an important opinion last Wednesday in regard to the right of butchers to kill animals on their own property and sell the meat from wagons to individual customers. The Judge holds that the butcher has the right to so do, notwithstanding there may be a city ordinance making such sales unlawful without a license. The decision grew out of the case of Commonwealth vs. George Hepner, who lives in Forward township, Allegheny county, and who slaughtered animals there and sold the meat in Monongahela and at other points in Washington county. The Judge maintains that the Monongahela ordinance is a trade regulation and not a police regulation, and is not merely to prohibit hawking and peddling from door to door, which would be within the proper police powers of the municipality, but for the benefit of a few resident traders, and thus deprive the entire meat-consuming population of the privilege of buying their commodities outside of farm, garden and dairy products, wherever they can get them cheapest. Such an ordinance, he affirms, is unquestionably invalid.

By this decision the county butcher or farmer can kill his stock, and then go into the cities and sell the flesh from his wagon to consumers. The shop butchers can scarcely prosper against such competition, and will likely make an effort to have the case reopened, in the hope of securing a reversal of decision.

He Got It.

"Pa, give me a nickel," said the little son of a Carondelet citizen.
"Don't you think you are too old to be for a nickel?"
"That's so, Pa., gimme a dime."

The man who gossips is called a receiving teller.

Pure Buckwheat Flour

Those wishing to buy buckwheat flour made from this years crop which is guaranteed absolutely pure will do well to write us for prices and samples. Prompt shipment.

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10,000 live chickens and turkeys daily. Will pay highest market price always. We make remittance same day that goods arrive. We refer to Fourth National Bank.

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Fruits and Produce.

Observations by a Gotham Egg Man.

I heard a good story about shrunken eggs the other day. It was related that a German grocer bought a case of eggs and put part of them out on orders. One customer brought his purchase back, and, reviling the grocer in strong terms, laid the eggs down on the counter whereupon they all stood up on end like those little capsules with a shot in them which perform queer evolutions on a tilted board. "What's in those eggs," he demanded; "Oh, nodtings, nodtings," the seller mournfully admitted.

* * *

Speaking of shrunken eggs there seems to be more and more trouble with this class of stock every fall. All egg collectors get them and they show up here in more or less serious proportion in the fresh collections from all sections. Years ago, when refrigerator holding was not so well understood as it now is, these shrunken fresh gathered used to sell fairly in competition with the ice house stock, but as the quality of the eggs in cold storage has been improved by more careful selection and better methods of refrigeration the stale fresh collections have fallen lower and lower in the scale of relative quality until now they are extremely hard to sell. Of course, these objectionable eggs are held by farmers or country store keepers to get the advantage of the usual fall advance in prices and as such holders have no proper facilities for keeping eggs their quality does not compare at all favorably with stock held in the refrigerators under modern conditions. The worst of it is that these shrunken country held eggs are mixed up with comparatively recent production and dealers are obliged to buy more or less of them in order to get the new eggs with which they are mixed. But this is not to say that they bring the price of fresh, full eggs, for their presence increases the loss returns when sales are made loss off and reduces the price when sold at mark. My observation is that equally shrunken eggs will bring a better price from cold storage than when received fresh from country shipping points and that the latter goods bring less when mixed with fine full, fresh than they would if packed alone, because when packed alone they can be sold to a class of trade which can use them to better advantage than dealers who want fancy stock but are forced to take the stale in order to get the fresh goods packed with them. It is hard to see any cure for this country holding of eggs so long as collectors pay for stock as it runs without critical examination. If they could sort out the eggs they receive and pay one price for full eggs and another for shrunken the latter would bring so much less than fresh that the incentive for holding in the country store or on the farm would be lost and the practice would soon be abandoned or much reduced in extent.

* * *

I wish to dwell more fully upon a subject mentioned last week—in regard to the basing of country prices upon New York quotations. It is very important that shippers should fully understand the actual condition of our market where they are dependent upon it for an outlet. In the spring of the year, when eggs are nearly all fresh and good, there is, naturally, very little variation in the selling price of regular packings—usually not more than ½c. At that time shippers become accustomed to re-

ceiving the outside quotation for Western firsts for a large proportion of the eggs sent forward and they can safely use such quotation as a basis for country operations. Later in the season, when hot weather causes wide irregularity in the quality of stock arriving, and again in the fall, when mixture of shrunken country holdings in widely varying proportions causes wide variation in value, the market quotations must necessarily be made to cover all sorts. But when this happens shippers are very often inclined to overlook the average and lower quotations, and consider only the outside figure as representing the "market price" for Western eggs. If they base their paying prices upon this expectation they are likely to incur losses.

* * *

Every man interested in the egg trade ought to make it a point to agitate the question of public reports of egg holdings in the public warehouses. It is certainly a great misfortune to all large operators that this important information is not available weekly. Visible stocks of wheat and flour and provisions are reported constantly for the guidance of operators in those commodities, and the egg men should certainly provide for themselves equal advantages. Possibilities of fluctuation in value of eggs are so great that every feature of the situation which can be known should be available to operators, so that the great movement of stock into and out of cold storage may more quickly and certainly produce the effects upon values which are essential to the maintenance of healthy trade conditions. If egg operators everywhere will talk the matter up a public sentiment may be developed in favor of this important advance in trade methods which will secure the desired result before another storage season shall set in.—New York Produce Review.

Will Try Profit-Sharing.

The Westboro Grocery Co., a corporation just organized, began business last week in Cobb's Block, Westboro, Mass. The corporation has a capital of \$10,000, all of which is subscribed and paid for. Henry L. Chase will act in the capacity of general manager, as well as treasurer, of the company. The new company proposes to try an experiment at the outset of its career, which will be interestingly watched by the townspeople. It is to be operated on a profit-sharing basis. One-tenth of the capital stock is to be divided among the employees, and at the end of the year a liberal share of the net profits is to be divided among them before the payment of any dividends, thus giving to each one a personal and pecuniary interest in the success of the business.

Embalmed Butter Now.

From the Duluth, Minn., Herald.

Embalmed butter is the latest thing to look out for. Everybody heard of embalmed beef during the late war, and probably everyone knows that one of the charges that were made was that boric acid had been put into the beef to make it keep. When one buys butter here now, unless he has the most implicit confidence in his dealer, he can not tell whether or not his butter has been subjected to the same treatment. It is being done and quite extensively, but no actual convictions have been made on it here.

Just Punishment.

"She scorned all her wooers so long that now she is doomed to be an old maid for the rest of her life."
"Well, that seems like a just sentence for such contempt of court."

Clover, Timothy, Alsike, Beans, Peas Popcorn, Buckwheat

If you wish to buy or sell correspond with us.

ALFRED J. BROWN SEED CO.,

GRAND RAPIDS, MICH.

GROWERS. MERCHANTS. IMPORTERS.

Make a Note of It. We Handle

Mexican Oranges

They are now arriving in good condition and fine quality. Packed in Florida size boxes, nice sizes. We are quoting at \$3.50 per box delivered in carlots to any point taking \$1.25 rate freight. We quote Sonora Mexican Oranges, shipments by November 5th, \$3.25 delivered. Write us.

MILLER & TEASDALE CO., - ST. LOUIS, MO.

RED STAR BRAND CIDER VINEGAR

is not excelled by any vinegar on the market. A trial will convince. A GUARANTEE BOND goes to every purchaser, warranting its purity and protecting him in its sale. Let us quote you prices.

THE LEROUX CIDER AND VINEGAR CO., Toledo, Ohio.

Redemeyer-Hollister Commission Co.,

ST. LOUIS, MISSOURI,

General Commission Merchants.

We have secured the United States contract to furnish Government supplies for Cuba for one year and must have 100,000 bushels of apples, onions and potatoes. Shipments and correspondence solicited.

BEANS

If you can offer Beans in small lots or car lots send us sample and price. Always in the market.

MOSELEY BROS.

26-28-30-32 OTTAWA ST., GRAND RAPIDS
Seeds, Beans, Potatoes, Onions, Apples.

WANTED

We are always in the market for Fresh

BUTTER AND EGGS

36 Market Street.

R. HIRT, JR., Detroit, Mich.

SHIP YOUR BUTTER AND EGGS TO STROUP & CARMER,

38 SO. DIVISION ST., GRAND RAPIDS, MICH.

Financially responsible, actively alert to shippers' interests, square, prompt remitters. Produce handled on commission or bought at a definite stated price on track. Refer to Grand Rapids National Bank; Ithaca Savings Bank, Ithaca, F. E. Duffee & Co., Bankers, Perrinton, Mich.; Commercial Agencies.

Hanselman's Fine Chocolates

Name stamped on each piece of the genuine. No up-to-date dealer can afford to be without them.

Hanselman Candy Co.

Kalamazoo, Mich.

Social Customs and Costumes of Seventy Years Ago.

Written for the Tradesman.

The busy hum of the spinning wheel is hushed, the stocking yarn is ready for the needles and nimble fingers of the knitters, the cloth for the homespun clothing of the family is woven and gone to the woolen mill for finishing, the apples are all gathered and the cider is made, the potatoes are gathered in cellar or pits, the last shock of corn is husked and the golden ears shine through the interstices of the long cribs, sure harbingers of pork and plenty.

The season of merrymaking is at hand. The rural social circle forms a radius of four or five miles. No ornamental or perfumed cards are used to herald the event. It was the custom for some prominent family with grown-up sons or daughters, or both, to send a messenger on horseback with a list of names of the families who would be apt to join in a round of social gatherings, inviting each to the initial party, at which the amusements for the winter would be arranged. Each family was expected to give one or more of these parties during the winter months, and if the sleighing was fine sleighing parties were added to the program, the company meeting by arrangement at the home of some one of the merrymakers for supper and to spend the evening in songs and rustic games. The refreshments were of the plainest kind. Every housekeeper was a cheesemaker, and doughnuts and cheese, pumpkin pie, nuts and apples, washed down with plenty of cider, formed the staples of the simple bill of fare.

There were no organs in private families then and but few in the churches. Quartette songs with a flute accompaniment made up the musical part of the entertainment. Occasionally a violin was produced and then the old-fashioned country dances filled up the pleasant evenings; but usually the entertainment was made up of conversation, songs and games. The old game of "forfeits" was prolific of much noisy amusement. The umpire sometimes imposed very embarrassing or ludicrous penalties. One that I remember was called "measuring tape and cutting it off at every yard." This was performed by the lady and gentleman taking hold of hands and stretching their arms horizontally, which brought their faces close together, and the "cutting off" was a noisy kiss upon lips or cheek. Sometimes the penalty was measuring ten yards and cutting off every yard, which was either very pleasant or very embarrassing according to circumstances. Another penalty (for a gentleman) was to "kneel to a lady (named), bow to the rest and kiss the one he loved the best." Another was "going to Rome," which was paid by kissing every lady in the room. The peals of laughter and applause which followed the paying of these forfeits made the time pass swiftly and hastened the parting hour.

A gentleman's costume was made up of a swallow-tailed coat, very short in waist and long in skirt, with large gilt buttons, a vest of any color or pattern to suit the taste of the wearer, and trousers very tight fitting, reaching high up under the arms. Add to this a ruffled shirt and you have a country beau in evening dress. The ladies wore dresses cut rather low in the neck, very short in the waist and long in the skirt, with very little show of crinoline. These costumes, as ridiculous as they would appear now, were considered very

charming seventy years ago. Curls were in fashion and hung in graceful ringlets over neck and shoulders, confined only by an ornamental circular comb, placed high up on the forehead to prevent their falling forward over the face. If the reader will imagine a roomful of ladies with hair of every shade of color—some long, some short, some false, some real—all in curls, he has a picture before him often witnessed by the writer. At a dancing party this fashion of dressing the hair gave a fantastic appearance to the scene. The rhythm of the dancing set every curl long and short to keeping time, until the room was a maze of floating curls. Here my memory recalls two prominent actors in these rural scenes as unlike in their personal charms as in their efforts to please. They were rare types of the two extremes of beauty in woman, the brunette and the blonde. Each was possessed of a wealth of shining hair. The tresses of one were as dark as night, those of the other were a shimmering mass of burnished gold. The brunette won hearts by her ready wit and pleasing conversation, her native gentleness and genial ways. The blonde, while lacking none of Nature's gifts that mark the lady, was always the life of the company in which she moved, and her musical voice, as it rippled out of the stream of common conversation, was like the melody of a meandering brook. The brunette's history I am unable to follow. The family of the blonde were early emigrants to Michigan, where she spent a long and useful life. She was the sister of the late Hon. Payne K. Leach, one of the earliest pioneers of Oakland county. W. S. H. Welton.

THE MEASURE OF YOUR SUGGEST



Is not what is sold but WHAT IS SAVED—
Everything is saved when you use THE EGYR
AUTOGRAPHIC REGISTER

SYSTEMS.

Charge sales, Produce exchanges and Credits must all be entered.

Our No. 40 is a perfect Cash Register. Information given or orders filed by

L. A. ELY, Alma, Mich.

Michigan Fire and Marine Insurance Co.

Organized 1881.
Detroit, Michigan.

Cash Capital, \$400,000. Net Surplus, \$200,000.
Cash Assets, \$800,000.

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G. J. Johnson Cigar Co.'s



SMOKE HOUSE



MICHIGAN'S MOST FAMOUS CIGAR

MANUFACTURED BY
COLUMBIAN CIGAR COMPANY, BENTON HARBOR, MICH.

GEO. E. ELLIS

98 MONROE ST., GRAND RAPIDS, MICH.

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COMMISSION BROKERAGE

STOCKS, BONDS AND GRAIN

Persons desiring to invest in stocks or grain should consider these four facts:

1. Customers are furnished free the privilege of telephoning or telegraphing over my private wires for any information about stocks, bonds, cotton, grain or provisions.
2. No charge is made for revenue stamps.
3. Interest on stocks and bonds carried on margin is 5 per cent., but no interest charge is made for less than 15 days.
4. Commission on grain is \$1 per thousand bushels.

Commercial Travelers

Michigan Knights of the Grip
President, CHAS. L. STEVENS, Ypsilanti; Secretary, J. C. SAUNDERS, Lansing; Treasurer, O. C. GOULD, Saginaw.

Michigan Commercial Travelers' Association
President, JAMES E. DAY, Detroit; Secretary and Treasurer, C. W. ALLEN, Detroit.

United Commercial Travelers of Michigan
Grand Counselor, JNO. A. MURRAY, Detroit; Grand Secretary, G. S. VALMORE, Detroit; Grand Treasurer, W. S. MEST, Jackson.

Grand Rapids Council No. 131
Senior Counselor, D. E. KEYES; Secretary-Treasurer, L. F. Baker.

Michigan Commercial Travelers' Mutual Accident Association
President, J. BOYD PANTLIND, Grand Rapids; Secretary and Treasurer, GEO. F. OWEN, Grand Rapids.

ON THE WING.

Graphic Glimpses of a Half Dozen Michigan Towns.

South Haven, Nov. 13—My trip last week started at Niles and ended at South Haven. The former is one of the most beautiful places in Southern Michigan. The Michigan Central Railway has here one of the finest depots on the line and has surrounded it with a beautiful park, which in summer is exquisite. The view of this and the city, as one is driven over a viaduct spanning the railway tracks, is picturesque and charming. The prosy old men always say "fine" or something to express admiration, and I—well, I gaze and dream. One's thoughts return to earth, however, when one takes sample case and gets to work. In the words of one of the fraternity, the merchants here are no "easy mark," so it requires one's very best efforts to make a showing. Would you believe that in this age a man would have pursued the same business, in the same town and on the same corner, for forty-three years? Such is the record of Mr. Woodruff, who only two or three years ago sold out to Geo. B. Winter. Mr. Winter is not a pioneer in the sense of long residence, but he is in new and up-to-date business methods. He conducts a strictly "spot cash grocery" and there is little on the Chicago market you can not find here. Another old timer is Dennis Bunbury, who for twenty-five years has conducted a grocery store in the same spot. While waiting for him the other day I noticed the number of times he made the trip from front to rear of his store and was curious enough to figure approximately the distance he would cover in a day. Then he and I figured it out for the years he had been in business and, to my surprise, found he might easily have circled the globe three times with the same number of steps. Champion Bros. have a well-kept store and here I just revel in the fine china they carry. Forler, over by the depot, is one of the most genial men I meet, and is a merchant as well. Another store up town has its particular charm in the young lady who is behind the desk. Mr. Laberteaux told me an amusing story the other day. It was to the effect that during the recent carnival in Chicago a citizen of Niles went in to see the sights. The Auditorium tower being on his list, he made the ascent to get the promised view of the city. In some way he lost his balance and fell. A shriek from those on top warned the throngs in the street and they gazed breathlessly as he came spinning toward earth. He struck with the usual "dull sickening thud." The crowd rushed forward, but, instead of a crushed and lifeless corpse, they were amazed to see him get up and start to walk away. In reply to the eager questions as to how he could have escaped unhurt, he replied, "Well, you see I live over in Niles, Michigan, and I fell slow." I may add that had this been Mr. Laberteaux he would not have lived to tell the tale, for he certainly does not possess that quality.

Three Rivers is another town especially fortunate in point of location. The three rivers from which the town derives its name—their courses outlined by weeping willows and grassy banks—makes a beautiful scene. In point of

business prosperity it stands well toward the front and its merchants are, without exception, what I call "really truly" merchants—not mere storekeepers.

From Three Rivers I go on to Lawton and Paw Paw, another pair of twin cities, in which Michigan seems to abound. The drive between these two villages has ever been one of the enjoyable features of my work. The distance is a little over four miles and the road lies through fruit farms and vineyards. In the spring, when the trees are in blossom, the sight is beautiful beyond description, and the fragrance fills one's very soul with sweet and elevating emotions. A little later the fruit ripening in the summer sun begets a feeling of deep gratitude that we should have so much for our comfort and enjoyment. And now—even though the trees and vines are bare—a spirit of rest and content seems to pervade the atmosphere. The work is done, the harvest is in. The yield of the vineyards in this particular vicinity amounted this year to over five hundred cars.

Decatur and Dowagiac are next on my route and I want to inform you that, whether you know how to spell Dowagiac or not, you must pronounce it with a hard g if you desire to stand well with its residents. Here are made the Round Oak stoves, so widely used in wood-burning districts. At Decatur when you step from the train you are confronted by a mounted cannon, which I remember gave me quite a start when first I came upon it, but so many towns possess them now that they rather lose their formidable look by familiarity.

St. Joseph and Benton Harbor—more twins, you see—and these cities emphasize their relationship by having Twin City street railways and telephone companies. This apparent friendliness is not so deep as it might be, as one finds the usual rivalry existing, which is a good thing, as it creates ambition. As to which is the better town, I would not dare say, even if I really had an opinion, and I confess I have not.

Benton Harbor has a new sugar beet or beet sugar factory, a new mineral bath institution, of which marvelous cures are told, and is to have a new opera house, two new banks and a whole lot more new things. Just now they are even claiming to have the smallpox, but they haven't, so come on.

Over at St. Joseph they have the county buildings and a fine court house, the Hotel Whitcomb, and a view of grand old Lake Michigan, and that makes one forget all else. It did look solemn and grey and cold this morning—but my love for the lake, in all its varying moods, can never be brought within the compass of words, so I shall not even attempt it—but I would that I might. Bernhart.

Getting Ready For the Convention—Local Candidate.

Bay City, Nov. 13—Post D (M. K. of G.) has already donned its working clothes and has been for some weeks actively engaged in perfecting arrangements for the eleventh annual convention of the order, to be held in the Sugar City Tuesday and Wednesday, Dec. 26 and 27. The committees are all appointed and working earnestly and faithfully to make this convention the banner one. The Committee on Entertainment has contracted with the genial landlords of the Fraser House for a grand banquet and ball. The other committees are not far behind and from the way the boys are taking hold the members need have no doubt of the convention being well entertained. Post D has a candidate for State Secretary. He is commonly known by the name of Dick—and who doesn't know him! In signing his name it reads Ransom S. Richards; while he is very modest he was prevailed upon to enter the race and, of course, expects to win out. Those who know him best realize that no better selection could be made for Secretary and he seeks his equal for promptness, competency and ability, while his enthusiasm and zeal for the order are unsurpassed. Post D is in hearty accord with his candidacy and will do all in his power towards his election.

George H. Randall.

SUCCESSFUL SALESMEN.

M. A. Russell, Representing Phelps, Brace & Co.

Maurice A. Russell was born at Galesburg, Kalamazoo county, Sept. 29, 1858, being the oldest of four children and the only boy in the family. His father was of Yankee extraction, while his mother was of German descent. He attended school until 13 years of age, when the family removed to Fulton, where he also attended school a year. Not liking the new home as well as the old, he returned to Galesburg a year later and attended school and worked on his grandmother's farm. He then went to Scotts, where he worked about a year in the general store of W. H. DeLano, and would have continued in this position but for the illness of his uncle, who was in charge of his grandmother's farm, in consequence of which he was compelled to return to the farm and take up the management, which he



continued for four years, with the exception of about a year when he worked in the cigar factory of Geo. Sutton, at Galesburg. He then bought a barber shop in Galesburg, which he conducted for about a year and, in 1883, engaged in the same business at Augusta, where he remained until Jan. 17, 1898, when he went on the road for McIntosh, Crane & Co., wholesale confectioners of Detroit, carrying the goods of the San Telmo Cigar Co. as a side line. A peculiarity of his work for this house is that he never saw any member of the firm until he went in at the end of the year to turn his grips over to his successor. He was also the last man to represent the San Telmo factory direct, the output now being sold entirely through jobbing agents. When Phelps, Brace & Co. placed F. E. Bushman in charge of their cigar department, one of the first men he made overtures to was Mr. Russell, who was engaged without the usual preliminaries and who started out at once on the work of creating a demand for the goods handled by that house. His territory includes all the available towns in Southwestern Michigan, and he undertakes to see his customers every sixty days.

Mr. Russell was married in 1884 to Miss Cora Church, of Augusta, who died five years later, leaving two boys, now 12 and 13 years, respectively. Five years later he was married to Miss Maude Rosebrook, of Augusta, and the family now reside in Battle Creek.

Mr. Russell is not much of a "jiner," being a member of but one secret order—Galesburg Lodge No. 364, I. O. O. F.

He attributes his success to upright-

ness, persistence and a line of goods which meet the requirements of the trade. He is a universal favorite wherever he goes and to that fact he attributes a good portion of his success.

Gripsack Brigade.

Kalamazoo Gazette: C. C. Bobb, who has been Eastern traveling salesman for the Kalamazoo Wagon Co. for eight years, has contracted with the Michigan Buggy Co. to take charge of the same territory.

W. C. Brightrall, for the past two years on the road for the Star Knitting Works in Michigan, Indiana and Northwestern Ohio, has engaged to travel for the Grand Rapids Knitting Co. next year, the change to take effect Jan. 1. Mr. Brightrall will cover a much larger area with his new connection.

C. W. Allen, Secretary and Treasurer of the Michigan Commercial Travelers' Association, has resigned and George W. Hill has been elected to succeed him. Mr. Allen will move to California. Mr. Hill was Secretary and Treasurer of the organization sixteen years ago and has always taken an active interest in the Association.

Chicago Times-Herald: "The meanest place I ever was in," said the man who travels for a liquor house, "is down in Massachusetts. Say, do you know what happened while I was stopping there once? A traveling salesman had fallen through a hole in a sidewalk and sustained injuries that resulted in the loss of his right arm. He sued the city for damages and the case was tried before a jury which the papers said was composed of representative citizens. Well, what do you suppose they did to him? Brought in a verdict in favor of the city, holding that inasmuch as he was left-handed his injury didn't amount to anything."

The Clark-Jewell-Wells Co. formerly had a salesman by the name of Axe. He was succeeded by M. H. Gunn, of Lansing. On his first call on J. A. Hunt, of Mt. Pleasant, Mr. Hunt remarked, "I have seen an axe and now they have sent a gun and I presume the next thing I will see is a cannon." It so happened that Mr. Gunn afterwards met Will Cannon, who covered Central Michigan for Daniel Scotten. He related the circumstance and asked him to call on Mr. Hunt and represent himself as connected with the Clark-Jewell-Wells Co. He was able to do this a few days later, when Mr. Hunt threw up his hands and proudly boasted that his prediction had come true.

Mr. Walsh Announces His Candidacy.

Detroit, Nov. 13—Will you please put in your paper this week the information that I am a candidate for President of the Michigan Knights of the Grip for 1900, having received the unanimous support of Post C (Detroit) for that position. P. T. Walsh.

When in Grand Rapids stop at the new Hotel Plaza. First class. Rates, \$2.

LELAND HOTEL, CHICAGO

Michigan and Jackson Boulevards.

American Plan

\$2.00 a day and upwards.

European Plan

75c a day and upwards.

Special rates by the week—on application. First-class in every way.

CHAS. W. DABB, Proprietor.

REMODELED HOTEL BUTLER

Rates, \$1.

I. M. BROWN, PROP.

Washington Ave. and Kalamazoo St., LANSING.

Drugs==Chemicals

Michigan State Board of Pharmacy

Term expires
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
WIRT P. DOTY, Detroit - Dec. 31, 1903

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

Examination Sessions

Detroit—Jan. 9 and 10.
Grand Rapids—Mar. 6 and 7.
Star Island—June 25 and 26.
Sault Ste. Marie—Aug. 28 and 29.
Lansing—Nov. 7 and 8.

State Pharmaceutical Association

President—O. EBERBACH, Ann Arbor.
Secretary—CHAS. F. MANN, Detroit.
Treasurer—J. S. BENNETT, Lansing.

Covets a Certificate For a Cash Consideration.

Ann Arbor, Nov. 13—Enclosed find correspondence which will explain itself. If you see fit you can use the same, as I know of no better way to stop this kind of material than to make it public. This is not the first letter of the kind received in this office.

A. C. Schumacher, Sec'y.

The letter referred to is as follows:

Kingsville, Ont., Sept. 8—Received some printed circulars from you this morning. I wrote you a week ago and expected a reply in writing, but possibly you did not understand what I wished, so I am writing to you again and will enclose a 25 cent bill for postage, etc., all correspondence to be strictly confidential.

I would like to have a certificate from the State of Michigan, simply for the honor of having it. Not to my knowledge do I intend to use it at present, as I am going to attend the Ontario College of Pharmacy next fall and simply wish to get it for the honor, after I get home at Christmas to Port Elgin, Canada, for having it. Now, can we not come to some definite understanding? Will you not send examination papers to my address here and allow me to write on them, or simply send certificate? Will send check for XV dollars or hand it personally to you. If you will accept an amount of cash (personally) for the certificate you could date it Aug. 30—the date of last examination. Knowing that you are the Secretary of the Board and the one who issues the certificates, I thought possibly you might do this, if cash (personally) was any object.

Now, I have taken the liberty to write to you regarding a matter, which kindly keep a secret if you find you can not do as I propose; or if you know of anything like this which you could suggest, I would be pleased to hear it.

Remember, all correspondence will be strictly confidential or, if you would like a personal interview, I would go to Detroit to meet you for final arrangements. Would also like it if you would return this letter to me.

If this is possible, let me know when and where I could have a personal interview with you; also if this is impossible kindly state so and return my letter, sure, by return mail. Have enclosed amount for postage expense.

Awaiting a reply, and hoping you can make some proposition which would insure my getting or possessing this examination, I am A. L. E. Shier.

It is needless to remark that the writer of the letter has not yet received the coveted certificate and, in all probability, never will get it, because a good moral character is one of the conditions exacted from all applicants for registration in this State.

The Most Dangerous Poison Made.

"Just now we are engaged in the making of tons of cyanide of potassium," said a member of a firm of manufacturing chemists, "and of all poisons, this, to my mind, is the most dangerous, because of a singular quality it possesses. It is in appearance so very attractive to those who handle it that they are often seized with an almost

overwhelming desire to eat it. To one man it probably suggests sugar, if he has a fondness for saccharine substances, and to another snow newly fallen; but to both it is so alluring that they may only overcome the temptation to put it in their mouths by great force of will power.

"The very men who make it and who are most familiar with its deadly properties are pursued by an unreasonable desire to eat the poison, and as long as they remain in its vicinity this extraordinary craving endures. They know that to give way to the craving means death almost instant and horrible, and as a consequence are usually able to resist the strange temptation, but during the last ten years we have been engaged in the manufacture of the drug four of our most intelligent and steady workmen have committed suicide in this way."

"Ever feel like eating it yourself?" asked the reporter.

"Yes," the manufacturer replied. "Many times when in contact with the cyanide fumes, and have had to leave work precipitately in consequence. So well is this curious fact known in all works where cyanide of potassium is made that there are always two men at work together, and a jar of ammonia, which is the antidote to the poison, is kept at hand.

Potassium is one of the most interesting substances known to chemical workers. The metal itself is scarcely used at all in the arts, but its many salts are of immense practical value, being used largely in the production of gunpowder, fertilizers, medicines and dyeing compounds. Cyanide is a compound of cyanogen with a metallic agent. Cyanogen is a colorless, poisonous liquefiable gas which has the odor of almonds and burns with a purple flame. Cyanide of potassium is made by burning potassium, an alkali metal, in cyanogen gas, and is really a prussiate of potash. It is produced also in blast furnaces in which ore is smelted, with coke or coal, and is permanent when kept dry, but decomposes readily in moist air. It crystallizes in dry, octagonal blocks, and is extremely soluble in water. It has the odor of prussic acid and kindred bitterness of taste. Cyanide of potassium is also used in electro-metallurgy and photography to a considerable extent. It will remove metallic oxides, the juices of fruits and indelible ink."

The Drug Market.

Opium—Is weak. There has been a large amount imported, stocks are large and competition is tending to lower prices.

Quinine—Is firm and a further advance is looked for. Domestic manufacturers will not enter contracts at present price.

Morphine—Is unchanged.

Carbolic Acid—Has been advancing and is very firm. Our prediction of a higher market during 1900 will be realized.

Cocaine—Is very firm and another advance is looked for.

Cocoa Butter—Has advanced, on account of higher prices abroad.

Norwegian Cod Liver Oil—Is in active demand at the advanced price and the tendency is higher.

Balsam Copaiba—Is very firm at the advance noted last week.

Gum Camphor—Another advance is probable within a few days.

Buchu Leaves—Are very scarce and firm in price.

Ipecac Root, Golden Seal Root and Senega Root—Are all very firm at the advanced price.

Essential Oils—Cloves have advanced in sympathy with the spice. Eucalyptus is higher. Peppermint is very firm and tending upwards. Pennyroyal is very scarce and again advanced. Sassafras is again advanced and tending higher. Wormwood is in very small supply and has again advanced.

Board Not Required to Give Security For Costs.

Ann Arbor, Nov. 13—Enclosed find correspondence I have had with the Attorney General of this State. The object I have in sending this letter to you is to have that part of it made public to give prosecuting attorneys throughout the State to understand that, when a violation is brought to their notice, they must take care of the case without a guarantee from the Board. Please do not insert the prosecuting attorney's name in this case, as I think the subject may be done justice without doing so. Please return me the letter when you are through with it, as I wish to place it on file in this office.

A. C. Schumacher, Sec'y.

The letter Mr. Schumacher refers to was written by Deputy Attorney General Chase to A. E. Ewing, of Grand Rapids, attorney of the Board, as follows:

Mr. Schumacher, Secretary of the Board of Pharmacy, had a talk with the Attorney General and myself yesterday with reference to the action of the Prosecuting Attorney of—county in requiring security for costs in the bringing of a case against a man running a drug store at —.

This morning I talked with the Prosecuting Attorney over the telephone and he said that he told you he would require security for costs. I advised him that we think it unnecessary for a State Board to give security for costs where complaint is made in a matter under the jurisdiction of the Board; that security has never been required by a prosecuting attorney in such a case before in the State and that we should insist that a State Board, backed up by the State of Michigan, is not obliged to give security for costs in criminal cases. He said that what he desired was an opportunity to investigate the facts and that you had not presented the facts to him; in fact, seemed to withhold them from him. I told him that we are not passing upon whether or not the facts would warrant prosecution, because we are not familiar with them; that we are simply taking up the matter of requiring security for costs with him at this time.

I understand from him that if you or the Secretary of the Board will take the matter up again with him he will not require security for costs to be given.

I would suggest that you do so, and present the proofs of the violation of the law to him, together with a complaint for such violation, and if he refuses to act, present the entire matter to this department, and we will take such action as the facts and law will warrant.

The Druggist's Friend.

A maid—her name I will not give—
For years had dyed that she might live.
She dyed her cheeks, she dyed her lips,
And she likewise dyed her finger tips.
But she died at last and left a store
Of dyes, and now she'll dye no more.

Fatal Opportunity.

"Did that bottle of medicine do your aunt any good?"

"No; as soon as she read the wrapper she got three new diseases."

Wall Paper Facts

Are you aware that Grand Rapids has one of the foremost wholesale wall paper houses in the United States? Our trade extends throughout several states. Our assortment of wall paper cannot be equalled. We show the cream of 26 different factories. Prices and terms are guaranteed. Write us, "The Michigan Wall Paper Jobbers."

Heystek & Canfield Co.,

Grand Rapids.

More than 100 per cent. Profit

In this drug department, which comprises Medicines, Perfumes and Drugs. It pays you to push it, each individual package being accompanied by a positive guarantee to give satisfaction or money refunded.

	per doz.	retail price
Belladonna Plasters.....	.75	.25
Belladonna and Caps. Plasters.....	.75	.25
White Pine and Red Spruce Plasters.....	.75	.25
Capsicum Plasters.....	.75	.25
Capsicum Plasters.....	.75	.25
Arnica Plasters.....	.75	.25
Poor Man Plasters.....	.75	.25
Electric Plasters.....	.75	.25
Rheumatic Plasters.....	.75	.25
Strengthening Plasters.....	.75	.25
Porous Plasters.....	.60	.15
Kidney Plasters.....	2.00	.25-.50
White Pine and Red Spruce Cough Balsam.....	1.25	.25
White Pine Expectorant.....	1.25	.25
Tar, Honey, Horehound and Cherry Syrup.....	1.25	.25
Syrup White Pine and Tar.....	1.25	.25
Neuro Rheumo (nerve bone liniment).....	1.25	.25
Tropical Fig Syrup.....	.75	.10
Tropical Fig Syrup.....	1.25	.25
Tropical Fig Syrup.....	2.00	.50
Laxative Cold Cure, cure a cold in twenty-four hours.....	.75	.10
Laxative Cold Tablets.....	1.25	.25
Cordial Compound, Ext. Blackberry.....	1.25	.25
Magnetic Bitters.....	3.00	.50
Worm Chocolates.....	.75	.15
Little Liver Pills.....	.75	.25
Kidney Pills.....	1.25	.25
Red Blood Pills for Pale People.....	1.25	.25
Compound Extract Sarsaparilla.....	4.00	1.00
Celery Compound.....	5.00	1.00

PERFUME DEPARTMENT.

	per doz.
5c Quadruple Extract, 3 doz. on handsome easel card.....	.45
10c Perfume, 2 doz. on handsome easel card, Lily.....	.75
10c Perfume, 2 doz. on handsome Lilac card.....	.75
10c Perfume on individual folding cards.....	.85
15c Perfume, 1 doz on card.....	1.00
25c Perfume, 6 in a box.....	1.50
25c Perfume, 2 in a box.....	2.00
50c Perfume, 1 in a box.....	2.00
50c Perfume, 2 in a box.....	4.00
And all the bulk perfumes. Write for particulars.	
Cold Creams in Opal Jars, handsome lithograph label, 75c doz., retail.	
Glycerine Jellies in Collapsible tubes, \$1.00 doz., retail price 25c.	

DRUG DEPARTMENT.

	per doz.	retail price
Senna Leaves in ¼ pound boxes, L. & L. Brand.....	.60	.10
Pure Sulphur Flowers, pound boxes.....	.60	.10
Epsom Salts, pound boxes.....	.60	.10
Copperas, pound boxes.....	.40	.10
Powdered Borax, pound boxes.....	1.25	.15
Lump Alum, pound boxes.....	.45	.10

We will send on a sample lot consisting of one-twelfth dozen or one package each of the above output for your examination at best prices, guaranteeing these goods to give absolute satisfaction and allowing you the privilege of returning them, in case they do not after your inspection within thirty days from date of invoice. This space is entirely too small to enumerate all that we make. Write for prices before buying.

Lambert & Lowman,
Manufacturing Chemists,

92 and 94 Jefferson Ave.,
Detroit, Mich., U. S. A.

WHOLESALE PRICE CURRENT.

Advanced—
Declined—

Acidum		Conium Mac.	35@ 40	Scilla Co.	50	Os Sepia	25@ 30	Soda, Boras, po.	9@ 11	Red Venetian	1 1/2 2 @ 8
Aceticum	\$ 60@ 8	Copalba	1 15@ 25	Tolutan	@ 50	Pepsin Saac, H. & P.	@ 1 00	Soda et Potass Tart.	26@ 28	Ochre, yellow Mars.	1 1/2 2 @ 4
Benzoleum, German.	70@ 75	Cubeba	90@ 1 00	Prunus virg.	@ 50	D. Co.	@ 1 00	Soda, Carb.	1 1/2 @ 2	Ochre, yellow Ber.	1 1/2 2 @ 3
Carbolicum	26@ 37	Exechthitos	1 00@ 1 10			Pleis Liq. N. N. 1/2 gal.	@ 2 00	Soda, Bi-Carb.	3@ 5	Putty, commercial.	2 1/2 2 1/2 @ 3
Citricum	43@ 46	Erigeron	1 00@ 1 10	Tinctures		doz	@ 2 00	Soda, Ash.	3 1/2 @ 4	Putty, strictly pure.	2 1/2 2 1/2 @ 3
Hydrochlor.	36@ 5	Gaultheria	2 10@ 2 60	Aconitum Napellis R	60	Pleis Liq., quarts.	@ 1 00	Soda, Sulphas.	@ 2	Vermilion, Prime	
Nitrosum	8@ 10	Geranium, ounce.	@ 75	Aconitum Napellis F	50	Pleis Liq., pints.	@ 85	Spts. Cologne.	@ 2 60	American	13@ 15
Oxalicum	12@ 14	Gossypil, Sem. gal.	50@ 60	Aloes	60	Pil Hydrarg. .po. 80	@ 50	Spts. Ether Co.	50@ 55	Vermilion, English.	70@ 75
Phosphoricum, dil.	4@ 5	Hedera	1 70@ 1 75	Aloes and Myrrh.	60	Piper Nigra .po. 22	@ 18	Spts. Myreia Dom.	@ 2 00	Green, Paris.	13 1/2 @ 17 1/2
Salicylicum	40@ 50	Juniper	1 50@ 2 00	Arnica	50	Pilper Alba .po. 35	@ 30	Spts. Vini Rect. bbl.	@ 60	Green, Peninsular.	13@ 16
Sulphuricum	1 1/2 @ 5	Lavendula	90@ 2 00	Assafetida	50	Plix Burgun.	@ 7	Spts. Vini Rect. 10gal	@ 60	Lead, red.	6 @ 6 1/2
Tannicum	13 1/2 @ 5	Limonia	1 35@ 1 45	Atrope Belladonna.	60	Plumbi Acet.	10@ 12	Spts. Vini Rect. 5 gal	@ 60	Lead, white.	6 @ 6 1/2
Tartaricum	38@ 40	Mentha Piper	1 25@ 2 00	Aurant Cortex	50	Pulvis Ipecac et Opil	1 30@ 1 50	Strychnia, Crystal.	1 00@ 1 20	Whiting, white Span	@ 70
Ammonia		Mentha Verid.	1 50@ 1 60	Benzoin	50	Pyrethrum, boxes H.	30@ 35	Sulphur, Subl.	23 1/2 @ 4	Whiting, gilders.	@ 90
Aqua, 16 deg.	4@ 6	Morhuac, gal.	1 15@ 1 25	Benzoin Co.	50	& P. D. Co., doz.	@ 75	Sulphur, Roll.	23 1/2 @ 3 1/2	White, Paris, Amer.	@ 1 00
Aqua, 20 deg.	6@ 8	Myrica	4 00@ 4 50	Cantharides	75	Quassia	8@ 10	Tamarinds	8@ 10	Whiting, Paris, Eng.	@ 1 00
Carbonas	13@ 15	Olive	75@ 3 00	Capsicum	50	Quinia, S. P. & W.	37@ 42	Universal Prepared.	1 00@ 1 15	cliff	@ 1 40
Chloridum	12@ 14	Pleis Liquida	10@ 12	Cardamon	75	Quinia, S. German.	29@ 39				
Aniline		Pleis Liquida, gal.	@ 35	Cardamon Co.	75	Quinia, N. Y.	31@ 41				
Black	2 00@ 2 25	Ricina	96@ 1 05	Castor	1 00	Rubia Tinctum.	12@ 14				
Brown	80@ 1 00	Rosmarini	@ 1 00	Catechu	50	Saccharum Lactis pv	18@ 20	Oils			
Red	45@ 50	Rosa, ounce.	6 50@ 8 50	Cinchona	50	Salacin	3 50@ 3 60	Whale, winter.	BBL. GAL.	No. 1 Turp Coach.	1 10@ 1 20
Yellow	2 50@ 3 00	Succini	40@ 45	Cinchona Co.	60	Sanguis Draconis.	40@ 50	Lard, extra.	50 60	Extra Turp.	1 60@ 1 70
Baccae		Sabina	90@ 1 00	Columba	50	Sapo, W.	12@ 14	Lard, extra.	50 60	Coach Body	2 75@ 3 00
Cubebae .po. 15	12@ 14	Santal	2 50@ 7 00	Cubebe	50	Sapo M.	10@ 12	Extra Turk Damar.	1 55@ 1 60	No. 1 Turp Furn.	1 00@ 1 10
Juniperus	6@ 8	Sassafras	48@ 55	Cassia Acutifol.	50		@ 15	Jap. Dryer, No. 1 Turp	70@ 75		
Xanthoxylum	20@ 25	Sinapis, ess. ounce.	@ 65	Cassia Acutifol Co.	50						
Balsamum		Tigil	1 50@ 1 60	Digitalis	50						
Copalba	55@ 60	Thyme	40@ 50	Ergot.	50						
Peru	@ 2 10	Thyme, opt.	@ 1 60	Ferri Chloridum	35						
Terabin, Canada	40@ 45	Theobromas	15@ 20	Gentian	50						
Tolutan	40@ 45	Potassium		Gentian Co.	60						
Cortex		Bi-Carb.	15@ 18	Guiaea	50						
Abies, Canadian.	18	Bichromate	13@ 15	Guiaea ammon.	60						
Cassia	12	Bromide	52@ 57	Hyoseyamus.	50						
Cinchona	18	Carb	12@ 15	Iodine	75						
Euonymus atropurp.	30	Chlorate .po. 17 & 19	16@ 18	Iodine, colorless.	75						
Myrica Cerifera, po.	30	Cyanide	35@ 40	Kino	50						
Prunus Virgin.	12	Iodide	2 40@ 2 50	Lobelia	50						
Quillaja, gr'd	12	Potassa, Bitart, pure	@ 15	Myrrh	50						
Sassafras .po. 18	12	Potassa, Bitart, com.	@ 15	Nux Vomica	50						
Ulmus .po. 15, gr'd	14	Potass Nitras, opt.	7@ 10	Opil.	75						
Extractum		Potass Nitras	6@ 8	Opil, comphorated	1 50						
Glycyrrhiza Glabra.	24@ 25	Prussiate	23@ 26	Opil, deodorized.	50						
Glycyrrhiza, po.	28@ 30	Sulphate po.	15@ 18	Quassia	50						
Hamatox, 15 lb. box	11@ 12	Radix		Rhatany.	50						
Hamatox, 1s.	13@ 14	Aconitum	20@ 25	Rhei	50						
Hamatox, 1/8s.	14@ 15	Althae	22@ 25	Sanguinaria	50						
Hamatox, 1/4s.	16@ 17	Anchusa	10@ 12	Serpentaria	50						
Ferru		Arum po.	@ 25	Stromonium	60						
Carbonate Preelp.	15	Calamus	20@ 40	Tolutan	60						
Citrate and Quinia.	2 25	Gentiana .po. 15	12@ 15	Valerian	50						
Citrate Soluble	75	Glycyrrhiza, pv. 15	16@ 18	Veratrum Veride.	50						
Ferrocyanidum Sol.	4@ 5	Hydrastis Canad.	@ 75	Zingiber	20						
Solut. Chloride.	15	Hydrastis Can.	@ 75	Miscellaneous							
Sulphate, com'l.	2	Hellebore, Alba, po.	12@ 15	Ether, Spts. Nit. 3 F	30@ 35						
Sulphate, com'l, by	80	Inula, po.	15@ 20	Ether, Spts. Nit. 4 F	34@ 38						
Sulphate, pure.	7	Ipecae, po.	4 25@ 4 35	Alumen	2 1/2 @ 3						
Flora		Iris plox .po. 35 & 38	35@ 40	Alumen, gro'd, po. 7	3@ 4						
Arnica	14@ 16	Jalapa, pr	25@ 30	Annatto	40@ 50						
Anthemis	22@ 25	Maranta, 1/8s.	@ 35	Antimoni, po.	5						
Matricaria	30@ 35	Podophyllum, po.	22@ 25	Antimoni et Potass	40@ 50						
Folia		Rhei	75@ 1 00	Antipyrin	@ 25						
Barosma	35@ 40	Rhei, cut.	@ 1 25	Antifebrin	@ 20						
Cassia Acutifol, Tin-	20@ 25	Rhei, pv.	75@ 1 35	Argenti Nitras, oz.	@ 48						
nevelly	25@ 30	Spigella	35@ 38	Arsenicum	10@ 12						
Cassia, Acutifol, Aix.	25@ 30	Sanguinaria .po. 15	@ 18	Balm Gilead Buds.	38@ 40						
Salvia officinalis, 1/8s	12@ 20	Serpentaria	40@ 45	Bismuth S. N.	1 40@ 1 50						
Uva Ursi.	8@ 10	Senega	60@ 65	Calcium Chlor., 1s.	@ 9						
Gummi		Smilax, officinalis H.	@ 40	Calcium Chlor., 1/8s.	@ 12						
Acacia, 1st picked.	@ 65	Smilax, M.	10@ 12	Calcium Chlor., 1/4s.	@ 15						
Acacia, 2d picked.	@ 45	Scilla .po. 35	10@ 12	Cantharides, Rus. po	@ 75						
Acacia, 3d picked.	@ 35	Symlocarpus, Fosti-	@ 25	Capsici Fructus, af.	@ 15						
Acacia, sifted sorts.	@ 28	us, po.	@ 25	Capsici Fructus, B, po	@ 15						
Acacia, po.	45@ 65	Valeriana, Eng. po. 30	@ 25	Capsici Fructus B, po	@ 15						
Aloe, Barb. po. 15 & 20	12@ 14	Valeriana, German.	15@ 20	Caryophyllus .po. 15	12@ 14						
Aloe, Cape .po. 15.	@ 12	Zingiber a.	12@ 16	Carmin, No. 40.	@ 3 00						
Aloe, Socotri. po. 40	@ 30	Zingiber j.	25@ 27	Cera Alba	50@ 55						
Ammoniac.	55@ 60	Semen		Cera Flava.	40@ 42						
Assafetida .po. 30	28@ 30	Anisum .po. 15	@ 12	Coclea Fructus.	@ 40						
Benzoinum	50@ 55	Apium (graveleons).	13@ 15	Cassia Fructus.	@ 35						
Catechu, 1s.	@ 13	Bird, 1s.	4@ 6	Centraria	@ 10						
Catechu, 1/8s.	@ 14	Carui .po. 18	11@ 12	Cetaceum.	@ 45						
Catechu, 1/4s.	@ 16	Cardamon	1 25@ 1 75	Chloroform	50@ 53						
Camphore	55@ 60	Coriandrum	8@ 10	Chloroform, squibbs	@ 1 10						
Euphorbium .po. 35	@ 40	Cannabis Sativa	5@ 6	Chloral Hyd Crst.	1 65@ 1 90						
Galbanum	@ 1 00	Cydonium	75@ 1 00	Chondrus	20@ 25						
Gamboge .po	65@ 70	Chenopodium	10@ 12	Cinchonidine, P. & W	38@ 48						
Guaiacum .po. 25	@ 30	Dipterix Odorata.	1 40@ 1 50	Cinchonidine, Germ.	38@ 48						
Kino .po. \$1.25	@ 1 25	Foeniculum	@ 10	Cocaine	6 55@ 6 75						
Mastic	@ 60	Foenugreek, po.	7@ 9	Corks, list, dis. pr. et.	@ 70						
Myrrh .po. 45	@ 40	Lini	3 1/2 @ 4 1/2	Creosotum.	@ 35						
Opil .po. 4.50 & 4.80	3 30@ 3 35	Lini, gr'd. .bbl. 3 1/2	4@ 4 1/2	Creta .bbl. 75	@ 2						
Shellac	25@ 35	Lobelia	35@ 40	Creta, prep.	@ 5						
Shellac, bleached.	40@ 45	Pharlaris Canarian.	4 1/2 @ 5	Creta, precip.	9@ 11						
Tragacanth	50@ 80	Rapa	4 1/2 @ 5	Creta, Rubra.	@ 8						
Herba		Sinapis	@ 10	Crocus	15@ 18						
Absinthium .oz. pkg	25	Sinapis Alba	9@ 10	Cudbear	@ 24						
Eupatorium .oz. pkg	20	Sinapis Nigra	11@ 12	Cupri Sulph.	6 1/2 @ 8						
Iobella .oz. pkg	28	Spiritus		Dextrine	7@ 10						
Majorum .oz. pkg	25	Frumenti, W. D. Co.	2 00@ 2 50	Ether Sulph.	75@ 90						
Mentha Pip. oz. pkg	23	Frumenti, D. F. R.	2 00@ 2 25	Emery, all numbers.	@ 8						
Mentha Vir. oz. pkg	25	Juniperis Co. O. T.	1 65@ 2 00	Emery, po.	@ 6						
Rue .oz. pkg	39	Juniperis Co.	1 75@ 3 50	Ergota .po. 90							

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		Corn		CIGARS		COCOA SHELLS		Grits		Eagle Duck—Dupont's	
Aurora.....	doz. gross 55	Fair.....	75	The Bradley Cigar Co.'s Brands		20 lb. bags.....	2 1/2	Walsh-DeRoo Co.'s Brand.		Kegs.....	8 00
Castor Oil.....	55	Good.....	85	Advance.....	\$35 00	Less quantity.....	3			Half Kegs.....	4 25
Diamond.....	60	Fancy.....	95	Bradley.....	35 00	Pound packages.....	4			Quarter Kegs.....	2 25
Frazer's.....	50			Clear Havana Puffs.....	22 00					1 lb. cans.....	45
IXL Golden, tin boxes.....	9 00	Hominy		"W. H. B.".....	55 00	CONDENSED MILK				HERBS	
Mica, tin boxes.....	9 00	Standard.....	85	"W. B. B.".....	55 00	4 doz in case.....				Sage.....	15
Paragon.....	55			Columbian Cigar Co.'s brand.		Gail Borden Eagle.....	6 75			Hops.....	15
		Lobster		Columbian.....	35 00	Crown.....	6 25				
		Star, 1/2 lb.....	1 85	Columbian Special.....	65 00	Daisy.....	5 75				
		Star, 1 lb.....	3 10	H. & P. Drug Co.'s brands.		Champion.....	4 50				
		Picnic Tails.....	2 25	Fortune Teller.....	35 00	Magnolia.....	4 25				
				Our Manager.....	35 00	Challenge.....	3 75				
				Quintette.....	35 00	Dime.....	3 35				
				G. J. Johnson Cigar Co.'s brand.							
						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				
						Universal Grade					
						50 books, any denom.....	1 50				
						100 books, any denom.....	2 50				
						500 books, any denom.....	11 50				
						1,000 books, any denom.....	20 00				
						Credit Checks					
						500, any one denom.....	2 00				
						1,000, any one denom.....	3 00				
						2,000, any one denom.....	5 00				
						Steel punch.....	75				
						Coupon Pass Books					
						Can be made to represent any					
						denomination from \$10 down.					
						20 books.....	1 00				
						50 books.....	2 00				
						100 books.....	3 00				
						250 books.....	6 25				
						500 books.....	10 00				
						1,000 books.....	17 50				
						CREAM TARTAR					
						5 and 10 lb. wooden boxes.....	30				
						Bulk in sacks.....	29				
						DRIED FRUITS—Domestic					
						Apples					
						Sundried.....	@ 6 1/2				
						Evaporated, 50 lb. boxes.....	8 @ 8 1/2				
						California Fruits					
						Apricots.....	@ 15				
						Blackberries.....	@ 15				
						Nectarines.....	@ 15				
						Peaches.....	10 @ 11				
						Pears.....	7 1/2				
						Pitted Cherries.....	7 1/2				
						Prunelles.....	7 1/2				
						Raspberries.....	7 1/2				
						California Prunes					
						100-120 25 lb. boxes.....	@ 3 1/2				
						90-100 25 lb. boxes.....	@ 4 1/2				
						80-90 25 lb. boxes.....	@ 5				
						70-80 25 lb. boxes.....	@ 5 1/2				
						60-70 25 lb. boxes.....	@ 6				
						50-60 25 lb. boxes.....	@ 7 1/2				
						40-50 25 lb. boxes.....	@ 8				
						30-40 25 lb. boxes.....	@ 8				
						1/4 cent less in 50 lb. cases					
						Raisins					
						London Layers 2 Crown.....	14				
						London Layers 3 Crown.....	15				
						Cluster 4 Crown.....	16				
						Loose Muscatels 2 Crown.....	7 1/2				
						Loose Muscatels 3 Crown.....	8 1/2				
						Loose Muscatels 4 Crown.....	9 1/2				
						L. M. Seeded, choice.....	9 1/2				
						L. M. Seeded, fancy.....	10				
						DRIED FRUITS—Foreign					
						Citron					
						Leghorn.....	11				
						Corsican.....	12				
						Currants					
						Patras, cases.....	6 1/2				
						Cleaned, bulk.....	7 1/2				
						Cleaned, packages.....	7 1/2				
						Peel					
						Citron American 19 lb. bx.....	13				
						Lemon American 10 lb. bx.....	10 1/2				
						Orange American 10 lb. bx.....	10 1/2				
						Raisins					
						Sultana 1 Crown.....	11				
						Sultana 2 Crown.....	12				
						Sultana 3 Crown.....	13				
						Sultana 4 Crown.....	14				
						Sultana 5 Crown.....	15				
						Sultana 6 Crown.....	16				
						Sultana package.....	17				
						FARINACEOUS GOODS					
						Beans					
						Dried Lima.....	6 1/2				
						Medium Hand Picked 160 @ 1 65	65				
						Brown Holland.....	7 1/2				
						Cereals					
						Cream of Cereal.....	90				
						Grain-O, small.....	1 35				
						Grain-O, large.....	1 35				
						Grape Nuts.....	1 35				
						Postum Cereal, small.....	1 35				
						Postum Cereal, large.....	2 25				
						Farina					
						24 1 lb. packages.....	1 25				
						Bulk, per 100 lbs.....	3 00				

Halibut.	
Strips.....	14
Chunks.....	15

Herring	
Holland white hoops, bbl.	7 75
Holland white hoops, keg.	95
Holland white hoop mchs.	1 05
Norwegian	
Round 100 lbs.	3 60
Round 40 lbs.	1 75
Scaled	15

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

Trout	
No. 1 100 lbs.	
No. 1 40 lbs.	
No. 1 10 lbs.	
No. 1 8 lbs.	

Whitefish	
No. 1 No. 2 Fam	
100 lbs.	7 00 6 50 2 50
40 lbs.	3 10 2 90 1 30
10 lbs.	85 80 40
8 lbs.	71 66 35

SEEDS	
Anise	9
Canary, Smyrna	4
Caraway	8
Cardamom, Malabar	60
Celery	10
Hemp, Russian	4 1/2
Mixed Bird	4 1/2
Mustard, white	5
Poppy	10
Rape	4 1/2
Cattle Bone	15

SNUFF	
Scotch, in bladders	37
Maceboon, in jars	35
French Kappes, in jars	43

SOAP	
Single box	2 25
5 box lots, delivered	2 80
10 box lots, delivered	2 75

JAS. S. KIRK & CO.'S BRANDS	
American Family, wrp'd.	2 66
Dome	2 75
Cabinet	2 20
Savon	2 20
White Russian	2 25
White Cloud, laundry	6 25
White Cloud, toilet	3 50
Dusky Diamond, 50 oz.	2 10
Dusky Diamond, 50 oz.	3 00
Blue India, 100 lb.	3 00
Kirkline	3 50
Eos	2 50

Scouring	
Sapolio, kitchen, 3 doz.	2 40
Sapolio, hand, 3 doz.	2 40

SODA	
Boxes	5 1/2
Kegs, English	4 1/2

SPICES	
Whole Sifted	
Allspice	10
Cassia, China in mats	12
Cassia, Batavia, in bund	25
Cassia, Saigon, in rolls	32
Cloves, Amboy	14
Cloves, Zanzibar	12
Mace, Batavia	15
Nutmegs, fancy	60
Nutmegs, No. 1	50
Nutmegs, No. 2	45
Pepper, Singapore, black	13
Pepper, Singapore, white	16
Pepper, shot	15

Pure Ground in Bulk	
Allspice	14
Cassia, Batavia	34
Cassia, Saigon	40
Cloves, Zanzibar	14
Ginger, African	18
Ginger, Cochlin	15
Ginger, Jamaica	23
Mace, Batavia	18
Mustard	65
Nutmegs	50
Pepper, Singapore, black	15
Pepper, Singapore, white	22
Pepper, Cayenne	20
Sage	15

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

SYRUPS	
Corn	
Barrels	18
Half bbls.	20
1 doz. 1 gallon cans	3 00
1 doz. 1/2 gallon cans	1 80
2 doz. 1/4 gallon cans	1 80

Pure Cane	
Fair	16
Good	20
Choice	25



Kingsford's Corn	
40 1-lb. packages	6 1/2
20 1-lb. packages	6 1/2
40 1-lb. packages	6 1/2
20 1-lb. packages	6 1/2
6 lb. boxes	7
64 10c packages	5 00
125 5c packages	5 00
30 10c and 64 5c	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

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 44
Cut Leaf	5 56
Crushed	5 69
Powdered	5 25
XXX Powdered	5 31
Cubes	5 31
Standard Granulated	5 19
Standard Fine Granulated	5 19
Above Granulated in 5 lb. bags	5 25
Above Granulated in 2 lb. bags	5 25
Extra Fine Granulated	5 31
Extra Coarse Granulated	5 31
Mould A	5 44
Diamond Confee. A	5 19
Confee. Standard A	4 94
No. 1	4 69
No. 2	4 69
No. 3	4 69
No. 4	4 63
No. 5	4 56
No. 6	4 50
No. 7	4 44
No. 8	4 38
No. 9	4 31
No. 10	4 19
No. 11	4 06
No. 12	4 00
No. 13	4 00
No. 14	3 94
No. 15	3 94
No. 16	3 94

TABLE SAUCES	
LEA & PERRIN'S SAUCE	
The Original and Genuine Worcestershire	
Lea & Perrin's, large	3 75
Lea & Perrin's, small	2 50
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 1/2
Malt White Wine, 50 grain	11
Pure Cider, Red Star	12
Pure Cider, Robinson	12
Pure Cider, Silver	11
WASHING POWDER	
Kirk's Eos	2 00
Wisdom	3 75
Roseline	3 25
Nine O'clock	3 50
Babbitt's 1776	3 12
Gold Dust	4 25
Johnson's	3 50
Swift's	2 88
Rub-No-More	3 50
Pearline, 100 gs	3 30
Pearline, 36 ls	2 85
Snow Boy	2 35
Liberty	3 90

WICKING	
No. 0, per gross	20
No. 1, per gross	25
No. 2, per gross	35
No. 3, per gross	55
WOODENWARE	
Bushels	1
Bushels, wide band	1 10
Market	30
Willow Clothes, large	6 50
Willow Clothes, medium	5 75
Willow Clothes, small	5 25
Butter Plates	
No. 1 Oval, 250 in crate	1 80
No. 2 Oval, 250 in crate	2 00
No. 3 Oval, 250 in crate	2 20
No. 5 Oval, 250 in crate	2 60
Clothes Pins	
Boxes, gross boxes	40
Mop Sticks	
Trojan spring	9 00
Eclipse patent spring	9 00
No. 1 common	8 00
No. 2 patent brush holder	9 00
12 lb. cotton mop heads	1 25

WICKING	
No. 0, per gross	20
No. 1, per gross	25
No. 2, per gross	35
No. 3, per gross	55
WOODENWARE	
Bushels	1
Bushels, wide band	1 10
Market	30
Willow Clothes, large	6 50
Willow Clothes, medium	5 75
Willow Clothes, small	5 25
Butter Plates	
No. 1 Oval, 250 in crate	1 80
No. 2 Oval, 250 in crate	2 00
No. 3 Oval, 250 in crate	2 20
No. 5 Oval, 250 in crate	2 60
Clothes Pins	
Boxes, gross boxes	40
Mop Sticks	
Trojan spring	9 00
Eclipse patent spring	9 00
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WICKING	
No. 0, per gross	20
No. 1, per gross	25
No. 2, per gross	35
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WOODENWARE	
Bushels	1
Bushels, wide band	1 10
Market	30
Willow Clothes, large	6 50
Willow Clothes, medium	5 75
Willow Clothes, small	5 25
Butter Plates	
No. 1 Oval, 250 in crate	1 80
No. 2 Oval, 250 in crate	2 00
No. 3 Oval, 250 in crate	2 20
No. 5 Oval, 250 in crate	2 60
Clothes Pins	
Boxes, gross boxes	40
Mop Sticks	
Trojan spring	9 00
Eclipse patent spring	9 00
No. 1 common	8 00
No. 2 patent brush holder	9 00
12 lb. cotton mop heads	1 25

Pails	
2-hoop Standard	1 35
3-hoop Standard	1 50
2-wire, Cable	1 35
3-wire, Cable	1 60
Cedar, all red, brass bound	1 25
Paper, Eureka	2 25
Fibre	2 25

Tubs	
20-inch, Standard, No. 1	7 00
18-inch, Standard, No. 2	6 00
18-inch, Standard, No. 3	5 00
20-inch, Dowell, No. 1	3 25
18-inch, Dowell, No. 2	5 25
16-inch, Dowell, No. 3	4 25
No. 1 Fibre	9 00
No. 2 Fibre	7 50
No. 3 Fibre	6 75

Wash Boards	
Bronze Globe	2 50
Dewey	1 75
Double Acme	2 75
Single Acme	2 25
Double Peerless	3 00
Single Peerless	2 75
Northern Queen	2 25
Double Duplex	3 00
Good Luck	2 75
Universal	2 25

Wood Bowls	
11 in. Butter	75
13 in. Butter	1 00
15 in. Butter	1 00
17 in. Butter	2 00
19 in. Butter	2 50

YEAST CAKE	
Yeast Foam, 1 1/2 doz.	50
Yeast Foam, 3 doz.	1 00
Yeast Cream, 3 doz.	1 00
Magic Yeast 5c, 3 doz.	1 00
Sunlight Yeast, 3 doz.	1 00
Warner's Safe, 3 doz.	1 00

Provisions	
Barreled Pork	
Mess	@ 9 75
Back	@ 11 50
Clear	@ 11 00
Short cut	@ 10 75
Pig	@ 15 00
Bean	@ 9 25
Family	@ 11 50

Dry Salt Meats	
Bellies	6 1/2
Brisquets	6 1/4
Extra shorts	5 1/2

Smoked Meats	
Hams, 14 lb. average	@ 10 1/2
Hams, 14 lb. average	@ 10 1/2
Hams, 16 lb. average	@ 9 1/2
Hams, 20 lb. average	@ 9 1/2
Ham dried beef	@ 14 1/2
Shoulders (N. Y. cut)	@ 7
Bacon, clear	7 1/2 @ 8 1/2
California Hams	@ 7
Boneless hams	@ 9
Cooked ham	10 @

Lards-In Tierces	
Compound	5 1/2
Kettle	7
55 lb. Tubs, advance	3 1/2
50 lb. Tubs, advance	3 1/2
50 lb. Tins, advance	3 1/2
20 lb. Pails, advance	3 1/2
10 lb. Pails, advance	3 1/2
5 lb. Pails, advance	1
3 lb. Pails, advance	1 1/2

Sausages	
Bologna	5 1/2
Liver	6
Frankfort	7 1/2
Blood	6 1/2
Tongue	9
Headcheese	6

Beef	
Extra Mess.	10 00
Boneless	12 00
Rump	11 75
Pigs' Feet	
Kits, 15 lbs.	75
1/2 bbls., 40 lbs.	1 50
1/2 bbls., 80 lbs.	2 70

Tripe	
Kits, 15 lbs.	70
1/2 bbls., 40 lbs.	1 25
1/2 bbls., 80 lbs.	2 25
Casings	
Pork	20
Beef rounds	6 50
Beef middles	10
Sheep	60

Butterine	
Rolls, dairy	13
Solid, dairy	12 1/2
Rolls, creamery	18 1/2
Solid, creamery	18

Canned Meats	
Corned beef, 2 lb.	2 25
Corned beef, 14 lb.	16 00
Roast beef, 2 lb.	2 25
Potted ham, 1/2 s.	50
Potted ham, 1/4 s.	90
Deviled ham, 1/2 s.	90
Potted tongue, 1/2 s.	90
Potted tongue, 1/4 s.	90

Oils	
Barrels	
Eocene	@ 12 1/2
Perfection	@ 11 1/2
XXX W. W. Mich. Hdt	@ 11 1/2
W. W. Michigan	@ 11
Diamond White	@ 10
D. S. Gas	@ 11 1/2
Deo. Naphtha	@ 11 1/2
Cylinder	@ 29
Engine	@ 21
Black, winter	@ 9


Grains and Feedstuffs

Wheat	
Winter Wheat Flour	64
Local Brands	

Patents	4 00
Second Patent	3 50
Straight	3 25
Clear	3 00
Graham	3 50
Buckwheat	3 25
Rye	3 25
Subject to usual cash discount	
Flour in bbls., 25c per bbl. additional	

Ball-Barnhart-Putman's Brand	
Daisy 1/2 s.	3 60
Daisy 1/4 s.	3 60
Daisy 1/8 s.	3 60
Worden Grocer Co.'s Brand	
Quaker 1/2 s.	3 60
Quaker 1/4 s.	3 60
Quaker 1/8 s.	3 60

Spring Wheat Flour	
Clark-Jewell-Well's Co.'s Brand	
Pillsbury's Best 1/2 s.	4 35
Pillsbury's Best 1/4 s.	4 25
Pillsbury's Best 1/8 s.	4 15
Pillsbury's Best 1/2 s. paper	4 15
Pillsbury's Best 1/4 s. paper	4 15

Ball-Barnhart-Putman's Brand	
	

Hardware

Technical Knowledge Not Necessary in Handling Furnaces.

A great many people seem to think that a furnace is a complicated piece of mechanism, requiring a civil engineer to put it up and a mechanical engineer to run it. Of course this is not prevalent in communities where furnaces are in use, but I know it prevails in sections where they have been hitherto unknown and I have even been told of stove dealers who thought they could not handle furnaces because it would require several years of technical education to fit them for the business. Of course, this idea is gradually dying out but I must confess that it at one time seriously interfered with the expansion of the business.

So far as its working is concerned, a furnace is nothing more than a big stove. It is practically a combination of stoves placed in the cellar or basement and not scattered throughout the house. Anyone can operate it who will follow the directions, all of which are simple enough, and by giving it the proper kind of attention. So much for the working. The installation by the dealer or contractor is a different matter and requires a considerable degree of education on his part. But all of this can be had for the asking from any manufacturer. Every catalogue that I know of has these directions in full and some of them are very explicit, so that any man possessed of ordinary intelligence and who knows or can be taught the first principles of heating will have no difficulty in arriving at a proper understanding of how to put in a furnace so that it will give satisfaction to the user.

There are one or two points, however, that I would particularly like to see impressed on the minds of the contractors. One of these has reference to the size of the furnace in each individual case. It is a great deal better to have a furnace too large than too small. In fact, there should always be an allowance for a greater capacity than is called for by the number of cubic feet in the building to be heated, merely because it is easier to check the flow of warm air than to increase it beyond the ordinary limitations of the furnace. The other point has to do with the pipes and the location of the registers. Too great care can not be taken in this matter, nor too much attention paid to what the manufacturers have to say on this subject in their catalogues. Inefficient pipe work and placing will interfere with the successful operation of the best furnace that can be made, while good work will largely add to the heating possibilities and insure satisfaction over the contract.

Geo. D. Hoffman.

Fraudulent Sale of Stoves.

From Stoves and Hardware Reporter.

The retail stove and hardware men in Iowa, according to local papers, are disturbed by the practices of the department store men, and are telling some remarkable stories about the frauds in which those houses indulge. It is said that they advertise one kind of parlor or kitchen stove in the papers, with illustrations, and, when buyers ask for the article, show stoves that date back for several years and are far inferior to the goods advertised. The same thing is done in the case of granite ware and clothes wringers.

This practice is not confined entirely to Iowa, although it may have a more general observance there than elsewhere. It is a game of deceit played against the unwary and at their expense

in common with that of the stove trade as a whole. A stove of ancient date offered as one of recent manufacture represents as much palpable fraud as does the sale of a twenty year horse for a colt of last year's foaling. Fortunately, there are means of detecting the fraud in both cases, and the stove dealers should take action against its continuance. If other means fail, any dealer, either personally or through a representative, can purchase a misrepresented stove and then prosecute the offender for obtaining money under false pretenses. Care should be taken, however, that actual misrepresentation is made. The granite ware sold under the conditions as noted above are mostly seconds, and this can readily be determined even by those who are not experts.

An Expensive Meal for a Horse.

Jacob W. Whitehead, general dealer at New Paris, Ind., is short \$65 in currency and his horse has risen in value. Mr. Whitehead went home late and climbed the stairs of the barn to throw down hay to the family nag. In his pocket he had a pocketbook containing five ten-dollar bills, one five and ten ones. This dropped from his pocket as he bent over to pick up the hay. Mr. Whitehead did not miss the money until the next morning. He then searched the barn, and found a few fragments of the pocketbook, together with tiny bits of the bills. The faithful animal had devoured the hay and valorously tackled the pocketbook and contents, leaving nothing with which Mr. Whitehead could make proof of his loss at the Treasury.

No Cause For Congratulation.

Local gossips are in clover over a circumstance told by a woman who knew all about it and the young woman who figures as the star actor in the matter. It was a letter in answer to the announcement of the engagement of a young man, and sent to the girl to whom he had previously been engaged. For some reason she was not exactly pleased at this attention on his part, and this is the letter she sent to him. It read:

Dear Sir—I have received the letter containing the announcement of your engagement to Miss Blank. As I do not know her I can not congratulate you, and as I do know you, I can not congratulate her."

After that she signed her name, and with a feeling of great pleasure of a certain kind sent off the epistle.

Our line of WORLD Bicycles for 1900



Is more complete and attractive than ever before. We are not in the Trust. We want good agents everywhere.

ARNOLD, SCHWINN & CO.,
Makers, Chicago, Ill.

Adams & Hart, Michigan Sales Agents,
Grand Rapids, Mich.

Have You Got Them?

They are valuable to every dealer—our Catalogues, and we will be glad to send them to you. The Carriage Catalogue has 96 pages of cuts and complete descriptions of 47 carriages and wagons, besides farm implements and supplies. The Harness Catalogue is 60 pages, with full description and prices. Also ask for our Robes and Blankets price list and Cutters and Sleighs.

BROWN & SEHLER,

GRAND RAPIDS, MICHIGAN

The Grand Rapids Paper Box Co.

Manufacture

Solid Boxes for Shoes, Gloves, Shirts and Caps, Pigeon Hole Files for Desks, plain and fancy Candy Boxes, and Shelf Boxes of every description. We also make Folding Boxes for Patent Medicine, Cigar Clippings, Powders, etc., etc. Gold and Silver Leaf work and Special Die Cutting done to suit. Write for prices. Work guaranteed.

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



If in need of

**Air Tight
Heaters,
Car Stoves,
Stove Pipe**

or other fall goods,
we would be pleased
to hear from you and
can make you right
prices.

Wm. Brummeler & Sons,

260 South Ionia Street,
Grand Rapids, Mich.



**Air
Tight
Stoves**

Write
for
Price
List.

**FOSTER,
STEVENS,
& CO.,**

GRAND RAPIDS.

GOTHAM GOSSIP.

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

New York, Nov 11—The demand for actual coffee has been quite satisfactory and, upon the whole, the firm tone which has characterized the market for six weeks has been duplicated during the past six days. As to "futures" the feeling is weaker. In an invoice way Rio No. 7 is quotable at $6\frac{3}{4}$ @ $6\frac{1}{2}$ c. In store and afloat the amount of coffee aggregates 1,245,195 bags, against 1,118,000 bags at the same time last season. For West India grades, the market remains firm and the demand has been quite satisfactory, orders coming from all points. The offerings are not large and this tends to keep prices firm, and jobbers as well as roasters are keeping their eyes wide open. Good Cucuta is worth 9c, which is a better figure than it has averaged for at least twelve months. East India coffees are moving in about an everyday manner. Mocha, $16\frac{1}{2}$ @ $17\frac{1}{2}$ c, with fancy sorts about 2c more.

Refined sugar is steady and the week has passed without a change of any kind worthy of mention. It is said that Arbuckles are rapidly enlarging their refinery, so that in a short time they will be able to produce 5,000 barrels a day. Of course, this will not "move" the trust, but when spring comes, there may be some fun for the boys. Trust prices are guaranteed until Jan. 1.

Tea purchases are not large in any particular instance, but there are a good many orders coming and the week has been, upon the whole, a very satisfactory one. While prices are not appreciably higher, they are very firmly adhered to and buyers recognize that to hunt for bargains in good teas is a futile search.

The week has been a dull and rather disappointing one for rice dealers. Sales are of small amounts and buyers seem to show not a particle of interest. Stocks are seemingly ample to meet all wants and the immediate outlook is not in the direction of higher rates. Foreign sorts are quite firm, but the call is moderate. Japan is worth $4\frac{7}{8}$ @ 5 c.

Singapore black pepper is firmly held at 12c in an invoice way. The general market is firm as to prices, but the volume of business during the week has hardly been up to expectations. Buyers are not taking more than enough to tide them over and the situation is rather a "waiting" one.

New crop open-kettle molasses to arrive is held at 42c. The market generally is in good shape and quotations are firmly sustained. The market is not over-abundantly supplied and, with the approach of cold weather, it seems likely we shall see an advance. Prime centrifugal, 20@28c. Syrups are in moderate supply and the demand is sufficient to keep the market pretty well sold up. Quotations are about as they have been, but certainly show no weakness. Prime to fancy sugar goods are worth from 18@22c.

The canned goods market is quiet because there seems to be no goods to sell. Jobbers are supplying their regular customers, but are not inclined to furnish goods to outsiders. Prices seem to be stopped from going any higher for awhile and few, if any, changes have been made in prices of staple goods, although possibly tomatoes have favored the buyer to some extent. Some New York corn is still offering at $77\frac{1}{2}$ c. Salmon is about the strongest article selling in cans and no one ventures to predict just where the end will be.

Lemons are in moderate sale, but the tone of the market is more favorable than last week. A good demand for Jamaica oranges has sprung up and the supply is hardly sufficient to meet it. Repacked barrels are worth from 55 @ 6.50 and boxes are held at 2.75 @ 3.75 . Florida brights are worth 4 @ 4.50 and russets 3.25 @ 3.50 .

Jobbers report a pretty good volume of business in California dried fruits, but there is not a great rush for domestic dried. Some considerable complaint is being made on account of the slow delivery of raisins and this delay is es-

pecially annoying in holiday orders. Choice marrow beans are worth from 2.10 @ 2.15 . The market generally is reported as extremely dull, neither exporters nor the home trade paying any attention to the drift of affairs just now. There is a satisfactory trade going forward in pea beans and Michigan stock is quotable at 1.85 in barrels and 1.80 in bags. Choice red kidney, 2.35 .

Extra Western creamery butter is worth 25c. Receipts are light and the demand is sufficient to keep the market well cleaned up. Fancy June creamery is in good request. Fresh factory is steady. The supply is not large. Some roll butter is arriving and working out at 16 @ 18 c. Imitation creamery, 16 @ 18 c up to 21 c for extra stock. Western dairy from 15 @ 18 c.

The cheese market shows a little more life and full cream New York State cheese is worth $12\frac{1}{2}$ @ $12\frac{3}{4}$ c for small size and $1\frac{1}{4}$ @ $1\frac{1}{2}$ c less for larger sizes.

There is a good demand for really desirable eggs and Western fresh-gathered will fetch 22 @ 23 c, loss off, if the same are prime goods. Average quality, 21 c; fair to good, 14 @ 17 c.

Cranberries are firm and fancy Cape Cod stock is quotable at 5 @ 6.50 per barrel. Early black, 3 @ 5.25 .

Not Throwing Away Money.

"It will cost you \$1," said the jeweler, inspecting the works of the timepiece through his eyeglass, "to put this watch in thorough repair."

"Hand it back," haughtily replied the young man on the outside of the counter. "I can get a new one for 98 cents."

Electric Light Plants
for Stores, Factories, etc.

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SEALS.
STAMPS.
IGN MARKERS

Enameled Letters, Rubber Type, etc.
THE THORPE MANUFACTURING CO.
50 Woodward Ave., Detroit.
Please mention Tradesman.

Hardware Price Current

Augurs and Bits

Snell's.....	60
Jennings' genuine.....	25&10
Jennings' imitation.....	50&10
First Quality, S. B. Bronze.....	6 50
First Quality, D. B. Bronze.....	10 00
First Quality, S. B. S. Steel.....	7 75
First Quality, D. B. Steel.....	11 50

Barrows

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

Bolts

Stove.....	60
Carriage, new list.....	50
Plow.....	50

Buckets

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

Cast Loose Pin, figured.....	65
Wrought Narrow.....	60

Cartridges

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

Chain

	$\frac{3}{4}$ in.	5-16 in.	$\frac{3}{4}$ in.	$\frac{1}{2}$ in.
Com.....	8 c.	7 c.	6 c.	6 c.
BB.....	9	$7\frac{3}{4}$	$6\frac{3}{4}$	$6\frac{1}{2}$
BBB.....	$9\frac{1}{2}$	$8\frac{1}{4}$	$7\frac{1}{2}$	$7\frac{1}{4}$

Crowbars

Cast Steel, per lb.....	6
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Caps

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

Chisels

Socket Firmer.....	65
Socket Framing.....	65
Socket Corner.....	65
Socket Sinks.....	65

Elbows

Com. 4 piece, 6 in., per doz.....	net 65
Corrugated, per doz.....	1 25
Adjustable.....	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 to 24; 25 and 26; 27.....	28
List 12 13 14 15 16.....	17
Discount, 65.....	

Gas Pipe

Black or Galvanized.....	40&10
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Gauges

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

Single Strength, by box.....	dis 80&10
Double Strength, by box.....	dis 80&10
By the Light.....	80

Hammers

Maydole & Co.'s, new list.....	dis 33 $\frac{1}{2}$
Yerkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	30c list 70

Hinges

Gate, Clark's 1, 2, 3.....	dis 60&10
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Hollow Ware

Pots.....	50&10
Kettles.....	50&10
Spiders.....	50&10

Horse Nails

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

House Furnishing Goods

Stamped Tinware, new list.....	70
Japanned Tinware.....	20&10

Iron

Bar Iron.....	3 c rates
Light Band.....	$3\frac{1}{2}$ c rates

Knobs—New List

Door, mineral, jap. trimmings.....	85
Door, porcelain, jap. trimmings.....	1 00

Lanterns

Regular 0 Tubular, Doz.....	5 25
Warren, Galvanized Fount.....	6 00

Levels

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

Adze Eye.....	\$17 00 dis 60
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Metals—Zinc

600 pound casks.....	9
Per pound.....	9 $\frac{1}{2}$

Miscellaneous

Bird Cages.....	40
Pumps, Clsterd.....	70
Screws, New List.....	80
Castors, Bed and Plate.....	50&10&10
Dampers, American.....	50

Molasses Gates

Stebbins' Pattern.....	60&10
Enterprise, self-measuring.....	30
Fry, Acme.....	60&10&10
Common, polished.....	70&5

Patent Planished Iron

"A" Wood's patent planished, Nos. 24 to 27.....	10 20
"B" Wood's patent planished, Nos. 25 to 27.....	9 20
Broken packages $\frac{1}{4}$ c per pound extra.....	
Planes.....	
Ohio Tool Co.'s, fancy.....	50
Sciota Bench.....	60
Sandusky Tool Co.'s, fancy.....	50
Bench, first quality.....	50

Nails

Advance over base, on both Steel and Wire.

Steel nails, base.....	3 25
Wire nails, base.....	3 40
20 to 60 advance.....	Base 30
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.....	25
Finish 6 advance.....	45
Barrel $\frac{3}{4}$ advance.....	85

Rivets

Iron and Tinned.....	50
Copper Rivets and Burs.....	45

Roofing Plates

14x20 IC, Charcoal, Dean.....	6 50
14x20 IX, Charcoal, Dean.....	7 50
20x28 IC, Charcoal, Dean.....	13 00
14x20 IC, Charcoal, Allaway Grade.....	5 50
14x20 IX, Charcoal, Allaway Grade.....	6 50
20x28 IC, Charcoal, Allaway Grade.....	11 00
20x28 IX, Charcoal, Allaway Grade.....	13 00

Ropes

Sisal, $\frac{1}{2}$ inch and larger.....	11 $\frac{1}{4}$
Manilla.....	16

Sand Paper

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

Solid Eyes, per ton.....	22 50
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Sheet Iron

	com. smooth.	com.
Nos. 10 to 14.....	\$3 20	\$3 00
Nos. 15 to 17.....	3 20	3 00
Nos. 18 to 21.....	3 30	3 20
Nos. 22 to 24.....	3 40	3 30
Nos. 25 to 26.....	3 50	3 40
No. 27.....	3 60	3 50
All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.....		

Shells—Loaded

Loaded with Black Powder.....	dis 40
Loaded with Nitro Powder.....	dis 40&10

Shot

Drop.....	1 45
B B and Buck.....	1 70

Shovels and Spades

First Grade, Doz.....	8 60
Second Grade, Doz.....	8 10

Solder

$\frac{1}{2}$ @ $\frac{1}{2}$	20
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The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.

Squares

Steel and Iron.....	65
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Tin—Melyn Grade

10x14 IC, Charcoal.....	\$ 8 50
14x20 IC, Charcoal.....	8 50
20x14 IX, Charcoal.....	9 75
Each additional X on this grade, \$1.25.....	

Tin—Allaway Grade

10x14 IC, Charcoal.....	7 00
14x20 IC, Charcoal.....	7 00
10x14 IX, Charcoal.....	8 50
14x20 IX, Charcoal.....	8 50
Each additional X on this grade, \$1.50.....	

Boiler Size Tin Plate

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

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.....	60
Annealed Market.....	60
Coppered Market.....	50&10
Tinned Market.....	50&10
Coppered Spring Steel.....	40
Barbed Fence, Galvanized.....	4 05
Barbed Fence, Painted.....	3 90

Wire Goods

Bright.....	75
Screw Eyes.....	75
Hooks.....	75
Gate Hooks and Eyes.....	75

Wrenches

Baxter's Adjustable, Nicked.....	30
Coe's Genuine.....	30&10
Coe's Patent Agricultural, Wrought.....	70&10

Aluminum Money

Will Increase Your Business.



Cheap and Effective.
Send for samples and prices.

C. H. HANSON,

44 S. Clark St., Chicago, Ill.

The Boys Behind the Counter.

Elk Rapids—Lou Spring, manager of the dry goods department of the Elk Rapids Iron Co., has purchased the property on the bay shore known as the Pierce House, and about the first of January will commence to improve the same preparatory to making it his residence.

Owosso—L. Topping has taken a clerkship in the new store of the Foster Furniture Co.

Vermontville—James Mahar has been installed as cutter in the new meat market of J. N. Barningham.

Traverse City—L. Slanker, who has been employed in W. W. Miller's grocery for the past year, has taken a position in the grocery of Pierce & Freeman.

Muskegon—C. V. Buchanan, who has had charge of W. D. Hardy & Co.'s dress goods department for four years, has resigned his position to go to Plainwell, to take charge of a dry goods store there in which he first clerked twenty years ago. He is succeeded here by J. M. Moore, who has clerked for the Spring Dry Goods Company in Grand Rapids for the past seven years.

Quincy—M. D. Greening has a new clerk in his drug and grocery store in the person of Herbert Mueller, of Detroit.

Battle Creek—J. H. Cunningham, formerly with Marr & Duff, has taken a position as salesman with T. J. Kelleher. Owosso—Erich Reineke is clerking in F. C. Achard's hardware store.

Eaton Rapids—Herbert Knapp has taken a position in Mowers' shoe store, and Clarence Knapp occupies the position in Adams' grocery store made vacant by his brother's retirement.

Coldwater—Will A. Stevens has taken a position in Hilton's clothing store.

California—Hungerford & Brainard have a new clerk in their general store in the person of Emery Flint, of Kinderhook.

Marion—A. H. Corwin has engaged Earl B. Davis, of Evart, to clerk in his grocery and furnishing goods store.

Maple City—Geo. W. Fralick has engaged Fred Winnie as prescription clerk. Mr. Winnie acted as master of the Edith M. during the summer and closed the season by marrying Miss Anna Perry, of Nashville.

Tekonsha—Calla Newland has been employed to assist in the clothing store of J. H. Darrow.

Zeeland—Simon Hellenthal has been engaged as salesman by the Zeeland Milling Co. and has entered upon his duties.

The Hardware Market.

The market has not lost any of its confident tone in the last week or two, as prices are fully maintained. The recent heavy purchases by the railway companies of the United States have established the fact that lower prices are not apt to rule during the coming year. In some lines goods have not been marked up to where it is expected they will be, and the consequence is, on such lines, both jobbers and retailers are buying quite freely. It is a fact, however, that on some lines high prices are constantly curtailing consumption to a greater or less extent. This is notably the case in building, as many are deferring the erection of houses, as well as business blocks, because of the largely increased cost of material, and especially construction iron. At the same time the general activity in business leaves little ground for complaint.

During the past few weeks there has been a slight decline in sheet copper,

but it has been of such a nature as to have no effect upon the price of copper goods. Manufacturers have reduced the price of sheet zinc about $\frac{1}{4}$ c, but as it has already been sold by jobbers at a very close price, they have made no change.

In tin plate there is no change, but it is not believed there will be any advances during the first part of the coming year as the American Tin Plate Co. is making prices up to July 1, 1900. The supply of tin plate, however, is very scarce, jobbers finding great difficulty in getting their orders filled. In sheet iron the usual winter dullness seems to have set in and the market is quiet. There has no change been made, however, in the price.

Jobbers are now taking orders for poultry netting and wire cloth for delivery early in the spring. On poultry netting they are quoting 80 per cent. from list, and on wire cloth \$1.50@1.40 per 100 square feet, according to size of order given.

On wire nails and barbed and plain wire there has been no change in price. On steel traps there has been an advance averaging from 10 to 20 per cent., according to the quality bought. Jobbers are quoting at the present time genuine Newhouse traps at 40 and 10 per cent.; Hawley & Norton, 65 and 10 per cent.; Victor, 75 per cent. from list. Manila rope has been advanced another $\frac{1}{2}$ c since our last market report and is now held by jobbers at 16 $\frac{1}{2}$ c per pound in full coils. All kinds of washboards have been advanced from 15@25c per dozen. On wooden pumps a new list has been issued, making an advance of 50c, but the discount has been reduced and jobbers are quoting 45 per cent. from the new list. An advance of 25c per dozen has been made on No. 0 lanterns, and also on No. 1.

In window glass, owing to the severe competition of glass jobbers, a decline has taken place, and the ruling discount now seems to be 80 and 20 per cent. by the box and 80 and 10 per cent. by the light. Glass, however, is very scarce and we know of no one who can fill an order for 50 boxes of well-assorted sizes. It is not believed that new glass will be on the market before Dec. 1.

In crosscut saws there has been an advance and the price, as now established on Atkins' line, is 40 per cent. discount from list. This price is firm and we hear of no one deviating from the foregoing discount.

It is estimated that there are 11,000,000 cows in the United States devoted to buttermaking, and that their average yield is 125 pounds of butter a year, or a total of 1,375,000,000 pounds, or about 18 pounds for each one of the population of the country.

It is possible to make friends; but it is better to be of such a lovable nature that friends come already made.

Intellect is not indicated by sound. It is said men with deep voices have been known to have shallow minds.

Dirty people make dirty streets by sweeping trash into them instead of burning it.

Whether they are worth anything or not, every man has a right to his own opinions.

Someone is wondering what a college yell would be in the Boer language.

Bad habits, like warts, grow on a man.

Eight Dollars For Consulting the Directory.

From the Cleveland Plaindealer.

A man with a grip entered a downtown drug store recently and asked permission to look at the city directory. He was so long about his search that one of the clerks got to watching him, and not without results. The man was apparently looking through the business indices at the back of the book, and whenever he came to a page he fancied he cut it out with a deft movement, barely detectable. The clerk called the proprietor, and between them they saw him cut no less than five pages from the book.

Then the proprietor beckoned to a policeman just outside the window and went up to his customer.

"Got through with the book?" he asked.

"Yes, quite," was the reply; "much obliged. Is there any charge?"

"Yes; the usual charge," said the drug store man. "Eight dollars, please."

The man looked at the proprietor, took in the policeman, and without a word produced his wad and settled.

"This is not the first time people have mutilated my directory," said the druggist in relating the incident, "but it's the first vandal I caught at it. Instead of copying the few names he wanted he preferred to cut out whole leaves. Well, he paid for his fun."

Will Lipton Engage in Growing Tea in This Country?

It is said that Sir Thomas Lipton, the cup challenger, will invest \$500,000 in tea culture in South Carolina, he having lived in that State quite a while during his early manhood, when he came to this country from Glasgow. As is well known, Sir Thomas Lipton is largely interested in the tea business, being at the head of two of the largest business concerns in the world, the Lipton Tea Co. and the Lipton Packing and Provision Co. He is the largest landowner in Ceylon, and on his tea, coffee and cocoa plantations employs more than 5,000 Singapore. It is said he has given tea culture in this country a great deal of study, and has been in communication with those who are most interested in its development here.

In a Hurry For His Goods.

A furniture manufacturer recently received the following reminder from a country customer:

It has been some time since I sent you the order for those dressers and commodes and I think I had ought to get them pretty soon. The timber must have grown almost large enough to make them since I placed the order. Please get the trees cut as soon as they get large enough and make up the goods with as little delay as possible.

Will Try Co-operative Distribution.

A co-operative department store is to be established at Mishawaka, Ind., to be conducted on plans similar to those in Massillon, Ohio; Evansville, Ind.; Reading Pa., and cities in great mining districts. The initiative in the new movement was taken by 600 employees of the Dodge Manufacturing Co., and employees in every other factory in the town have been approached. A combine of working men has been effected. One thousand have volunteered to deposit \$10 each for capital stock.

Safety Against Riches.

"Silence is golden," quoted Mrs. Bickers.

"You'll never be rich," added her amiable husband.

Chas. D. Chase, formerly on the road for the Wisconsin Chair Co., but for the past two years traveling representative for the Phoenix Chair Co., has leased the M. C. Burch factory building on Canal street and will engage in the manufacture of chairs under the style of the Chase Chair Co. Mr. Chase has a line of designs prepared and will have his samples ready for the January exposition.

Business Wants

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

BUSINESS CHANCES.

SPOT CASH PAID FOR STOCK OF DRY goods, groceries or boots and shoes. Must be cheap. Address A. D., care Michigan Tradesman. 130

FOR SALE OR EXCHANGE FOR STOCK of Merchandise—Farm; good buildings; two miles from flourishing village. Address 433 Sixth St., Traverse City, Mich. 123

WANTED—TO SELL AT ONCE AT A bargain, steam roller mill, 75 barrel capacity; in good condition; located in lively town of 6,000 inhabitants. Reason for selling, ill health. Address H. L. Sharkey, Ionia, Mich. 121

FOR SALE—FINEST UP-TO-DATE DRUG store in Southern Michigan; no cutting; clean drug stock only; fine location and old and established stand. Address Lock Box 101, Kalamazoo, Mich. 115

EXCHANGE—FOUR GOOD HOUSES, FREE and clear, good location, for a stock of dry goods or clothing, either in or out of city. Reed & Osgood, 32 Weston building, Grand Rapids. 127

FOR SALE—GENERAL STOCK IN GOOD country trading point. Terms to suit purchaser. Will rent or sell store building. Address No. 116, care Michigan Tradesman. 116

FOR SALE—CLEAN \$2,000 DRUG STOCK, with few fixtures, located in good town, 500 population. All cash trade. Rent low. Telephone agency pays rent. Terms to suit purchaser. No exchange. Owner has other business. Address No. 117, care Michigan Tradesman. 117

BRYSOR BRICK STORE AT OVID, MICH., farm or stock of goods. Address L. C. Townsend, Jackson, Mich. 114

FOR SALE—SMALL CLEAN STOCK DRY goods, groceries and patent medicines; established cash trade; best location in town; big trade in hay and feed; warehouse on C. & W. M. and F. & P. M. right handy. Or will rent buildings with fixtures at low rate. Must retire; will pay to investigate; write for particulars. Address Box 17, Baldwin, Mich. 113

SPOT CASH DOWN, WITHOUT ANY DELAY, will be paid for stocks of dry goods, shoes or general merchandise, at a discount. Correspondence positively held confidential. Large stocks preferred. Address A. P., care Michigan Tradesman. 107

FOR SALE OR TRADE—A FIRST-CLASS three hundred twenty acre farm in Southern Michigan. Terms reasonable. Address Box 720, Dowagiac, Mich. 106

FOR SALE—A FIRST-CLASS SHINGLE mill complete. Capacity, 40,000 per day. Just closed, having finished the cut in that section. Address Lock Box 738, Belding, Mich. 80

WANTED—YOUR ORDER FOR A RUBBER stamp. Best stamps on earth at prices that are right. Will J. Weller, Muskegon, Mich. 95

FOR SALE OR EXCHANGE FOR GENERAL stock of Merchandise—60 acre farm, part clear, architect house and barn; well watered. I also have two 40 acre farms and one 80 acre farm to exchange. Address No. 12, care Michigan Tradesman. 12

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

ANY ONE WISHING TO ENGAGE IN THE grain and produce and other lines of business can learn of good locations by communicating with H. H. Howe, Land and Industrial Agent C. & W. M. and D., G. R. & W. Railways, Grand Rapids, Mich. 919

THE SHAPTING, HANGERS AND PUL- leys formerly used to drive the Presses of the Tradesman are for sale at a nominal price. Power users making additions or changes will do well to investigate. Tradesman Company, Grand Rapids, Michigan. 983

MODERN CITY RESIDENCE AND LARGE lot with barn, for sale cheap on easy terms, or will exchange for tract of hardwood timber. Big bargain for some one. Possession given any time. Investigation solicited. E. A. Stowe, 100 N. Prospect street, Grand Rapids. 993

MISCELLANEOUS.

FIRST-CLASS DRUGGIST, REGISTERED, wishes steady position. Address No. 129, care Michigan Tradesman. 129

WANTED—EXPERIENCED SALESMAN for dry goods, clothing, boot and shoe store. Young man preferred. Must furnish good references. Address No. 131, care Michigan Tradesman. 131

TO RENT—NEW STORES WITH LIGHT basements; steam heat; steel ceilings; cement floors in basement; 55 to 61 South Division St. C. W. Eaton, Hotel Warwick, Grand Rapids. 128

WANTED—BY AN ESTABLISHED BUSI- ness of a high order, a representative of ability and backing who can take up its work in the State of Michigan; no scheme; permanent business with money in it for the right party. Address, giving references, Fountain Bath Brush Co., Grand Rapids, Mich. 124

WANTED—POSITION AS MANAGER OR head clerk in general store. Have had valuable experience as manager and buyer for ten years. Address No. 77, care Michigan Tradesman. 77

Travelers' Time Tables.

CHICAGO and West Michigan Ry Oct. 1, 1899.

Chicago.

Lv. G. Rapids, 7:10am 12:00pm 4:35pm *11:50am
Ar. Chicago, 1:30pm 5:00pm 10:45pm *7:25am
Lv. Chicago, 7:15am 12:00pm 5:00pm *11:50pm
Ar. G. Rapids, 1:25pm 5:05pm 10:55pm *6:20am

Traverse City, Charlevoix and Petoskey.

Lv. G. Rapids, 7:30am 4:00pm
Ar. Trav City, 12:40pm 9:10pm
Ar. Charlev's, 3:10pm 12:25am
Ar. Petoskey, 3:40pm 12:55am

Trains arrive from north at 2:40pm, and
and 10:45pm.

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. June 26, 1899.

Detroit.

Lv. Grand Rapids, 7:00am 12:05pm 5:25pm
Ar. Detroit, 11:40am 4:05pm 10:05pm
Lv. Detroit, 8:40am 1:10pm 6:10pm
Ar. Grand Rapids, 1:30pm 5:10pm 10:55pm

Saginaw, Alma and Greenville.

Lv. G. R. 7:00am 5:10pm Ar. G. R. 11:45am 9:40pm
Parlor Cars on all trains to and from Detroit
and Saginaw. Trains run week days only.

GEO. DEHAVEN, General Pass. Agent.

GRAND Trunk Railway System Detroit and Milwaukee Div

(In effect Oct 9, 1899.)

Going East.

	Leave	Arrive
Saginaw, Detroit & N. Y.	6:50am	9:55pm
Detroit and East	10:16am	5:07pm
Saginaw, Detroit & East	3:27pm	12:50pm
Buffalo, N. Y., Toronto, Mon- treal & Boston, Ltd. Ex.	7:20pm	10:16am

Going West.

	Leave	Arrive
Gd. Haven Express	10:21am	7:15pm
Gd. Haven and Int. Pts.	12:58pm	3:19pm
Gd. Haven and Milwaukee	5:12pm	10:11am
Gd. Haven and Milwaukee	10:09pm	6:40am

Eastbound 6:50am train has Wagner parlor
car to Detroit, eastbound 3:27pm train has parlor
car to Detroit.

*Daily. *Except Sunday.

C. A. JUSTIN, City Pass. Ticket Agent.

97 Monroe St., Morton House.

GRAND Rapids & Indiana Railway October 22, 1899.

Northern Division.

	Going North	From North
Trav. City, Petoskey, Mack.	7:45am	5:15pm
Traverse City & Petoskey..	2:10pm	10:15pm
Cadillac Accommodation..	5:25pm	10:45am
Petoskey & Mackinaw City	11:00pm	6:20am

7:45am and 2:10pm trains, parlor cars; 11:00pm
train, sleeping car.

Southern Division

	Going South	From South
Kalamazoo, Ft. Wayne Clin.	7:10am	9:45pm
Kalamazoo and Ft. Wayne.	2:00pm	2:00pm
Kalamazoo, Ft. Wayne Clin.	7:00pm	6:45am
Kalamazoo and Vicksburg.	11:30pm	9:10am

7:10am train has parlor car to Cincinnati,
coach to Chicago; 2:00pm train has parlor car to
Fort Wayne; 7:00pm train has sleeper to Cincinnati;
11:30pm train, sleeping car and coach to
Chicago.

Chicago Trains.

TO CHICAGO.

	Leave	Arrive
Lv. Grand Rapids	7:10am	11:30pm
Ar. Chicago	2:30pm	8:45pm

FROM CHICAGO

	Leave	Arrive
Lv. Chicago	3:02pm	11:32pm
Ar. Grand Rapids	9:45pm	6:45am

Train leaving Grand Rapids 7:10am has coach;
11:30pm train has coach and sleeping car; trains
leaving Chicago 3:02pm has coach; 11:32pm has
sleeping car for Grand Rapids.

Muskegon Trains.

GOING WEST.

	Leave	Arrive
Lv. Grand Rapids	7:35am	1:35pm
Ar. Muskegon	9:00am	2:50pm

Sunday train leaves Grand Rapids 9:15am;
arrives Muskegon at 10:40am. Returning leaves
Muskegon 5:30pm; arrives Grand Rapids, 6:50pm.

GOING EAST.

	Leave	Arrive
Lv. Muskegon	7:10am	12:15pm
Ar. Grand Rapids	9:30am	1:30pm

*Except Sunday. *Daily.

C. L. LOCKWOOD,

Gen'l Pass'r and Ticket Agent

W. C. BLAKE,

Ticket Agent Union Station.

MANISTEE & Northeastern Ry. Best route to Manistee.

Via C. & W. M. Railway.

	Leave	Arrive
Lv. Grand Rapids	7:00am	
Ar. Manistee	12:05pm	
Lv. Manistee	8:30am	4:10pm
Ar. Grand Rapids	1:00pm	9:55pm

MERCANTILE ASSOCIATIONS

Michigan Business Men's Association

President, C. L. WHITNEY, Traverse City; Sec-
retary, E. A. STOWE, Grand Rapids.

Michigan Retail Grocers' Association

President, J. WISLER, Mancelona; Secretary,
E. A. STOWE, Grand Rapids

Detroit Retail Grocers' Association

President, JOSEPH KNIGHT; Secretary, E.
MARKS; Treasurer, C. H. FRINK. §§

Grand Rapids Retail Grocers' Association

President, FRANK J. DYK; Secretary, HOMER
KLAP; Treasurer, J. GEORGE LEHMAN.

Saginaw Mercantile Association

President, P. F. TREANOR; Vice-President,
JOHN MCBRATNIE; Secretary, W. H. LEWIS.

Jackson Retail Grocers' Association

President, J. FRANK HELMER; Secretary, W.
H. PORTER; Treasurer, L. PELTON.

Adrian Retail Grocers' Association

President, A. C. CLARK; Secretary, E. F.
CLEVELAND; Treasurer, WM. C. KOEHN

Muskegon Retail Grocers' Association

President, ALBERT TOWLE; Secretary, D. A.
BOELKINS; Treasurer, J. W. CASKADON.

Bay Cities Retail Grocers' Association

President, M. L. DEBATS; Secretary, S. W.
WATERS.

Kalamazoo Retail Grocers' Association

President, W. H. JOHNSON; Secretary, CHAS.
HYMAN.

Traverse City Business Men's Association

President, THOS. T. BATES; Secretary, M. B.
HOLLY; Treasurer, C. A. HAMMOND.

Owosso Business Men's Association

President, A. D. WHIPPLE; Secretary, G. T.
CAMPBELL; Treasurer, W. E. COLLINS.

Alpena Business Men's Association

President, F. W. GILCHRIST; Secretary, C. L.
PARTRIDGE.

Grand Rapids Retail Meat Dealers' Association

President, L. M. WILSON; Secretary, PHILIP
HILBERT; Treasurer, S. J. HUFFORD.

St. Johns Business Men's Association

President, THOS. BROMLEY; Secretary, FRANK
A. PERCY; Treasurer, CLARK A. PUTT.

Perry Business Men's Association

President, H. W. WALLACE; Secretary, T. E.
HEDDLE.

Grand Haven Retail Merchants' Association

President, F. D. VOS; Secretary, J. W. VER-
HOEKS.

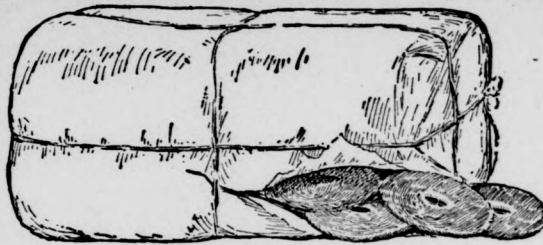
Yale Business Men's Association

President, CHAS. ROUNDS; Secretary, FRANK
PUTNEY.



MANLY MEN WOMANLY BEAUTY

Are the sure results of wearing our improved Elec-
tro-Magnetic Belts. The world's best. Cures Rheu-
matism, Neuralgia, Paralysis, Lame Back, Liver
and Kidney Troubles, and all Male and Female
Weaknesses. Order one and pay for it when health,
strength and vigor are restored. Write The Dr. C. J.
Lane Medical Co., Marshall, Mich.



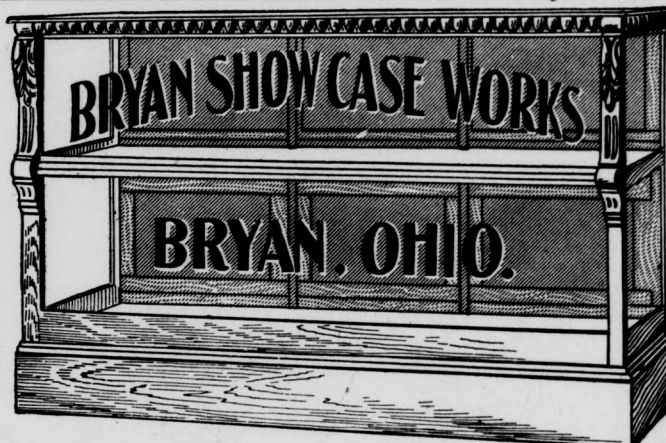
The old fashioned ginger snap
in the brown paper bag is not in it with

Uneeda Jinjer Wayfer

in the moisture proof box.

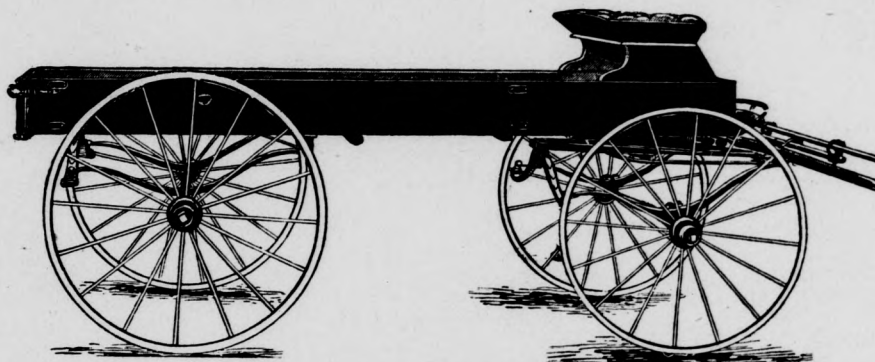
Ask your grocer for a package to-day.

Made only by NATIONAL BISCUIT COMPANY,
Makers of the famous Uneeda Biscuit.



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

Platform Delivery Wagon



NO. 113

Not how cheap but how good. Write for catalogue and prices.

THE BELKNAP WAGON CO., Grand Rapids, Mich.

2500 progressive merchants



\$12.00

Regal Green and Gold Assortment

This package contains 1 dozen of each of the above articles—15 dozen at 80 cents per dozen. Sold by package only. No charge for barrel.

in Western Michigan are buying from us and saving 15 to 30 per cent. on every bill of goods. We employ no travelers. We have no high rent to pay---we buy for spot cash and secure big price concessions. Our customers share in these savings.

Send for our Holiday Catalogue and our Catalogue No. 151---256 pages of goods that you need at prices that you'll like to pay.

H. LEONARD & SONS, Importers and Jobbers of Everything

FULTON AND COMMERCE STREETS, GRAND RAPIDS, MICH.

A Pile of Money as Big as a Mountain

Is lost every year through careless weighing



Give us all the money given away each year on old-fashioned scales and we will pay off the Government war debt of \$200,000,000 and have money left.

Write to us about the Money Weight System of weighing your merchandise. Remember, our scales are sold on easy monthly payments.

THE COMPUTING SCALE CO., Dayton, Ohio