

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Volume XVII.

GRAND RAPIDS, WEDNESDAY, NOVEMBER 22, 1899.

Number 844



Carefully Selected Variety
Well Graded in Price and
Profitable in Values



Twentieth Century Assortment

doz. No. 1—Child's Teacups and Saucers.....	\$.75	\$.38
doz. No. 2—Teacups and Saucers.....	1.20	.60
doz. No. 3—Coffee Cups and Saucers.....	1.50	.75
doz. No. 4—Coffee Cups and Saucers.....	2.00	1.00
doz. No. 5—Mustache Cups and Saucers.....	1.75	.88
doz. No. 6—Mustache Cups and Saucers.....	2.50	1.25
doz. No. 7—Plates, 6 inches.....	.75	.38
doz. No. 8—Plates, 7 1/2 inches.....	1.35	.68
doz. No. 9—Plates, 7 1/2 inches.....	2.00	1.00
doz. No. 10—Cake Plates, 10 inches.....	2.00	1.00
doz. No. 11—Cake Plates, 9 1/2 inches.....	2.50	1.25
doz. No. 12—Cake Plates, 9 1/2 inches.....	3.00	1.50
doz. No. 13—Mugs.....	.90	.45
doz. No. 14—Mugs.....	1.50	.75
doz. No. 15—Mugs.....	2.00	1.00
doz. No. 16—Cream Pitchers.....	.90	.45
doz. No. 17—Cream Pitchers.....	1.50	.75
doz. No. 18—Cream Pitchers.....	2.50	1.25
doz. No. 19—Salad Bowls, 9 1/2 inches.....	3.00	1.50
doz. No. 20—Salad Bowls, 9 1/2 inches.....	4.00	2.00
1 only No. 21—Lemonade Set.....	.90	.45
1 only No. 22—Lemonade Set.....	1.25	.63
doz. No. 23—Plate Sets.....	2.00	1.00
1-6 doz. No. 24—Plate Sets.....	2.75	1.38
doz. No. 25—Vases, two colors, 7 inches.....	.90	.45
doz. No. 26—Vases, three colors, 7 1/2 inches.....	1.25	.63
doz. No. 27—Vases, three colors, 8 inches.....	2.50	1.25
doz. No. 28—Open Sugar and Creams.....	1.50	.75
doz. No. 29—Open Sugar and Creams.....	2.50	1.25
1-6 doz. No. 30—Sugar and Creams.....	3.50	1.75
1-6 doz. No. 31—Sugar and Creams.....	6.00	3.00
doz. No. 32—Toothpick Holders.....	.75	.38
doz. No. 33—Figures, assorted, 5 inches.....	.40	.20
doz. No. 34—Figures, assorted, 7 inches.....	.90	.45
doz. No. 35—Figures, assorted, 8 inches.....	1.15	.58
1-6 doz. No. 36—Figures, assorted, 9 inches.....	2.00	1.00
doz. No. 37—Match Holder.....	.75	.38
1 only No. 38—Teapot, Sugar and Cream.....	.80	.40
doz. No. 39—Spoon Holder.....	2.00	1.00
Package.....	.35	.18
Net Price.....		\$25.00



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F. E. BUSHMAN, Manager.

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STANDARD THE WORLD OVER**

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

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can
put
in
your
show
window



Eyes move
automatically
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clockwork,
requiring
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one winding
every 6 to 8
hours.

15 inches high, securely packed in wooden box. Shipping weight 25 pounds. **Price \$4.00, cash with order.** Order at once.

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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.

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Delicacy of Flavor,

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Specially Grateful and

Comforting to the

Nervous and Dyspeptic.

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SUPPER

Epps'
Cocoa

Epps'
Cocoa

MICHIGAN TRADESMAN

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GRAND RAPIDS, WEDNESDAY, NOVEMBER 22, 1899.

Number 844

THE Grand Rapids FIRE INS. CO.
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Investigate our system before placing your collections.

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 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 346, 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 79
Ledger Liabilities.....	21 68
Losses Adjusted and Unpaid.....	None
Total Death Losses Paid to Date.....	51,061 00
Total Guarantee Deposits Paid to Beneficiaries.....	1,030 00
Death Losses Paid During the Year.....	11,000 00
Death Rate for the Year.....	3 64

FRANK E. ROBSON, President.
 TRUMAN B. GOODSPEED, Secretary.

Tradesman Coupons Save Trouble. Save Money. Save Time.

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CO-OPERATION OR DEMORALIZATION

When the Declaration of Independence was being signed, some one remarked on the necessity of the patriots hanging together. Benjamin Franklin, who appears to have been equal to any emergency, facetiously asserted that it would be necessary for them to hang together or they would hang separately.

This observation aptly describes the situation of the retail trade of Grand Rapids at the present time, due to the presence here of a half dozen representatives of Sperry & Hutchinson, who are reported to have made several millions of dollars in the past dozen years out of the trading stamp business. The local delegation is headed by a man named Sharp, who appears to be rightly named, inasmuch as he leaves no stone unturned to accomplish his purpose. He boasts of the fact that he broke up a retail grocers' association at Canton, Ohio, by bribing one of the members to withdraw from the organization, and frankly asserts that he will break every local organization of retail dealers in Grand Rapids, if it is necessary for him to do so, rather than retire from the field. He has already made a contract with the Wurzburg department store and the Goodspeed shoe store, and his cohorts have made a few short-time contracts with other dealers by representing that J. Geo. Lehman has entered into a contract with the company. The representation is false, and the fact that the delegation finds it necessary to resort to falsehood to accomplish its purpose conclusively proves that the trading stamp system is based on deception, fraud, misunderstanding and misapprehension.

The Tradesman has always opposed the trading stamp system, because it invariably demoralizes prices and arrays merchant against merchant. Much of the demoralization of the grocery business at Detroit at the present time is due to the introduction of the trading stamp system. Not only are prices on staple goods demoralized, but trading stamps are given in excessive quantities, due to the keen competition which follows the placing of stamps with competing dealers. Grand Rapids has been very fortunate in this respect in the past, owing to the good feeling which exists between the members of the

different branches of the retail trade, but the introduction of a fire brand like the trading stamp system would surely result in demoralization and the creation of antagonisms which will culminate in a general saturnalia of disaster and bankruptcy.

If this is what the retail merchants want, the Tradesman commends the Sperry & Hutchinson gang to the consideration of the trade.

If, on the other hand, the merchants feel that they have suffered enough from the panic period which began in 1893 and should now reap the reward of their labors in the shape of a period of profit and good will, they will turn a deaf ear to the importunities of irresponsible aliens who care nothing for the prosperity of the trade and are actuated only by a desire to add to the ill-gotten gains of their employers.

The Grain Market.

Fluctuations in wheat have been very narrow during the past week. Prices held about the same. The only weak point was the rather large visible increase, being 1,438,000 bushels. The largest portion of that was at Minneapolis, where it is reported that fully 40 per cent. of the crop of 1899 in Minnesota and the two Dakotas has been marketed, leaving only 60 per cent. back. The home consumption and seeding next spring will have to be taken out of this 60 per cent., which will reduce the amount considerably. In the winter wheat section the mills have to go to wheat centers for supplies, as wheat from farmers is not coming in fast enough to supply them. St. Louis, Kansas City, Toledo, Chicago and other points have to furnish considerable wheat for interior mills adjacent to them at this early time of the season and it will probably be increased as the season advances. Exports keep up to the usual amount. Should the visible begin decreasing, which all signs point to now, prices will enhance considerably, but the advance may not come until after the holidays.

No material change in corn. Prices have kept very steady. Exports in this cereal have been very large. We have 12,238,000 bushels less in sight than corresponding time last year, with values the same.

The oat market keeps strong as usual. They are taken as fast as offered and no change in price can be reported.

Rye has advanced 2c per bushel since last week, because of a little more enquiry for export, which was not looked for.

Beans are strong with a steady advancing outlook. Hand-picked beans are quoted at \$1.80.

Flour is very steady owing to scarcity of wheat in Michigan. The mills are running fairly up to capacity. The enquiry is good.

Mill feed is in good demand, the mills being sold ahead at full prices.

Receipts of wheat 54 cars, corn 6 cars, oats 15 cars, beans 1 car.

Mills are paying 65c for wheat.
 C. G. A. Voigt.

The Hardware Market.

The hardware market continues to be characterized by an active demand and strong tone. The condition of the iron market is such that the maintenance of existing prices for some time to come is clearly indicated in manufactured products, and similar advances are being made by hardware manufacturers, as their lines are directly affected by the higher prices ruling for the raw material.

In wire nails and wire of all kinds, there has been no change in price since our last market report. In steel goods of all kinds, while jobbers are soliciting orders for spring trade, the prices remain very firm and there are no indications that another advance will soon be made.

In Manila and sisal rope, there has been no change and prices remain as last quoted.

Atkins' cross cut saws have been advanced 5 per cent., which brings the present bottom discount to 4 per cent. off. There is every indication of still further advances in the near future, as manufacturers will take no orders for next year, except subject to prices ruling at date of shipment.

Cistern and deep well pumps have taken an advance which averages about 10 per cent. On wood pumps a new list has been adopted and the discount advanced. Retailers can get the new lists by corresponding with their jobbers.

Carriage and machine bolts, as well as lag screws, have advanced 10 per cent. during the last week. Jobbers are now quoting 45 per cent. on carriage bolts.

The window glass market still remains in an unsettled condition and it is impossible to determine what discounts will rule the coming month.

Farmer Armour's Acorn Deal.

P. D. Armour, late in life, has returned to his first love, and is now living on a farm near Oconomowoc, on account of his health. Any day he can be seen directing the work of the "hired hands," superintending the building of corn cribs and barns, and generally showing the influence of his early training. The people of the neighborhood say he is a shrewd horse trader, and is feeding the fattest hogs that have been seen in that section for twenty years.

Long ago, before Mr. Armour embarked on his career as a financier, he entertained the theory that the best feed for pigs is acorns. Accordingly, as soon as he took up farming again he sent out word that he would pay 25 cents a bushel for acorns delivered in the farmyard. He got enough in a week to feed all the pigs around Oconomowoc, but he also got a note from the district school teacher, which read as follows:

Dear Sir—When you offered to pay 25 cents a bushel for acorns there were sixty scholars in my school. Now the regular attendance is about ten. In the interest of education I wish you would suspend your operations for a more favorable season.

Farmer Armour saw the point and acted accordingly.

Woman's World

How the Managing Mamma Marketed Her Daughters.

A room lined with the weary-looking palms and ferns from a professional decorator. Furniture pushed back and disarranged, as left by departing guests. Air heavy with the perfume of dying roses. Lights have been extinguished until only one is left burning which shows a matronly-looking woman, sitting alone by the expiring fire in the grate. She soliloquizes:

"Well, the wedding is over, and at last I can indulge myself in a little peace and rest. Maud is the rich Mrs. Farrington now, gone on her bridal tour in her private car, and to-morrow the papers will be full of what they will call the social event of the season and of descriptions of her gowns and jewels and her new home and all the rest of it. Really, I think I may congratulate myself on the whole affair. I never saw a wedding go off better. Everything absolutely correct, from the impressiveness of the ceremony to the temperature of the champagne. Of course, I do wish, poor, dear Farrington could have contrived not to look quite so much like a widower who was used to getting married, but after all that is a small matter. Nobody ever notices the bridegroom. Maud was perfectly beautiful. Not teary and red-eyed and emotional, like most brides, who celebrate the occasion by looking uglier than they ever do at any other time of their lives. Naturally, it was no more than I expected of her. None of my children, I trust, can ever so forget my teaching as to be weak enough to give away to their feelings. 'Feelings, my dear,' I have always said to them, 'are a luxury in which only millionaires can afford to indulge themselves. For people in our moderate circumstances they are simply a preposterous extravagance which you must not even think of gratifying.'

"Thank heaven, I shall always have the comfort of knowing I have done my full duty towards my children. All of them admirably married and settled in life. What could be more gratifying to a mother's heart than the sight of Florence's fine house or Lulu's diamonds or Frances' summer home at Harbor Point or Emily's horses and carriages? Of course, I wish that James wasn't quite so dull and stupid, or Edgar such a frightful bore with his imaginary illnesses and remedies, and that Reginald wasn't so wild—but his property is settled on him, and he can't get rid of it, that's one comfort—and that Fred was—er—er—a little more domestic in his tastes, but, dear me, you can't have everything. Whoever you marry, you have to overlook things you don't like, and put up with things you don't enjoy, and at least when you have fine establishments and gowns you have something by way of compensation.

"When that catty Mrs. Blank came up to speak to me to-night at the reception she murmured: 'Everything is so perfect, but then you are so clever, one never looks for anything less than success from you.' I knew she was dying to say, and would as soon as my back was turned, that I was such a shrewd manager. It is always the fling my enemies have had at me when I out-generated them and did the thing they wanted to do. Um, hum, I wonder why it should be thought a reflection on a woman to be a good manager, to know how to turn circumstances to her advantage instead of being crushed by

them? A man would be admired for it, but there's always a sneer in the epithet when they apply it to a woman.

"Heigho, but the woman who, without money, manages to hold her place in society pays for it. The days of anxiety, the nights of planning, the trouble and the worry, and the thought that it takes to make one dollar do the work of five. The necessities I have done without in order to exhibit the luxuries! I am sure I have gone through enough to entitle me to rank among the saints and the martyrs. Nobody knows, not even Bob. When our fortune was swept away by that unlucky speculation of his, he was for giving right up and sinking under the blow. 'We can take what little we have left and go to some quiet country neighborhood where it will be enough to live on in comfort, in an humble way,' he said. 'So we can,' I answered, 'and have our children grow up with nobodies and marry nobodies and be nobodies. Never while I live. I intend that my daughters shall take the place in society they are entitled to, and what I lack in money I must make up in wit.' But, heavens! what an undertaking it was! Five daughters to be educated, dressed and launched in society on almost nothing a year! No wonder I am gray-headed and have wrinkles that defy the masseur.

"People whose own daughters have thrown themselves away in idiotic marriages say I am a managing mother. Puff! and why not? Does the successful business man sit still and wait for the good thing he wants to drop into his lap? Does the politician ever wait for the office to really hunt him up? I guess not. Every mother of us wants our daughters to marry well, only some of us use more sense about it than others. What brings about the average marriage? A dart from a winged cupid? Faugh! that is the nonsense of the fairy tales. It is propinquity. Everybody of the slightest intelligence knows that, and yet parents let a fascinating and undesirable fellow spend half his evenings at their house and then, when their romantic little goose of a daughter wants to marry him, they are astounded and unprepared for a denouement that a blind man could have foreseen from the beginning. I'll do myself the justice to say that I never underrated the value of propinquity. Only with me it was the propinquity of the strictly eligible every time, and really, I don't see how my daughters could have made more advantageous matches.

"They were good girls, of course, and amenable to reason. No sentimental nonsense about them, thank goodness. They were clever enough to understand what it is that really counts. There's such a little time to be romantic and such a long time to be comfortable that it's really strange so many people are willing to pay such a price for it. Not that I discourage sentiment and romance—oh, dear, no; nothing is more entertaining—in books, but in real life it needs to be adapted to the circumstances, so to speak. 'Never marry, my children,' I always said to them, 'without love, but be sure to love the right one. The affection that is backed up by capital is a gilt-edged security that is above par and is worth investing in. It's just as easy to love the right one as it is the wrong one, and a deal more satisfactory in the long run,' and it's a comfort to me to know that they all took my advice. There's nothing like bringing up your children in the matrimonial way you want them to go.

"No, I never had any trouble with any of them but Maud, and it's queer how that has kind of haunted me all day. Maud never was like the other girls. I believe it would have been actually impossible for Emily, from her very babyhood, to do a thing that wasn't just perfectly conventional and correct, and Florence would no more have thought of sacrificing her position in society by marrying a poor man than she would have contemplated suicide, but Maud was always romantic. She was always making the queerest friends—girls with lovely voices and dreadful clothes and things like that. Dear me, she used to make it terribly awkward for me when I had to explain to her that we couldn't afford to know such people. I'll never forget how she used to look at me with her big eyes and say, 'But why, mamma? I like them so much better than those stupid Croesus girls? They bore me with their talk about money, money, money.' As if it made any difference whether one was bored or not by a millionaire!

"Then there came that awkward Trevillion affair. I let Maud go with her Aunt Mary one summer to Charlevoix, and there she met Jack Trevillion, who was painting or sketching or doing some of those things that are so dreadfully taking to young girls. Of course, he didn't have a cent to bless himself with. Fascinators never do. Mary is a dear old donkey of a woman who never sees a thing until somebody knocks it into her head, and so she let the days and weeks slip by and Maud and young Trevillion were tramping the beach from Bay Shore to Fisherman's Island and up and down the whole length of Pine Lake and sitting in the twilight and planning a life together that was to be one long dream of romance in which he was to paint pictures that would make him famous and she was to be his inspiration and all the rest of the utterly impossible and absurd things that young people imagine when they are in love for the first time.

"Well, it was just by chance that I heard of it, and I left for Charlevoix on the next train to bring Maud home. I couldn't let her throw herself away like that, you know, but—well, I had always known that Maud was pretty, but I never saw anything like her face that day when I first arrived. There was a glow on it, a light, a tenderness, a radiance that might have been straight from the throne of God and that just transfigured it. And Jack Trevillion! Gracious heaven, why couldn't he have had some money! I didn't blame Maud for loving him, but, of course, the

whole thing was utterly absurd and impossible and I had to tell them so. I explained to him that to marry Maud would be ruin to him as well as her. I reminded him of the number of promising young men we knew who had blighted their careers by marrying poor girls. A man can never rise and do good work if every energy of his body and mind has to be spent on keeping the pot boiling. I showed him, plainly enough, that it was all for his good, but he didn't appreciate it or thank me for it. My experience is that people never do, when you tell them what they don't want to hear. Well, anyway, he gave me the nastiest quarter of an hour I ever had and told me that I had broken his heart and wrecked his life and all the rest of it, and Maud clung to him and cried, and I really felt quite like an ogre, although, of course, I knew I was doing it all for the best.

"Ah, well, that's all over these two years now. Trevillion died that winter and to-night Maud was married to the catch of the season. Of course, Farrington is twice as old as she is and doesn't seem to be interested in anything but his business, but what of that? She'll have the finest establishment and carriages in town. What a contrast between that and if I had let her alone and let her marry Jack Trevillion! She'd have been lucky then to have had a shabby cottage on a back street and money to have paid her car fare. She ought to be grateful enough to me for saving her from her folly, I'm sure.

"But is she? To-night when she was leaving she clung weeping to her father and he patted her on the head and called her his poor, little girl, with a tone in his voice that was like a sob. Such nonsense, but he always upheld her in all her romantic notions. 'You are a very fortunate girl, Maud,' I said, and then she turned and gave me such a queer look. I am not imaginative. No, really, I have never even been accused of it in all my life, but as Maud looked at me it seemed to me that I was in a valley, and it was young April with all the world abloom, and everywhere was the perfume of flowers and the music of singing birds. Suddenly, some one came who ruthlessly and un pityingly trampled every flower under foot and throttled every singing bird. The sun still shone, and the place was still bright and beautiful, but somehow I knew that never again would there be any perfume or music there again and that the desolation of death itself had fallen on the spot. Of course, that was only fancy, for all that Maud said was Yes, mother, I am very fortunate. I shall have a fine house and diamonds, and a summer home on Mackinac Island. Surely no woman's heart could ask for anything else.' 'Certainly not,' I replied, and then she was gone. Of course, I am right. Why, I have planned, and worked and slaved for years for this, and yet—and yet—I wish that Maud hadn't looked at me like that."

Dorothy Dix.

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.

BUTTER EGGS BEANS

Wanted on commission. Shipments sold on arrival. Returns sent promptly. Full market values guaranteed. If you prefer we will name you price f. o. b. your station. Write for quotations. We want your business. Refer, by permission, to Grand Rapids National Bank.

STROUP & CARMER,

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GRAND RAPIDS, MICH.

OOM PAUL



5 CENT CIGAR

All Jobbers and G. J. JOHNSON CIGAR CO., Grand Rapids

Around the State

Movements of Merchants.

Broomfield—Fred Pratt has sold his grocery stock to Amos Packer.

Albion—E. B. Stevens has sold his meat market to Henry C. Fondra.

Bad Axe—Chas. Graves has purchased the jewelry stock of C. S. Graves.

St. Johns—Dutcher & Hall have removed their bazaar stock to Owosso.

Jackson—Paul Murray continues the grocery business of Harrison & Murray.

Albion—Henry C. Fondra has purchased the meat market of E. B. Stevens.

Bay City—C. S. Graves has purchased the jewelry stock of W. B. Godfrey.

Schoolcraft—Fellows & Clark, lumber dealers, are succeeded by Nesbit & Fellows.

Benton Harbor—M. S. Peck has purchased the grocery stock of Foster M. Howard.

Big Rapids—Rudluff & Krahn, grocers, have dissolved, Mr. Rudluff succeeding.

Traverse City—J. W. Hinman & Co. have opened a meat market at 324 East Front street.

Sault Ste. Marie—W. M. Campbell has opened a grocery store in the Case & Ellis block.

Benton Harbor—Jos. Bennett, dealer in dry goods and clothing, has sold out to D. Sax & Co.

Hubbardston—H. W. Grill, hardware and implement dealer, has removed to more commodious quarters.

Petoskey—Norman G. Rice has sold his interest in the W. W. Rice Leather Co. to the other stockholders.

Grand Haven—Peter DeBoe, of Holland, has purchased the confectionery and fruit business of Alvin Jackson.

Sparta—W. H. Mitchell, of Middleville, has opened a jewelry store in the building occupied by the Hastings Drug Co.

Marshall—From Nov. 27 to Jan. 1 all dry goods and notion stores in the city will be open every week day until 8 p. m.

Marquette—Timothy Duquette has effected a satisfactory settlement with his creditors and resumed business at his clothing store.

Holland—Cornelius VanDuren has purchased the grocery stock of Daniel Bertsch at the corner of Central avenue and Thirteenth street.

Sault Ste. Marie—McKee & McDonald, dealers in new and secondhand furniture, have dissolved partnership, Jas. H. McDonald succeeding.

Gladwin—Wm. Woodward, of Grout, has formed a partnership with C. I. Ryman and engaged in the agricultural implement and harness business.

Ann Arbor—The hardware dealers in this city have decided to close their places of business at 6 o'clock in the evening from Nov. 2 until May 1.

Petoskey—B. F. Donovan has purchased the block owned by Mrs. Mary Williams, of Delho, Ohio, and will occupy same with his grocery stock.

Flint—The Pettibone & McCall clothing stock has been closed out, Geo. W. Buckingham purchasing the balance remaining at the chattel mortgage sale.

Detroit—Wm. J. McCauley & Co. have executed a chattel mortgage to Hiram H. Rackham, trustee, for \$3,464.12, covering the firm's stock of millinery goods in their Woodward avenue establishment. The step is taken to secure a number of creditors.

Byron—L. F. Lutz has sold his stock of clothing to a company which has clothing stores in several towns throughout the State and will retire from trade.

Adrian—Robert Watts and Niles Peterson have formed a copartnership under the style of Watts & Peterson and opened a flour and feed store at 16 Logan street.

Owosso—L. O. Underwood has purchased the interest of his partner, G. L. Dick, in the meat firm of Dick & Underwood, and will continue the business in his own name.

Bellaire—W. G. Phelps has sold his hardware stock to F. D. Flye, formerly identified with the Richardi woodenware establishment, who will continue the business at the same location.

Ithaca—Chas. H. Rowland, proprietor of the Ithaca Bazaar, has leased the old postoffice and is refitting same for his holiday stock. After Christmas it will be stocked with house furnishing goods.

Port Huron—Asman & Beard have sold their dry goods stock to the Port Huron Cash Dry Goods Co., a new firm in which, it is rumored, C. R. Hawley & Co., of Bay City, are largely interested.

Honor—F. E. Holt has sold his drug stock to F. G. Hoyt, of Fremont, and removed his grocery stock to Traverse City, where he will engage in business at the corner of Ninth and South Union streets.

Sparta—L. S. Ballard has retired from the firm of Ballard & Field, furniture dealers, his interest having been transferred to his son, M. N. Ballard. The business will be continued under the style of C. S. Field & Co.

Port Huron—The furniture store of Chas. Thompson has been closed, although there are no chattel mortgages or judgments on the stock. He has applied to Harlow P. Davock, referee in bankruptcy, to be declared a bankrupt.

Sault Ste. Marie—P. M. Church will re-engage in the hardware business next spring, having been compelled to discontinue business on account of ill health. Mr. Church was the first exclusive hardware merchant in this city.

Greenville—S. M. Albertson is receiving the congratulations of friends that he has been restored to health and again is found at his dry goods store after an absence of nearly a year. He weighs 44 pounds more than last spring and feels like a new man.

Ann Arbor—C. J. Shetterly will engage in the coal business Dec. 1, with an office at 118 E. Washington street. Mr. Shetterly, who has so successfully conducted the Arlington hotel for some time, has sold out his interest there to F. W. Lewis, of Evart.

Bay City—The Retail Meat Dealers' Association at its last meeting adopted a resolution that hereafter customers must pay their bills every 30 days or their credit will be stopped. The members of the Association took this action after receiving notice from the wholesale dealers that they would collect all accounts every Monday.

Charlotte—Another change in clothing firms is announced: On January 1, 1900, the term of partnership existing for the past thirteen years will have ended with Messrs. Joseph Lang and Meyer Vomberg. At that time one of the gentlemen will retire. It will not be known for some time which one that will be—all will depend upon who will put up the more cold cash for the other's half of the goods after the stock shall have been reduced.

Manufacturing Matters.

Stanton—Geo. B. Hopkins has sold his cigar factory to E. F. Tidd.

Bay City—Geo. Zimmer succeeds Zimmer & Baehr in the manufacture of sausage.

Escanaba—The United States Wood-ware Co. has been absorbed by the National Cooperage and Wood-ware Co.

Cushing—Local business men are interested in a movement to establish a cheese factory here under the management of Davis Haven, the Hartford cheese manufacturer.

Detroit—Articles of incorporation of the Kingman Salt Co. have been filed. The headquarters of the company is to be at Kingman, Ks., and the stockholders are A. E. Jennings, J. F. Button, W. F. Mulkey, O. W. Mulkey and J. M. Mulkey. The capital stock is \$250,000, and the amount paid in is \$20,000, being the estimated value of the plant of the Crystal Rock Salt Co. at Kingman.

The Boys Behind the Counter.

Lansing—F. C. Davis has taken a clerkship in the drug store of Geo. O. Young.

Howard City—C. L. Gold, of Kalamazoo, has taken charge of Sid V. Bullock's drug store during the latter's absence on a hunting trip in the Upper Peninsula.

Traverse City—Fred Ingraham, formerly of Cadillac, has taken a position in the dry goods and clothing store of Julius Steinberg.

Plainwell—Chas. Buchanan, who has been head clerk in the dress goods department of Wm. D. Hardy & Co., at Muskegon, for several years, has returned to Plainwell and taken a responsible position in the dry goods store of Wagner & Heath.

Kalamazoo—R. E. Anderson, for the past three months with Rosenbaum & Speyer, will manage the dry goods department of H. J. Vermeulen's store at Alma.

Central Lake—C. R. Wells has severed his connection with the general store of Nathan Hirshberg & Co., at Elk Rapids, and taken a position in the general store of E. M. McFarlan at this place.

Coldwater—Will A. Stevens is now engaged at Hilton's clothing store.

Marshall—Harlow Davidson is clerking in Mr. Esch's grocery store in place of Tom Sinnig, who has gone to Chicago on business.

Corunna—Will Simeon, for some time past behind the counter of McMullen's clothing store, has taken a position in the First National Bank.

Marshall—F. W. Treseder will manage the dry goods and notion store recently opened here by J. A. Unna, Mr. Unna's attention being taken up by his Battle Creek store. His assistants will be Mrs. Myron Rider and Miss Gray, of this city, and Miss Wertz, of Battle Creek.

Reduced Rates for Thanksgiving Day.

The Grand Trunk Railway System will sell tickets between all its stations on lines west of Detroit and Port Huron, at one fare and a third for the round trip within a radius of 150 miles from starting point. Tickets good going on all trains November 29 and 30, and valid to return up to and including December 1.

F. E. Holt, grocer, Traverse City: I have taken the Michigan Tradesman for eight years and, in my opinion, it is the best trade journal in the United States.

Hides, Pelts, Furs, Tallow and Wool.

There seems to be no limit to the price tanners will pay for hides. "Price cuts no figure, only send your hides along," seems to be the rule in buying. There are no more low prices on hides or leather and no one knows where to stop. Whether there is a profit on them or not remains to be seen. There is quite a strife among factories as to how high a price they can pay to get them. The end will come some day and some one will get hurt, although now all one needs is nerve.

Pelts have advanced in price, as should be the case on account of the better quality and the fact that the market has been too low for the product. Both wool and skins are wanted at higher values.

Furs are being offered without any settled market. Some kinds will rule low, and all kinds are nominal as to price. The mild weather retards sales of fur garments, which makes the demand uncertain.

Tallow is quiet, with a disposition among dealers to boom the price, which rules low. Offerings are ample for the demand, and any inflation in values brings quantities in sight.

Wools are on the boom. The advance long looked for has come. The demand from speculators and manufacturers has materialized and the sales for the last three weeks have been larger than ever before known. Buyers have used their cash and credit to the utmost extent in order to lay in stocks. That "tired feeling" all dealers experienced by waiting for the price to go up is gone—so has their wool, and they now want more, which is not to be had. Michigan has been well cleaned up on wools for the past few weeks and has none to offer.

Wm. T. Hess.

Grand Rapids Retail Grocery Clerks' Association.

At the regular meeting of the Grand Rapids Retail Grocery Clerks' Association, held Monday evening, Nov. 20, President McInnis presided.

On motion of L. E. Buss, the Secretary was requested to write the Michigan representative of B. T. Babbitt, thanking him for the generous contribution given the Association at the last meeting.

On motion of Harry Stowitts, the Worden Grocer Co. and Fleischman & Co. were given the thanks of the Association for the donation of cigars.

On motion of Jos. Terrill, the charter was closed. Members joining hereafter will be compelled to pay 25 cents membership fee, as well as annual dues of \$2, payable quarterly in advance.

The President appointed L. E. Buss, Jos. Terrill and Fred Beardslee as an Entertainment Committee, which, later on, reported that it had provided for the following entertainment features at the next meeting:

Addresses by E. A. Stowe and Geo. McInnis.

Experience in the Spanish war, L. E. Buss.

Raising and cultivation of citrus fruit—Jos. H. Terrill.

Solos—C. W. Holland and Frank Coates.

Mr. McInnis then delivered an interesting address on the subject of his experience on the public market while connected therewith in an official capacity. He scored the hucksters for the two-faced way in which they carried on their business.

A member called attention to the operations of a local peddler who was going from house to house, offering for sale spices purporting to be put up by Peck Bros. The samples are excellent, but the goods delivered are very inferior. Inasmuch as the imposter appears to meet with liberal patronage, it was thought best to warn the people against him.

There being no further business, the meeting adjourned.

Grand Rapids Gossip

The Grocery Market.

Sugars—The raw sugar market remains the same, with quotations for 96 deg. test centrifugals still at 4½c. The refiners are in the market for supplies, but very few are offered. There are, however, a number of small lots of Louisiana sugars beginning to come to market and they are meeting with a ready sale. The sugar cane is very rich this year, giving a good deal of sugar. The refined market is unchanged, with fair demand. Many rumors are current of a settlement of the fight among the refiners and that the condition will be very different soon after the first of January. None of these stories are yet confirmed, however, and there are no apparent indications of any agreement having been arrived at. The total stock of sugar in the United States is 187,548 tons, against 133,194 tons at the same time last year.

Canned Goods—The situation remains unchanged. It is very strong and buyers are wondering where they are going to find sufficient supplies to fill their orders. Nothing but broken assortments of fruits and vegetables are obtainable and holders are not particularly anxious to dispose of what they have on hand. California fruits are wanted, but are not to be had and there is a steady call for vegetables, which are equally scarce. There is considerable buying for 1900 delivery at prices to be made, comprising principally tomatoes, peas and corn. Prices on these futures are uncertain as yet, but will probably rule higher than for the season just closing because of the increased cost of cans and canning materials. It is not likely that cans will be any cheaper, nor the price of canned goods any lower. Tomatoes are slightly stiffer, although no quotable change in price is reported. It appears from this that they may have touched bottom and that the market will be in better shape in the future. The pack was large, but the shortage in some other varieties made it necessary to substitute something and tomatoes were taken instead of the fruit desired. This will help later, when the second buying begins and dealers find they haven't so much after all. Corn continues very scarce and the market very firm and holders can obtain about their own price for fancy qualities of all packs. New York State goods are entirely exhausted and Maine varieties are so scarce that the market is virtually bare. There is a little left in Maryland and some other points, but no large blocks in any one place. String beans and peas are in much the same situation as heretofore. Supplies are so short that buying in any considerable quantity means a sudden increase in price, although the figures are now very high. California fruits are scarce and firm and prices are tending upward on all varieties. Some sorts have passed the prohibitive point, and buying has been checked, but it is thought that this condition will last only while deliveries are so large. When the second buying season begins, it is expected that prices will advance all along the line. All kinds of pineapples are practically cleaned out and very few of the packers have any; in fact, there are so few that some of the packers have stopped quoting them altogether. There is no change in the price of cove oysters, but an advance is very probable as the demand is continually increasing. There is a smaller stock of sardines in packers'

hands than has ever been known before. In addition to this, there is no hold-over from last year. In view of the very short pack a further advance in price may be looked for any day. The salmon market remains very firm with good demand. The Alaska Packers' Association says that their pack is fully 85 per cent. red Alaska and therefore this is the only variety carried in stock from which the trade can draw. The stock now in hand is considerably less than at the corresponding time for several seasons past. Many think that the price of red Alaska will be advanced, but this is not very likely, as it is the policy of the Association to keep prices reasonable so as to increase consumption rather than to check it.

Dried Fruits—The dried fruit market is fairly active, but the present warm weather rather curtails demand. The prune market is somewhat strengthened by the loss of a Southern Pacific train and by the sale of several cars in the Eastern market. While prices have not advanced, the spot supply is small and a very firm feeling has developed, which will lead to an advance shortly, it is thought. It had never occurred to dealers before, apparently, just how short they were of all sizes, and the fact that a shortage can be caused by the wreck of a few cars indicates the condition of the market. The quality of prunes was never better and the entire crop is in California. Oregon is almost entirely bare of fruit. The crop abroad is short—probably smaller than for years—and everything has indicated an active foreign demand. Peaches are slightly weaker and the price on some grades has declined ¼c this week. This weakness is considered only temporary, however, for, as a matter of fact, peaches are out of first hands and are held by strong firms who will not be likely to let them decline and it is likely they will advance later. There is nothing of particular interest in raisins, prices remaining the same and demand good. The evaporated apple market grows weaker and has declined ¼c per pound. We believe that prices will advance again as soon as this unseasonable weather is past and the demand from consumers cleans up the stock now in the hands of dealers. The currant market is also weaker and prices show a decline of ¼c. The Smyrna fig crop is proving larger than was estimated. The estimates have averaged from 35,000 to 40,000 camel loads, but, according to recent figures, they will run higher than 47,000 loads. Prices are about as last reported, but the reports of an unexpectedly large output have had a tendency to weaken the market, although there has been no quotable change. Dates move out very well at previous prices.

Fish—The demand for cured fish is better this year than for several years past, especially for hake, cusk and cod. While the demand for these goods in bulk is exceptionally good, codfish, hake and haddock, dried herring and cusk in 1, 2, 3 and 5 pound packages are having a tremendous sale among the wholesale grocers. These goods are easily handled and recommend themselves to the retailer and consumer on account of their convenience and cleanliness.

Tea—There is an active demand for teas and grocers are buying much more freely than heretofore. While purchases of low grades are large, there is also a brisk trade in the finer sorts.

Rice—The situation in the rice market is practically unchanged. Jobbers appear to be well supplied for the present and sales are small.

Nuts—Reports from Texas are to the effect that the crop of pecans will be only about 10 per cent. of an average one. Prices are higher than was ever known before and will probably remain high for the next year. The demand is not very active on account of the extremely high prices and dealers turn to the cheaper grades of nuts.

Rolled Oats—The rolled oats market is very strong and there is an advance of 10c per barrel and 5c per case with good demand at the advance.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held Tuesday evening, Nov. 21, Vice-President Wagner presided.

The Secretary presented a communication requesting the Association to send two delegates to the convention of the so-called National Retail Grocers' Association to be held in Cleveland in January. The proposition met with no response, Treasurer Lehman asserting that the movement was impracticable and of no possible benefit to the retail trade. He moved that the communication be laid on the table indefinitely, which was unanimously adopted.

The Secretary then introduced the subject of trading stamps, which was discussed at considerable length. He related the substance of an interview he had with the local representative of Sperry & Hutchinson, after which Mr. Lehman addressed the Association at some length, including the relation of the negotiations which he had had with the chief emissary of the trading stamp concern, resulting in his decision to have nothing whatever to do with the system. He said that the representative of the company asked him to write W. L. Thomas, of Alliance, Ohio, for a recommendation of the system, and that the letter he received stated that, on the completion of his present contract, the writer would not renew it, because he had learned by experience that trading stamps are a delusion and a snare. He read other letters of a more favorable character. He related his experience with the cyclopaedia premium scheme some years ago, which he said was anything but satisfactory because of the dissatisfaction which necessarily resulted, and he had fully decided that the retailer can not adopt any premium plan without making business disagreeable and losing trade.

J. J. Wagner referred to the time when he gave a cook book with every \$10 worth of cash trade. The cost of the premium was not burdensome, but people kept claiming cook books until some families had four or five. What they did with them is more than he was able to find out.

Two members stated that the agent of the trading stamp company had secured their contracts for thirty days only, with the understanding that Mr. Lehman had previously signed a contract for a year. They were assured that the contracts are void, because any agreement obtained by fraud or misrepresentation is void under the laws of this State.

Several other members participated in the discussion, which culminated in the unanimous adoption of the following resolution, which was presented by B. S. Harris:

Whereas—Representatives of a trading stamp company are canvassing the city for the purpose of reviving interest in the propaganda; and

Whereas—False representations have been frequently made to secure memberships and one of our honored members has been placed in a false light before the trade; therefore

Resolved—That we reaffirm the resolution adopted several years ago, condemning the trading stamp system, because we believe that the system is unbusinesslike and pernicious, demoralizing to legitimate trade and antagonistic to correct business methods.

A letter was read from D. A. Boelkins, Secretary of the Muskegon Retail Grocers' Association, in which the following reference was made to the work of the organization:

We are doing fine. We have our meetings every two weeks and from twenty to thirty grocers attend the meetings. Our meetings are profitable and, after they are over, we enjoy a social time.

The Secretary was instructed to procure enough additional matting to cover both floors of the rooms in which the meetings are now held.

The Secretary called attention to the resolution recently introduced in the Common Council by Alderman Phillips, providing for semi-monthly pay days for the police and fire departments, instead of monthly pay days. Inasmuch

as this movement was inaugurated solely for the purpose of defeating the objects of the new municipal garnishment law, it was thought best to place the Association on record by the adoption of the following resolution:

Resolved—That we protest against the action of Alderman Phillips in attempting to change the pay day of the police and fire departments from a monthly to a semi-monthly basis, because such an innovation would entail an unnecessary expense on the city and tend to increase the burden of taxation under which we are already suffering.

J. Geo. Lehman, Peter Braun and H. C. Wendorff were appointed a committee to wait on Mr. Phillips and request him to recede from his position on this subject.

The Secretary called attention to the fact that the general closing agreement provided for the closing of stores at noon on Thanksgiving Day.

Harry Stowitts, Secretary of the Grand Rapids Retail Grocers' Association, who was present by invitation, called attention to the fact that a solicitor is abroad in the city taking orders for goods purporting to be put up by Peck Bros. The goods are manifestly inferior and the man has been denounced as a fraud and imposter by the firm in question.

H. C. Wendorff called attention to the fact that city dealers were being discriminated against by the local mills in the purchase of flour. He said he had occasion to visit a number of towns forty or fifty miles away from the city recently and found, to his surprise, that country merchants were purchasing Grand Rapids flour at 30 cents per 100 pounds less than the local price. He did not take the dealers' word for this, but saw the invoices with his own eyes. The matter was referred to the Flour Committee, with the request to investigate the matter.

A member called attention to the duplicity of the local agent of Rumford baking powder in connection with the premiums offered dealers. The agent has taken away two half-filled lists from his store and failed to return them, although repeatedly requested to do so.

Other members stated that they had met with the same experience, inasmuch as the agent had failed to do as he agreed and had made statements reflecting on the grocery trade as a whole, by asserting that three out of five merchants get the premiums in a dishonest way.

There being no further business, the meeting adjourned.

Order Your Oysters Early.

Dealers who expect to secure a sufficient supply of Anchor brand oysters to meet their requirements for the Thanksgiving trade should send their orders in to F. J. Dettenthaler at the earliest possible moment, in order that they may avoid possible delays in shipping or otherwise. As usual, Mr. Dettenthaler will be headquarters for holiday supplies, including the Anchor brand, which has rendered his name famous in all parts of the State.

The G. J. Johnson Cigar Co. is decidedly original in its methods, and the manner in which it is undertaking to exploit its Oom Paul brand is in keeping with its policy. Not content with occupying a full page announcement in the leading papers, it came out last week with a hack decorated with the national colors of the Transvaal, in which was seated a good representation of President Kruger. The display attracted very general attention.

E. T. Horning has removed his drug stock from Allegan to this city and will engage in business at the corner of Sixth street and Broadway.

Joseph Allison has opened a grocery store at Dutton. The Olney & Judson Grocer Co. furnished the stock.

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

Dry Goods

The Dry Goods Market.

Staple Cottons—There has been little change in the character of the business for staples in the past week over that of the week before. The demand is sufficient to take care of the production and keep things in about the same condition as they have been for some time. The sellers are not anxious to operate freely, and are very reserved in their dealings. This may be partially due to the desire on their part to make the buyers realize the full strength of the market. The mills, as a rule, are considerably sold ahead, and are no nearer catching up than they have been for two months. Buyers will sell in many cases only a very limited quantity of goods for future delivery, and it is said that quiet advances are made by a number of them, sometimes by adding $\frac{1}{8}$ c and sometimes by shortening the discount. Bleached cottons show a continuation of business on about an average scale, and are firm all along the line. There has been no change to note in wide sheetings. Ticks, plaids and other coarse colored cottons are firm, and against buyers. Fine brown and gray goods continue strong.

Prints and Gingham—There has been but little change in the business transacted in printed calicoes during the past week, so far as dark goods and staples are concerned. Only immediate wants are purchased for at the present time, yet this is large enough to take care of all present stocks. These stocks are quite limited, and many of the leading lines entirely cleaned up. All staple lines, including indigo blues, blacks, whites and grays, as well as turkey reds and chocolates, are very firm, but no advances have been quoted up to the present writing. Fancy prints for spring are about to be opened, and, in fact, some lines of samples were shown the first of this week. It is also true that before this week sales were made, although prices were not openly quoted. It is said that one or two lines have taken nearly all the orders they can accept for the season, but this is only rumor. The demand for both dress and staple ginghams is considerably ahead of current supplies, and there are no stocks to be found. Prices are without change, but firm.

Dress Goods—The position of the dress goods market continues buoyant. It is not that there is a very great amount of new business coming in now, nevertheless, some good orders are finding their way in. Of course the early rush in the dress goods market is over, and it has left the majority of the mills in a very good position as regards orders. The average mill is now enabled to devote practically its whole energy to the filling of spring orders, having woven out the fall orders. The market is exceedingly strong, two and three advances having been made in many instances since the goods were opened. Some new spring-weight domestic suitings are making their appearance, and are meeting with very fair success. The warm weather of the past two or three weeks has enabled many mills to get their machinery on to spring goods quite a little earlier than they would have been able to had the cold weather held. Nothing frightens the retailer, suit and cloak makers quicker than unseasonable weather.

Blankets—The blanket business is now in the midst of the off season; the bulk

of the business has been done. Manufacturers are now preparing for the new season, and some new sample blankets have already reached agents' hands. The mills have enjoyed the best season's business in a good many years, and are anticipating another good season. Prices, of course, will have to be materially above the last opening figures to offset the increased raw material and manufacturing cost. Some predict an advance on all wool blankets of $33\frac{1}{2}$ per cent., but others look upon these views as too strong. White wool blankets are practically out of the market to-day, some agents not having been in a position to accept business thereon for from four to six months past. Scarlets and plaids have been the next best sellers, grays having fallen off in popularity for some reason.

Hosiery—There has been a steady business with the importers of hosiery during the week and some large orders have been booked. They are having no trouble whatever in regard to prices, and the demand is active all along the line. There is a splendid demand for fancy goods for men and women, as well as staple blacks. Half hose in the new and desirable styles are in good request, and a splendid business with the retailers is expected for next spring and summer. Seamless hosiery in cotton has secured a good business, although the advances in the cost of the raw material have upset the calculations of the manufacturers. There is a fairly good business continuing in full fashion hosiery, and the product is under order for some time ahead.

Carpets—It is generally believed that all prices will be at an advance on three-quarter goods of 5 c over the close of last season, while ingrains show a general advance of $2\frac{1}{2}$ c, with a possibility of a still further advance before many weeks. Already some of the leading manufacturers claim that they have their prices set at an advance all around of 5 c, and that these prices will be strictly maintained. There was such a large demand for carpets this fall that the manufacturers of three-quarter goods have been delayed in getting their spring samples ready as early as desired. There is no doubt as to the outlook for a prosperous season. It is the opinion of some parties in the carpet trade that the consolidation of the Lowell, Bigelow and Whittall mills will be a capital thing for the trade, as these mills were previously in serious competition with each other. Now this will all be done away with, and a uniform price will be established. Some claim that the competition of certain jobbing houses handling goods made by these mills was not really necessary. The trade expects this consolidation to have a very marked effect on the whole carpet trade, and while the beneficial effect in a measure will be felt immediately, the greater influence will come after January 1, when it will encourage carpet manufacturers to hold for better prices. It is a question in the minds of some in the trade, with the present advance in yarn, whether some mills will not find it difficult to fill their orders unless covered with yarn. Some mills have already fortified themselves by placing orders early.

YOUR NAME AND ADDRESS

We will make a Rubber Stamp of your name, address and business (three lines) for 30 cents.

Sign Makers—Full outfit of one inch letters, figures, pad, ink and rule for \$1.00. Write for circular and prices on daters, paid stamps, stencils, seal presses, etc.

FRED E. BARR, Battle Creek, Mich

Whitney, Christenson & Bullock

Manufacturers of

All Wool Clothing for Men and Boys

237 Market St., Chicago, Ill.



I will be at Sweet's Hotel with Whitney, Christenson & Bullock's Spring Line of Men's Suits, Pants and Spring Overcoats Nov. 25 to 27 inclusive; also have what are left of Heavyweight Suits and Overcoats at reduced prices to close out. All expenses allowed trade who call on me.

Respectfully,
S. T. BOWEN.

Corl, Knott & Co.,

Importers and Jobbers of

Millinery

Our Specialties:

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

How Do You Know

That all the money goods sell for gets into your bill? You can know this if you will. How do your customers know that mistaken credits and charges don't affect the amount of their bills? They can know this, if you will. How do your clerks know that suspicion can not wrongfully be held against them by you or your customers? They can know, if you will. How can your creditors know their extension of credit is not abused? They can know if you will. How can your competitors know that you are on your feet solid and to stay? They can know if you will. How can the world at large know that you are prosperous and progressive? They can know if you will. WILL WHAT? If you will put in the Egly Autographic Register System, adapted to your needs. This system insures every dollar sold saved. Makes forgotten charges and wrong credits impossible. Causes suspicion of clerks to disperse. Forces competitors to recognize your business judgment. Leads to greater confidence in your creditors, and satisfies the world at large, on whose opinion your success depends, that you are prosperous and up-to-date. If you will let us help you write for particulars to



L. A. ELY, Alma, Mich.

THE "STAND BY" CORSET

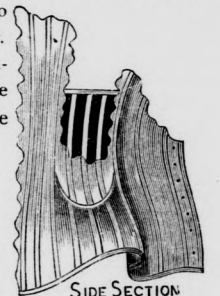


(Pat. Oct. 28, 1898.)

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

Christmas Presents

Remember we carry a good line of useful articles for Christmas Presents, such as Handkerchiefs, Neckties, Cuffs, Collars, Suspenders, Hair Ornaments, Jewelry, Perfumes, Umbrellas, etc. Don't wait too long this season in buying as you might find the lines broken later in the season. Our line is complete, having a larger assortment this year than ever.

P. Steketee & Sons,
Grand Rapids, Mich.

THE COMING CRAZE.

Why the Co-operative Store Will Not Thrive in America.

Kalamazoo, Nov. 20.—On reading the leading editorial in the last number of the Tradesman I am prompted to transcribe a few thoughts on the co-operative idea which has been recently running through my head. I have noted, as you state, that the tendency to establish co-operative trading schemes is becoming more manifest and I am inclined to agree with your prediction that it is a matter likely to assume serious importance in many localities.

One of the consequences likely to follow the present era of mutual admiration among English speaking peoples is the increased interchange of economic ideas. England is now manifesting a degree of willingness to accept almost anything in the way of American industrial methods and suggestions which a year or two ago seemed among the greatest of improbabilities. This is partly a result of the lessons of the Spanish war and the success of American bidders in English engineering undertakings. As the reciprocal of this feeling on the part of our British cousins Americans are looking for the best economic lessons to be learned from the English municipalities, for this seems to be a direction in which our crude urban civilization is most lacking.

For many years a number of the cities of England have been the subjects of various social, semi-social or economic experiments. Some of these have developed into conditions which command the attention of the world, and the lessons to be learned are destined to materially influence the development of modern civilization. Among the experiments which have claimed attention are some in the line of co-operation. These seem just now to gain the more notice from American students of civil economy, and other enquiries for something better than the accepted methods, for the reason as indicated above, that we are feeling especially kind to our English neighbors.

It is coming to be accepted that the true ideal of industrial economy is co-operation. Favoring conditions may make an industry successful in which the operatives are banded together and at war with the "bosses," but this does not prove the method to be the best one. A degree of success may be attained in spite of the antagonism, or on account of competitors being in the same situation, but a much greater success for all concerned would be the result of a common sense co-operation in the mutual work.

The term co-operation in some of the English experiments is made to include more than an amicable agreement in questions of labor or even a sharing of profits. In these are included the management of social and educational advantages, and even the distribution of the commodities of life. The result of such a degree of co-operation is to create veritable industrial communes, isolated from the rest of the world as far as the ordinary needs of life are concerned.

In cases where an industry is established in localities where there are no inhabitants, where a town is built by, and exclusively for, the new enterprise, there may be some reason for this sort of communistic co-operation. If the conditions are such that it is not considered advisable to admit other industries and general trade, and if there is a personality which can control and build up such a community there may be no very serious objections to such a course. It is a question in my mind, however, whether it would not be better in the long run, in most, if not all, cases, to encourage the addition of other people and interests to the community.

As you note in the editorial to which I have already referred, the craze seems to be spreading in this country to establish co-operative stores in connection with industries everywhere. In some instances the undertaking is the result of a real philanthropic interest on the part of the projector—is the result of studying the careers of William Morris and other social theorists. It makes no difference where these fanatics may be lo-

cated, they undertake to establish a commune which shall withdraw from some of its natural relations to the world about it.

Our American municipal life is so complex and so intimately dependent upon the whole commonwealth that the establishment of communal organizations is an incongruity which can not be afforded. The growth and development of our new cities create a continual demand for additional trade and industries. To secure such aids to growth local organizations, such as boards of trade and business men's associations, are made necessary. These encourage the coming of new enterprises and reach out for trade in all lines. What, then, is the effect of establishing co-operative stores in connection with industries in these cities? If this feature of co-operation means anything it means the withdrawal of patronage from the regular stores. To have an excuse for existence such enterprises must offer special advantages to its members or beneficiaries. These advantages must be such as are not enjoyed by the Gentile world around. Now if these real advantages were to exist, what would be the effect upon the outside stores except to discredit and injure them?

The co-operative store, if a successful one was possible, would be an alien institution in American civilization. The man who establishes such a store is an enemy to the town in which it is located. To the degree that such an enterprise might be successful it would drive legitimate trade to other centers. They are not successful, for the reason that the distribution of merchandise involves a cost which is properly borne by the people served, and any advantage which might be obtained by the economy of co-operative distribution is more than offset by the elimination of competition in original markets. From the nature of the case the manager of the co-operative store must be a "soft mark" in most of the lines of trade he is trying to cover.

There may be localities and conditions in England where the co-operative store idea is possible, or even desirable, but even there it can never be the rule, and in this country its exploitation will invariably work injury to its locality to the degree in which it is successful, but this fact need cause but little worry, for continued success is impossible. In a few instances, where managed by a strong personality, an apparent success and advantage may be obtained for a while, but this will prove temporary and eventually the general laws of trade will resume their sway. Notwithstanding this feature of the situation, the craze seems already to have attained considerable magnitude and, before it dies out, will doubtless cause serious annoyance in many places.

Tit For Tat.

A Scotch parson once upbraided the blacksmith of the village for not paying his church rate.

"But I never go to the kirk," said the blacksmith.

"That is your fault," said the minister; "the kirk is always open."

A few days later the blacksmith sent a bill to the minister for shoeing his horse. The minister indignantly protested that his horse had not been shod.

"That's your fault," said the smith; "the forge is always open."

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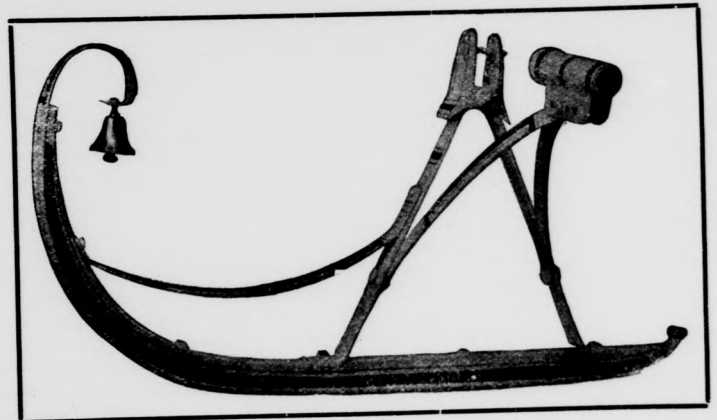
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E. A. STOWE, EDITOR.

WEDNESDAY, - - NOVEMBER 22, 1899.

STATE OF MICHIGAN } ss.
County of Kent

John DeBoer, being duly sworn, deposes 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. 15, 1899, and saw the edition mailed in the usual manner. And further deponent saith not.

Sworn and subscribed before me, a notary public in and for said county, this eighteenth day of November, 1899.
Henry B. Fairchild,
Notary Public in and for Kent County, Mich.

SAVAGE VS. SAVAGE.

The gridiron is again the National emblem. Until Thanksgiving it will stand first in the hearts of the young American. From the teasead head of the university student in padded armor to the valiant defender of the game in the kindergarten the knight errantry of the Western World stands ready to enter the lists and with lowered visor and level lance rush to the resounding shock.

The field where these knights contend is circled by a throng as brilliant as those which brightened "the Cloth of Gold." Beauty in purple and loveliness with all the charms of graceful and worthy womanhood look down upon a scene as animated and as thrilling as those which the crowds cheered at Ashby or in still earlier times thundered their applause from the crowded seats of the Roman amphitheater. The contestants are the flower of American manhood. Born to the purple, bred at the most renowned institutions of learning, they have laid aside the cap and the gown of the scholar, and donning the garb of the gridiron, walk out upon the field to fight for the honors of the pig-skin.

It is a goodly sight. Physical development, the result of intelligent training, has adorned the arena with living statues of Apollo and there they stand in the stalwart strength of young manhood the happiest combination of brain and brawn which civilization has so far produced. No wonder the crowds applaud. The Grecian days have returned and this, the stadium, is thronged with people to see the Olympic games. The signal is given the contest begins—and the delusion is over. It is barbarian against barbarian, or worse than that, savage vs. savage.

How true this statement is needs no proof. The struggle is simply a fight. Hardly a game is played without more

or less slugging. The players rush against one another and the side with the greater avoirdupois and the larger amount of momentum has the greater chance of winning. The man with the ball is thrown down and the others jump on him. If the breath is crushed out of his body and he loses consciousness restoratives are applied until he is himself again; or disabled, dying, dead, the unfortunate athlete—shall we call him pugilist?—is carried from the field. Bulls and prize fighters offer a spectacle hardly less brutal than these men picked from the ranks of scholarship. The gate money is divided among them. Bets are staked upon the outcome and whatever has been looked upon as debasing in the prize ring and the bull fight has its faithful counterpart in this National game—savage vs. savage.

There is another side to be considered: The prize fight seems to have certain limits beyond which its baneful influence does not go. Not so with this respectable savagery. The higher the institution of learning the greater the number of followers in the secondary and lower schools and to-day no high school—and certainly no respectable grammar school—deserves the name in town or country which does not have its football team. There is a game now in progress. The average age of the players is possibly 14. They are clad in raiment which is considered "the thing" for the game. The shins are guarded; the pads for legs and shoulders are not wanting; bars of thick leather protect the head, and the undeveloped noses of the halfgrown players have the conventional guard. The "oval" cuts its inverted festoon through the air and the fight begins. There are the same slugging—only more of it—the same falls and bruises, the same swearing, the same everything; and the community, in reading the account of the contest in the local newspaper, is satisfied that the schools were never so prosperous as now.

The defenders of the game affirm that there is nothing like it to bring out the manly qualities of the young; that the exercise attendant upon it is making the vigorous, healthful body a worthy temple for the heaven-sent soul; that in it is found the best means of combining a sound mind with a sound body, and that there is nothing equal to it in preparing the plastic mind and the supple body of young American manhood for the sunshine and the storm, the prosperity and the vicissitudes of its cherished future.

The Tradesman has no desire to refute this opinion. It has observed, however, that the idea is gaining ground among the college faculties of the country that there are features of the game which should be eliminated; and it has also come to the conclusion that, in spite of all the advantages of soul and body which the lovers of the game delight to claim for it, let it once be decreed that there shall be no more matched games played—one college with another or one team with another not belonging to the same university or school—and football even on Thanksgiving Day would be a game as "dead as the bulrushes around little Moses on the old banks of the Nile."

A good giraffe skin is worth from \$10 to \$20 in South Africa to-day, and much more in Europe. On their hunting trips ten or fifteen years ago it was a common matter for one hunter to kill forty or fifty of these graceful animals in one day.

GENERAL TRADE REVIEW.

The long stringency in the New York money market, which has acted as a potent bear factor for many weeks past, seems to have finally come to a termination. The change has been quite generally attributed to the offer of the Government to purchase its bonds, but it is a question whether the relief was owing to the action of Secretary Gage or whether the natural conditions of the market made the change. Whatever the cause the recovery since the changed financial situation has been rapid in both transportation and industrial stocks. Sales in both kinds of stock have been heavy. In transportation stocks the support of heavy earnings has been effective. These are reported as 5.4 per cent. larger for the portion of November now past, as compared with the same period last year, and exceeding the same time in 1892 by 17.4 per cent. Chicago eastbound tonnage in half of November exceeds that for the same time last year by 28 per cent. and that of 1892 by 95 per cent. One of the unfavorable effects of the tremendous transportation traffic is the scarcity of cars, which seriously affects the situation in many localities.

A favorable indication as to the general situation is the continued heavy movement of both export and import trade. At the present rate the excess of exports for the month promises to be about \$50,000,000, a rate which will keep the balance of trade in a healthy condition. It is of interest to note that the foreign demand for our mechanical products is unabated. Among recent contracts is one for half a million worth of street railway material for Glasgow and another for 25,000 tons of wire rods. While cotton and wheat show a less export movement than last year, there is enough of general and mechanical products to give assurance to the situation.

While as compared with last year wheat export shows some falling off it must be remembered that last year's movement was phenomenally heavy. Corn has more than made up the difference in the showing, heavily exceeding the movement of last year. Western receipts have been unusually light and the price of both grains has shown a slight gain.

Of the two great textile staples the movement of cotton has been unusually and unexpectedly light, while that of wool has been phenomenally heavy. Prices have been well sustained, and the price movement in both manufactures has been upward, with improving demand. The advance in the prices of boots and shoes has operated as a check to the heavy movement of recent weeks, but it is still higher by 12 per cent. than for the same weeks of any preceding year.

In the degree of price advance and in activity iron still takes the lead, and yet there are indications that in some lines the limit has been reached. Old orders having been filled, some works are reaching out for new at a slight yielding from the pressure of past months and bars, plates and sheets show some yielding. On the other hand the prices of pig are well maintained and there seems to be a certainty that high freights will keep up the price of ores and other raw materials. The reaction in minor metals is still in evidence, but the change in price will only encourage the larger business which would be checked by maintaining so great an advance.

The volume of all trade indicated by the clearing house returns is now 18 per

cent. above last year and 56.9 larger than in the same time of 1892.

AMERICAN MERCHANT MARINE.

The annual report of the Commissioner of Navigation has been made public and some interest attaches to it because of the larger place that the merchant marine is beginning to fill in the public mind. The Commissioner states that the shipbuilding industry has fully shared in the prosperity which has prevailed in every other branch of commerce and industry, but he points out that the increase in tonnage has been confined almost entirely to the coasting trade, which is now the largest possessed by any nation in the world.

In the matter of American tonnage registered for the foreign trade, the Commissioner's report shows that but little headway has been made. This he attributes to the fact that the leading maritime countries pay larger subsidies than the United States, while the cost of ship construction and maintenance is less than is the case with American shipping. Elaborate statistics are presented to show how much greater is the pay to American seamen than to those engaged in the foreign merchant marine.

The Commissioner does not believe that the adoption of a policy of free ships as applied to foreign trade would be productive of satisfactory results, because of the greater cost of operating a ship under the American flag than under a foreign registry. He also points out that Congress has already stamped with its disapproval the proposition to grant American registry to foreign-built vessels engaged in the foreign trade.

He advocates strongly the adoption of the ship subsidy bill known as the Hanna bill, which carries with it an annual expenditure of \$9,000,000. He believes that the application of this measure would equalize the advantages now possessed by foreign shipping over American shipping engaged in the foreign trade; hence he strongly urges the adoption of the proposed ship subsidy legislation.

The importance of building up an American merchant marine for use in the foreign trade is dwelt upon at length. The most important consideration advanced is the aid that a large merchant marine affords to the navy of a country in time of war; hence it forms an essential part of the general scheme of national defense. In the second place, an American merchant marine engaged in the foreign trade would retain at home a good portion of the vast sum now annually paid out to foreign tonnage for transporting our products abroad and bringing back to our shores such foreign products as we consume. Lastly, it would be of great advantage to be able to carry our mails in our own vessels, as it would insure a better service.

It is said to be the unwritten rule of Boer warfare to kill the enemy's officers. For this purpose the Boer commander generally selects six of his best marksmen and instructs them to shoot simultaneously at the particular officer in view, and they would rather kill a general than a sergeant any day. Their idea is to leave the foe leaderless.

The failure of the scheme to reorganize the Carnegie steel interests within the time fixed is said to have cost four men, one of whom was Henry C. Frick, \$250,000 each—the \$1,000,000 going to Andrew Carnegie for no other consideration than their inability to meet the terms of the option given to them.

How a Husband Learned a Lesson He Didn't Forget.

Written for the Tradesman.

Like all practical jokers Tad Inwood sometimes carried the joke too far, nor did discretion always suggest to him the proper victim. Like too many men he rather liked to make a sacrifice of the wife of his bosom, who, like the rest of the human family, objected whenever he felt like it to climb Isaac-like upon his hastily-constructed altar and wait for the descending knife which no power above or below could stay. Time and again he had subjected her to the laughter of his friends; time and again she had pleaded with him not to repeat the annoyance and when one evening in a roomful of friends he turned the laugh against her, the flush that unfurled its red banner in her face proclaimed to those who knew her that the time for retribution had come.

The offense was not a dreadful one. The culprit had only caught up the evening paper and asked the company to listen to a pleasantly turned squib: "When Mrs. Meadowlark asked her husband for money to pay for her new fall gown, he gave the usual groan, remarking that he didn't care so much for the cost of the gown as he did for the photographer's bill a week or two later. Whenever Emily had a new dress, every one of the dear five hundred had to have a photograph"—an item innocent enough in itself; but when Inwood added, as he tossed the paper upon the stand, "My wife, you know, was a Meadowlark," the laugh which followed and in which Mrs. Inwood joined, as she had to, was the bugle-blast of a contest farther on.

Inwood thought he should "catch it" when the company had gone. To his unbounded surprise she didn't do or say a thing and in his heart he was glad that, at last, Emily had seen the utter uselessness of getting mad with him or of trying to reform him. Fifteen years of effort had ended in hopeless failure and he rejoiced that the end had come.

The next morning, after Tad had been heartily kissed and sent off to the office, Mrs. Inwood began a systematic rummaging from attic to basement. She met, as she knew she would, with rich rewards. She found in one old drawer by actual count fifty old photographs of her beloved Tad, and as luck—"luck!"—would have it every photo pictured a different suit. In another odd closet, rarely visited, she pulled into the light a couple of his old shoe boxes with covers lifted and sides bulging with pictures of Tad and the children. Tad, Jr., and Lilian. She laughed as she looked at the collection, representing every attitude known to the photographer, with some rather remarkable ones which had emanated from her husband's fertile brain. This form of amusement had gone on until both children had rebelled, and then came pictures of a later and more recent period when pictures of Tad's handsome face were brought home as so many souvenirs of this town and that one which, as traveling man of the firm, he had visited. Sometimes there were groups of three or four—"We fellows had been having a good time and had the pictures as a sort of reminder, you know," but it was noticeable that Tad always had the center of the picture, "the observed of all observers."

With the rewards of her rummage before her she sat down in their pleasant parlor to determine what she should do with them. While there were enough

to border the room two deep, with a numerous remainder, the distance was too great for the eye to note the variety of clothing, the point that rankled like an arrow in Mrs. Inwood's heart, and finally she removed the pictures which adorned the parlor and substituted pleasing designs: a star on one side, a four-leafed clover on the second, a mammoth heart on the third, while a huge Greek cross occupied the remaining side of the parlor.

That done she penned a dainty note to each of the company who had helped her laugh at herself the evening before, and a few extra ones to some of Tad's acquaintances who knew and had often laughed at his weakness, saying that the affair was a small dinner party at 6 o'clock, a surprise to Mr. Inwood—an invitation which no one must think of declining. Would they kindly be there by a quarter to 6?

The dinner was not to be an elaborate affair, but all the daintier on that account, and the rest of the morning was given to the details. It was only the paying off of a practical joke, the giving the best husband in all the world to understand that the laugher must expect to be laughed at sometimes and that it is not the easiest thing in the world to have one's foibles held up to ridicule.

Half past 5 came and brought Tad Inwood whistling and singing into the front hall. He found Emily, pretty as a pink, ready with a kiss—How are you, Judas!—to receive him, and looking especially charming in a tie of his favorite red pinned at her throat. She went with him to their chamber while he was dressing for dinner, a piece of formality he had always kept up, and while she was entertaining him with the day's happenings and gossip she could hear Nora opening and closing the front door and knew the company were gathering.

"There, come on, dinner will be stone cold. I heard the clock five minutes ago. Nora's forgotten to light the gas in the hall. You always have matches in your pocket; light it and then go into the parlor and light that in there. Nora's getting too careless for anything."

So, lighting the hall gas, into the parlor Inwood went, striking or trying to strike the match on his trousers on the way. As luck would have it three matches in succession "went back on him" and wondering under his breath "what was the matter with the d—d matches," he impatiently succeeded with the fourth attempt and flooded the parlor with light, to find himself the center of a circle of admiring and laughing friends. Before the fun subsided Mrs. Inwood took Guy Remington's arm and led the way to the dining room and Tad, wishing he hadn't been quite so free with his adjectives, brought up the rear with Mrs. Remington, who did what she could to condole with him on the cussedness of inanimate nature generally and of friction matches in particular.

The dinner was a success, as the Inwood dinners always were. Mrs. Inwood knew how and that's all there was to that. It was remarkable how naturally the conversation turned to photography as a fine art and how it was kept up without anybody's getting tired of it. Remington became reflective and dwelt with a touch of pathos on the photo, especially in what he called "the pin-feather period of human biped existence as it developed in the male" and maintained with needless persist-

ency that the photographer's art when faithfully followed made the pen of the biographer unnecessary. The subject was presented in all its bearings and when at last Mrs. Inwood rose from the table, she felt convinced that her parlor walls would emphasize what had been already expressed.

"Now, Tad, if you and Mrs. Remington will arrange the tables we'll have some duplicate whist. In the meantime I want you all to study my new mural decorations and tell me what you think of them."

So prepared, Tad with the rest sought the parlor, where the feminine "Oh!" after the similitude of a bunch of fire crackers, was drowned in the occasional explosion of the masculine expletive.

"You have done wonders with the material you had on hand," remarked Mrs. Remington to her hostess, when the tumult had sufficiently subsided. "The grouping of the early pictures in the sweet flush of early manhood in the star is especially touching. It's the star of hope, I suppose. This picture with the pimply promise of the reluctant beard is a treasure and is worthy the prominent place in the center of the collection. The pose is fine and the artist has taken advantage of the opportunity to make prominent the unusual development of the hands and feet. I particularly like the novel feature of holding a large album in the hands. You notice that the smile on Mr. Inwood's face indicates his pleasure in contemplating the likeness of his grandmother."

"Yes, the whole thing is fine, if one cares to go to such extremes," Phil Brewster interrupted, "but to my mind this gathering in the heart has its own lesson of tenderness for the beholder. It was evidently taken when 'the young man's fancy lightly turns to thought of love.' The picture has historic value as an illustration of the styles of that day, when 'hand-me-downs' were commoner than they are now. It shows, too, that Mr. Inwood often had one, for every blessed picture here was taken in a new suit. By the way, Inwood, what was that little remark you made last night about Mrs. Inwood's having to have her picture taken every time she has a new dress?"

So that was it. That was why this surprise dinner party was given in his honor. For a moment anger took him by the throat and choked him until he was red in the face. Brewster's tormenting laugh and the look gleaming from his wife's exultant eye were almost too much for him. Then his good sense came to him and, remembering that silence is golden and "holds the door against the strife of tongues and all the impertinences of idle conversation," he assumed the air and attitude of a man who is determined to show "how sublime a thing it is to suffer and be strong," with the mental reservation that he'd give that Phil Brewster a back hander if he got a good chance.

"There is no doubt that the hands in the first group generously suggest the hand of Providence," said Jim Jameson, "but I don't want any of you to miss the resignation resting like a benediction upon the features of the happy father in the clover group. My wife calls that my don't-want-to-go-to-circus-with-the-children expression and that, when I have it, money couldn't keep me away."

"I beg none of you to forget that the fourth side of the parlor remains uncriticized," said Tad when there began

to be a lull in the fun. "It was a stroke of genius which gathered the photos into a cross and brings the biography up to date. You don't see any little arms clinging to the neck. There isn't any little velvety cheek snuggled down to mine; but you'll notice the same far-away-somewhere look in the pictures there and a little bit of lonesomeness, as if something was gone which would never come again. The face of each picture has more and more of it and I don't believe there is one of you clever enough to account for it. Brewster is the only one who can do it and he would make bungling work of it. It may seem as if I was parading a bit of condensed wisdom, but all of us in one way or another are living in a sort of circle. In one sense I'm completing my circle. The longing look in the pictures shows it—except the last. Just before that was struck off, it occurred to me that without knowing it I had passed the one hundred and eightieth degree of my circle and was getting rapidly back to where I started from. You can see there is something of the 'pimply promise period' in this last picture. A year from now, if I can wait so long, you will find the rapture found in the faces of the heart group. Somehow I like everything there is about those photos—the big ties, the 'hand-me-downs' and the lovelorn-lover look in the faces. I can't help feeling as the days go by that I shall be all right when the circle reaches that point. Then I'm going to have my last picture taken and I'm going to put it up in one corner of my chiffonier glass and, in the opposite corner, this," and as he pronounced the last word he drew from his inside vest pocket the companion picture, his wife's, of the one which Brewster had made fun of in the "heart" group.

"I think the two will look pretty well together. Anyway that's what's bringing back to my face the old look; and if it won't sound too la-de-dah, I'm going to say that if there is anything in this world that will make up for the loss of the little arms around my neck and of the contact of the children's rosy cheeks with mine it will be the heart of this little woman who has been completing the circle with me all these years."—He gazed fondly at the picture—"I think, Emily, we'll go down to the photographer's to-morrow, if you say so," and in spite of a little weak resistance he kissed her plump on the mouth.

After the party had gone home and the two were in the privacy of their own chamber there was a little hand that crept up around Inwood's coat collar, and a sweet, gentle voice very near his face said softly, "I'm sorry, Tad, that I did it; and yet, if I hadn't, I shouldn't now be the gladdest, happiest woman that the night looks down upon."

Tad laughed and for more reasons than one, replied: "O, that's all right!"

Richard Malcolm Strong.

Lay Aside All Prejudice.

Be honest, says the Book-keeper, and always speak well of your competitors. In endeavoring to disparage them you but lower yourself in the sight of those whose good opinion is most worth having. By appreciating, and speaking well of your rivals, you show yourself a human being free from prejudice, and fit for any responsibility which may come in your way.

Friendship is that feeling which keeps women from telling one another where their shirtwaists don't fit in the back.

LOAN ASSOCIATIONS.

Their Influence on the Individual and the Community.*

It would be presumption on my part to attempt to say anything new on the subject of building and loan associations to an assembly of gentlemen most of whom have had more experience and observation in such matters than myself, and I shall not make the attempt.

The subject on which I am to speak, "The Local Association and its Influence Upon the Individual and Community," is one which has been discussed at every meeting of the State League and of the United States League for years. It may, however, be profitable for us again to consider briefly the advantages of the local association to the member and to the community; to the investor and to the borrower; also its influence and effect upon the individual and upon the public.

First, let us get at the true purpose of the association, which is to encourage industry and frugality among the younger members, to assist in building or buying homes for men of families, and for a safe and profitable investment for men of means. We find, also, that this co-operative plan is simple in character, educational in methods, unselfish and Christian in its essential principles.

As our associations are made up largely of young men, let us consider the effect, both upon the person and the public, where a young man just becomes a wage earner is induced to become a member of a building and loan association and so make a regular systematic saving. He is not only laying a foundation for a home, or possibly accumulating what will sometime become capital to start him in business of his own, but he has taken the first step toward becoming economical and prudent. He soon takes pride in the fact that he is a stockholder, speaks of "my book," "my stock," or "our association," becomes stimulated with the idea that to become a capitalist, even in this small way, he must save as well as earn, and the money that might have been used in selfish indulgence, at the gaming table, in saloon or billiard room, finds its way to the treasury of the association and again a step is taken in the right direction, this time towards sobriety and morality as well as economy and wealth, and the public is beginning to feel the effect of the change.

This is not a compilation of statistics, but perhaps a single annual report may be allowed: In New York City last year there was paid for theaters \$6,000,000, for cigars and tobacco \$30,000,000, for beer \$30,000,000 and for wines and liquors \$70,000,000.

It is pleasing to learn that our city schools have already awakened to the idea that it is very beneficial to the young to educate them to make a regular systematic saving and they are making an effort in that direction and are encouraged by the showing that to-day there is nearly \$16,000 deposited in the banks to the credit of the children of the Grand Rapids schools, which was accumulated by the penny school saving system.

And now, if I may digress still farther from the subject, I wish to say that the duty of the secretary of a local association is not all done when he has carefully seen to all of the securities and that his cash balances. An encouraging word at the right time to some young member about his book, his dues or his savings may have an influence for good in the formation of that member's character. "Kind words fitly spoken are like apples of gold in pictures of silver," said the wise man.

To return to the subject, let us next consider the man with a small family and steady work who has bought a home on the building and loan plan, but further than to say that this is the very best way for him to buy we shall not consider him from a financial point of view, but the general effect upon himself and the community arising from the

fact that he has a home. We believe that he is a happier man, a kinder husband, a better father, neighbor and citizen when he feels that the roof that shelters his family is his own. "The beggar polishes his crutch for the same reason that a king gilds his crown. It is his own." To be sure, there is a mortgage on his property; but he has not to worry for fear that it will soon become due and must be paid in full or perhaps the home be lost. His payments can be met with a little effort each week and do not cause him any uneasiness. Still, while he is contented—and "A contented mind is a continual feast"—he is not likely to be lulled into that false feeling of security that is apt to come to one whose payments are due a year or more in the future. By a little economy he can adorn his house—paint, paper and furnish slowly—which he probably would not do if he was likely to move in a month or two. The neighbor sees the difference, from the fact that he plants a tree here or a flower there. The broken pane is replaced by a new one, the lawn is kept more tidy and the sidewalk in repair. Taking a proper pride in the way he is prospering, he naturally tries to induce his neighbor or fellow workman to pursue the same course and begins to enquire for a good chance for his friend to buy. Thus he gets a better insight into the value of property and methods of doing business and becomes interested in the right expenditure of public money, which affects him as a citizen and a taxpayer.

Looking at this subject from the manufacturer's or any other employer's point of view we can see at once that if this saving method has the moral effect that we claim for it any person having men in his employ would be glad to know that they, as teamsters, clerks or workmen, are adopting this method.

Said a manufacturer to me only a few days ago: "If I employ two young men and one of them saves a dollar or two each week and the other spends the same amount foolishly or, to use his own expression, 'blows it in,' I shall expect within five years to find the one with a nice little sum saved and to find the other at police headquarters." It is not a pleasant thing for an employer to know that while he is paying his men good wages every week they are spending their money for that which does them no good while their families are actually suffering for the necessities of life or are applicants for help at the Charity Organization Society. Now I do not wish to be understood as saying that a man who is spending his money unwisely is necessarily intemperate or immoral. Not at all. A young man of my acquaintance who has been married eight years, has only one child and has had a good salary all the time, who is strictly moral, of unquestionable habits, and no one would accuse him or his wife of being extravagant, told me that there had never been a month during the eight years that he could not have saved \$10 without any serious inconvenience, that he had declared again and again that he would deposit \$10 in the bank the next pay day, but that he was ashamed to own that he not only had never deposited a dollar in any bank, but that he was actually \$50 in debt.

Next we are to consider the local association as a safe and profitable investment for men of means. The safety of an association, of course, depends upon the honesty of the officials and the good judgment of those who consider the advisability of loans. Said an elderly gentleman to me not long ago, "I can not understand how it is that your associations make so few poor loans while I have had to take a number of pieces of property on my hands lately and have lost heavily." My answer was this: "You, as a professional man, although you stand high in your profession, have probably not had much experience in judging of the values of real estate and must depend largely upon the judgment of a real estate man who is profited by your making the loan. With us no loan is made unless recommended by three of the very best judges of real estate in the city, and who are personally interested

Crockery and Glassware

AKRON STONWARE.

Butters	
½ gal., per doz.	40
1 to 6 gal., per gal.	5
8 gal. each	48
10 gal. each	60
12 gal. each	72
15 gal. meat-tubs, each	1 05
20 gal. meat-tubs, each	1 40
25 gal. meat-tubs, each	2 00
30 gal. meat-tubs, each	2 40
Churns	
2 to 6 gal., per gal.	5
Churn Dashers, per doz.	84
Milkpans	
½ gal. flat or rd. bot., per doz.	40
1 gal. flat or rd. bot., each	4¾
Fine Glazed Milkpans	
½ gal. flat or rd. bot., per doz.	60
1 gal. flat or rd. bot., each	5½
Stewpans	
½ gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball, per doz.	1 10
Jugs	
¼ gal., per doz.	40
½ gal. per doz.	50
1 to 5 gal., per gal.	6
Tomato Jugs	
½ gal., per doz.	50
1 gal. each	6½
Corks for ½ gal., per doz.	20
Corks for 1 gal., per doz.	30
Preserve Jars and Covers	
½ gal., stone cover, per doz.	75
1 gal., stone cover, per doz.	1 00
Sealing Wax	
5 lbs. in package, per lb.	2
FRUIT JARS	
Pints	4 00
Quarts	4 25
Half Gallons	6 00
Covers	2 00
Rubbers	25
LAMP BURNERS	
No. 0 Sun	37
No. 1 Sun	38
No. 2 Sun	60
No. 3 Sun	1 00
Tubular	45
Security, No. 1	60
Security, No. 2	80
Nutmeg	50

LAMP CHIMNEYS—Seconds

Per box of 6 doz.	
No. 0 Sun	1 28
No. 1 Sun	1 42
No. 2 Sun	2 12
Common	
No. 0 Sun	1 50
No. 1 Sun	1 60
No. 2 Sun	2 45
First Quality	
No. 0 Sun, crimp top, wrapped & lab.	2 10
No. 1 Sun, crimp top, wrapped & lab.	2 15
No. 2 Sun, crimp top, wrapped & lab.	3 15
XXX Flint	
No. 0 Sun, crimp top, wrapped & lab.	2 55
No. 1 Sun, crimp top, wrapped & lab.	2 75
No. 3 Sun, crimp top, wrapped & lab.	3 75
CHIMNEYS—Pearl Top	
No. 1 Sun, wrapped and labeled	3 70
No. 2 Sun, wrapped and labeled	4 70
No. 2 Hinge, wrapped and labeled	4 88
No. 2 Sun, "Small Bulb," for Globe Lamps	80
La Bastie	
No. 1 Sun, plain bulb, per doz.	90
No. 2 Sun, plain bulb, per doz.	1 15
No. 1 Crimp, per doz.	1 35
No. 2 Crimp, per doz.	1 60
Rochester	
No. 1 Lime (65c doz)	3 50
No. 2 Lime (70c doz)	4 00
No. 2 Flint (80c doz)	4 70
Electric	
No. 2 Lime (70c doz)	4 00
No. 2 Flint (80c doz)	4 40
OIL CANS	
1 gal. tin cans with spout, per doz.	1 40
1 gal. galv. iron with spout, per doz.	1 75
2 gal. galv. iron with spout, per doz.	3 25
3 gal. galv. iron with spout, per doz.	3 75
5 gal. galv. iron with spout, per doz.	4 85
3 gal. galv. iron with faucet, per doz.	4 85
5 gal. galv. iron with faucet, per doz.	5 35
5 gal. Tilting cans	7 25
5 gal. galv. iron Nacetas	9 00
Pump Cans	
5 gal. Rapid steady stream	8 50
5 gal. Eureka, non-overflow	10 50
3 gal. Home Rule	10 50
5 gal. Home Rule	12 00
5 gal. Pirate King	9 50
LANTERNS	
No. 0 Tubular, side lift	4 50
No. 1 B Tubular	7 00
No. 13 Tubular, dash	6 75
No. 1 Tubular, glass fountain	7 00
No. 12 Tubular, side lamp	14 00
No. 3 Street lamp, each	3 75
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, box, 10c.	45
No. 0 Tub., cases 2 doz. each, box, 15c.	45
No. 0 Tub., bbls 5 doz. each, per bbl.	1 78
No. 0 Tub., bull's eye, cases 1 doz. each	1 25

THE HENRY A. NEWLAND GO.

162, 164, 166, 168 Jefferson Ave.
DETROIT, MICHIGAN.

In the Market Stronger Than Ever.

Manufacturers of
a full line of

Umbrellas

ranging in price from
37½c upwards.

These superior lines—
The Always Reliable
Wolverine Brands—

May be secured by—
Waiting for our sales-
man,
Writing for Sample Or-
der,
A Personal Visit when
in Detroit.

We Promise Prompt Attention.



THE HENRY A. NEWLAND GO.

*Paper read at recent State convention of building and loan associations by O. E. Belden.

in having the security of our loans ample." Again, our security becomes better with each payment made, as the book is assigned as collateral for the loan, and our risk becomes less each week instead of more as is the case in an ordinary loan.

As for its being a profitable investment, experience teaches us that the greater part of those who remain in an association until their stock matures are either borrowers or men of means, and while in many cases the real benefit to the man who withdraws his stock is more the accumulating of an amount of money or the habit of a systematic saving than the interest of the stock withdrawn, it is a fact that those who are financially able to continue to the end of the series will be benefited by the withdrawals of others, so that it always proves to be a profitable investment for them.

I must now speak a word of praise for those business men, our directors, who are kind enough to come to the meeting of the board so often after having spent the day with the cares and duties of their own affairs and consider carefully the best interests of the association in which they are comparatively so little financially interested themselves. Merchants, bankers and manufacturers must have in mind something more than their own financial interests in an association to cause them to assume such a responsibility. What is their object then but to better the condition of the less fortunate members? And am I not justified, in view of such philanthropy, in saying that the association is unselfish and Christian in its principles? Then let us conclude this subject with the following thoughts: The best age that the world has ever seen is the present age. There never was a period in the history of this country when all the conditions of social and political life were so favorable as to-day. There never was a time when the humblest man might have a home of his own—so easily as he can now. There never was a time when such an effort was made for the advancement of sobriety and morality. Philanthropy was never more sincere or benevolence more openhanded. The world is moving onward and to-morrow will be better than to-day. Are we then saying too much when we give the building and loan association a prominent place in the list of educational and moral institutions? Are we claiming too great merits for ourselves when we say that, looking at the working men of our cities, we find more of them own their homes, more of them are honest, temperate and industrious, and kind fathers, good neighbors, and respected citizens from the influence of the local building and loan association?

How the Old Woman's Prophecy Was Fulfilled.

The young mother had died when the boy was born, and so they gave the little creature over to the care of his grandmother—her mother. In those first days of bereavement and sorrow there was no tenderness for the child in his father's heart, rather a savage bitterness as against one who had robbed him of love and home and happiness, and he was glad when the old woman journeyed back to her own home, taking with her the sound of that feeble, wailing voice, whose every cry made his own wounds bleed afresh. With her, woman-like, it was different. It seemed to her that her heart must have broken except that baby hands of healing were laid upon it and she felt that even the grave had not robbed her wholly as long as she had this living link with her beloved dead. In time, indeed, she seemed to almost forget her loss, and as the child grew she confused him with his mother and often called him by her name. Sometimes she would call to him, asking where were Tom and Mary and the other children—men and women this last twenty years—and when the little

lad would laugh with glee, and answer, "Why, grannie, dere isn't any other children only me," she would smile wistfully and say that she was growing old, and she forgot. Youth and age are the two ends of the journey of life where they meet. The old come back to the starting point, and are interested in the simple things that amuse little children, so the two were comrades, who never wearied of each other's company. She went back in memory to her own childhood, and lived over its joys with him, and in the twilight of the dawning and the ending day they sat hand in hand, while the young eyes looked into the future and he told of the wonder and glories and riches he was going to achieve when he was grown big—big as a man—and how he was always going to bring them home to lay at grannie's feet. To the old woman there was nothing else in life but the child, no hope but what was bound up in him, no love but what he gave her, no interest that he did not inspire. Now and then a neighbor, unconsciously cruel, would ask her what she would do if the child's father should marry again and demand the lad, and the old face would grow ashy white with fear, and she would clutch him to her and cry out that nobody should take him while she lived. At last the catastrophe that, in spite of her denials, had dimly overshadowed her, occurred. The father married. Of himself, perhaps, and haunted by a memory of the dead wife that whispered to him to be merciful to her mother, he would have let the child stay with the grandmother, who had given him all the love and tenderness he had ever known; but the young wife was a woman with serious views. She said that the old grandmother was spoiling the child; that she was ignorant of the modern, advanced, scientific theories for the upbringing of children, and that the boy's education was being neglected. In the end, as one knew, she prevailed, and the old grandmother was told that she must give up the child that for four years had slept against her heart and become part and parcel of her very soul. She refused, with tears, with entreaties, and finally with fear and frenzy. Nobody should take him from her while she lived, she cried out over and over again, but all her tears and all her prayers could not help her. They came at last with a lawyer, and made her understand that she had no right in law, only in love, to the child, and that she was powerless to keep him against his father's wish. The child clung affrightened to her skirts and cried. She raised him up and pressed his dewey-red lips to hers, and then, just as they took him out of her clinging arms, she fell at their feet, and her prophecy was fulfilled. No one had taken him from her while she lived, for when they raised her up she was dead.

Warned Beforehand.

"Mamma, what would you do if that big vase in the parlor should get broken?" said Tommy.
 "I should spank whoever did it," said Mrs. Banks, gazing severely at her little son.
 "Well, then, you'd better begin to get up your muscle," said Tommy, gleefully, "'cos papa's broken it."

Looking For More Time.

Customer—How'd do? Have you any time to spare this morning?
 Tradesman—Certainly; plenty of it.
 Customer—Glad to hear it. I'd like to have 30 days more on that little bill I owe you.

ANNOUNCEMENT

TO THE TRADE:

We wish to call your attention to the fact that we manufacture syrups and jellies in Michigan for Michigan people. Ask for the "V C" brand.

VALLEY CITY SYRUP CO.,
 GRAND RAPIDS, MICH.

H. M. Reynolds & Son,

Manufacturers of

Asphalt Paints, Tarred Felt, Roofing Pitch, 2 and 3 ply and Torpedo Gravel Ready Roofing, Galvanized Iron Cornice, Sky Lights, Sheet Metal Workers and Contracting Roofers.

Grand Rapids, Mich.

ESTABLISHED 1868

Detroit, Mich.

Office, 82 Campau st.
 Factory, 1st av. and M. C. Ry.

Foot 1st St.

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.

J. F. Eesley Milling Co.,

Plainwell, Mich.

Michigan Fire and Marine Insurance Co.

Organized 1881.
 Detroit, Michigan.

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

D. WHITNEY, Jr., Pres.
 D. M. FERRY, Vice Pres.
 F. H. WHITNEY, Secretary.
 M. W. O'BRIEN, Treas.
 E. J. BOOTH, Asst. Sec'y.

DIRECTORS.

D. Whitney, Jr., D. M. Ferry, F. J. Hecker, M. W. O'Brien, Hoyt Post, Christian Mack, Allan Sheldon, Simon J. Murphy, Wm. L. Smith, A. H. Wilkinson, James Edgar, H. Kirke White, H. P. Baldwin, Hugo Scherer, F. A. Schulte, Wm. V. Brace, James McMillan, F. E. Driggs, Henry Hayden, Collins E. Hubbard, James D. Sandish, Theodore D. Buhl, M. E. Mills, Alex. Chapoton, Jr., Geo. H. Barbour, S. G. Gaskey, Chas. Stinchfield, Francis F. Palms, Wm. C. Yawkey, David C. Whitney, Dr. J. B. Book, Eugene Harbeck, Chas. F. Peltier, Richard P. Joy, Chas. C. Jenks.

New Buckwheat Flour

Our Buckwheat Flour has acquired a reputation for absolute purity and a sweet, nutty flavor. In ½s paper, \$5.00. In wood or 10 lb. sacks, \$5.20 f.o.b. Holland. Send orders.

Walsh-DeRo
Milling Co.,

Holland, Mich.

Take a Receipt for Everything

It may save you a thousand dollars, or a lawsuit, or a customer. We make City Package Receipts to order; also keep plain ones in stock. Send for samples.

BARLOW BROS.,
 GRAND RAPIDS, MICHIGAN.

In a Modern Mill

Everything is as clean as in a modern kitchen.

Lily White

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

Valley City Milling Co.,

Grand Rapids, Mich.

Shoes and Leather

Live Topics Pertinent to the Present Day.

There is in all towns and cities a class of trade that refuse to attach themselves to any particular store, but who make their purchases wherever their fancy happens to take them. Notwithstanding this, however, they are very desirable customers and unless you continue to keep the merits of your goods constantly impressed on their minds they will go to the man who does. For this reason if no other we endeavor to keep our advertising up to date.

* * *

We find that in newspaper advertising we are wasting our ammunition when we confine ourselves to arguments on the merits of our goods and prices, no matter how forcible we make them. The attention of the reader must be first attracted in such a way that he or she will read what you have to say and this you can not do without the use of cuts. We do not confine ourselves to the cut of a shoe but use sketches of all kinds. In using shoe cuts the best are none too good for us. Better use none at all than poor ones.

* * *

In speaking of advertising do not forget that a satisfied customer is one form and a very good one, especially when the customer is a woman. It is the saying of an old Chicago retailer that he would rather have one woman talking for him than a newspaper and while of course this is putting it a little too strong there is nevertheless considerable truth in it.

* * *

Time spent on cranky women customers is rarely, if ever, thrown away. It has been our experience that in time the ones who were the worst to start with became not only good customers, easy to wait on, but they never lost an opportunity to speak a good word for us. We have in mind at present several who when they first came to us would have tried the patience of Job, but by careful treatment on our part we now number them among our very best customers. We have heard shoe retailers say they would rather wait on ten men than one woman, but this is a mistake. Women are just as easy to wait on as men and when you have gained their confidence will do more to show their appreciation than men will.

* * *

Speaking of cranky customers reminds us of a conversation we overheard between a rather exacting lady customer and a clerk who never lacks for a convincing argument. The lady had inspected all the different styles without finding a pair made as she thought they should be and was deploring the fact that the new shoes were all made on the long, drawnout lasts; she preferred the old style short forepart, that when fitted allowed the toes to come clear out to the end. The clerk explained at some length the many advantages of the new over the old way, but she refused to be convinced, arguing that there was no sense in making more room in the shoe than was absolutely necessary to accommodate the foot and finally as a last and, as she thought, a very convincing argument said: "Do you mean to tell me you ever saw a woman's foot the shape of that shoe." "Madam," said the clerk quickly, "did you ever see a man's head the shape of a plug hat?" This was too much for her and she capitulated with good grace.

* * *

If dealers only realized what an im-

portant factor the fresh, clean, nicely arranged show window is, more attention would be paid to this part of the business. For instance, a number of shoppers are out for the purpose of buying footwear, and you may be sure every window will be thoroughly inspected before any purchases are made. If your window happens to be at its dirty and dusty stage they are almost certain to pass you by. The merchant who neglects his windows never knows how much trade he really does lose.—Shoe and Leather Gazette.

What It Might Have Cost.

"In a certain town in Vermont," said the Boston drummer, as he chewed away at a pepsin tablet, "I picked up a wallet containing \$500 in cash. There were papers containing the owner's name, and he proved to be the mayor of the town. I at once hunted him up and handed over his lost cash, and as he received it he looked me over and scratched the back of his head and said: 'I shall reward you, of course. How much do you think you ought to have?'"

"Nothing whatever, sir. I am glad to restore your property."

"But you expect something?"

"No, sir."

"Didn't you look for me to give you a cent?"

"Not a red."

"It doesn't seem possible," he went on, as he looked me over again, "but I'll have to take you at your word. Do you know what it might have cost me, sir, had any one else found this wallet?"

"I can't say, of course."

"I'd have to hand over at least 10 cents, sir, and they might have struck me for 15 or 25."

An Unpleasant Reminder.

James doesn't go to church often, but his mamma took him there last Sunday. Now she wishes she hadn't.

He sat demurely enough until the tenor, who indulges in a dreadfully inexcusable tremolo, had finished his solo. Then he spoke up.

"Mamma," he asked in a shrill whisper, "what makes the man's voice shake so."

"Hush, dear," said mamma. "I don't know."

"But, mamma," the little scamp persisted in a still louder whisper, "you know when papa's voice shook the other night you said it was beer?"

And that's why Jamie's church privileges have been so rudely cut off.

Equal to a Fairy Story.

Bilkins was seated in an easy chair enjoying his paper while his wife was busy with fancy work. Bobby, the 4-year-old son of the household, on the floor was fighting a battle with tin soldiers. Presently the little fellow tired of his play and exclaimed:

"Mamma, won't you please tell me a fairy story?"

"I don't feel like it to-night, Bobby," said Mrs. Bilkins. "Go and get your papa to tell you what detained him down town so late last night."

The devil doesn't have to wait for his cup of coffee before he goes to work in the morning.

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

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



**SEALS,
STAMPS,
STENCILS,
IGN MARKERS**

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



Shoes for Little Folks

Grand Rapids, Michigan.

Hirth, Krause & Co.

YOU NEED THEM

SHOES that will fit.
HOES that will wear.
HOES that bring comfort.
HOES that give satisfaction.
HOES that bring trade.
HOES that make money.

WE MAKE THEM

**HEROLD-BERTSCH SHOE CO.,
MAKERS OF SHOES,
GRAND RAPIDS, MICH.**

You Are Safe

In ordering your **BOOTS, SHOES AND RUBBERS** of us, as our lines and prices are right. We manufacture the best wearing goods to be had anywhere. Agents for the Boston Rubber Shoe Co.

Rindge, Kalmbach, Logie & Co.

10 to 22 N. Ionia Street,
Grand Rapids, Mich.

Lycomings Are the Best Firsts Keystones Are the Best Seconds

We are now prepared to fill all orders promptly. The sizes and toes which manufacturers could not furnish prior to Nov. 1, are now in stock.

GEO. H. REEDER & CO., Grand Rapids, Mich.

Clerks' Corner.

Clerks Responsible for Standing of the House They Represent.
Written for the Tradesman.

They were on the way home to dinner. Griswold had got in first and was already seeing what he could find in the evening paper. Brinsmade boarded the car at his corner and was busy running over in his mind the events of the day. Jack Bradley had made another ten strike which had led to good results and the general manager found it hard work not to tell Griswold all about it. He had settled down into the conviction that silence was best when Griswold broke out with, "Here's what will tickle you, Brinsmade, so you may as well have it. It will help you digest your dinner: 'A clerk is selected not only to be a seller of goods, but to his keeping are committed the honor, dignity and respectable standing of the house.' If that isn't sheer nonsense then I should like to know what is."

"I can tell you in two words: the reverse."

"You know better. 'The honor, dignity and respectable standing of the house!' Humph! I'd like to know where the stores of this city would stand to-day if there were any truth in that stuff."

"Exactly where they are standing now. 'A man is known by the company he keeps' is no truer a maxim than 'A clerk stands for the house he works for.' The law holds the principal responsible for the agent and the trading public 'sizes up' the clerk that waits upon it and labels the house accordingly. It's the same old straw we're always thrashing, Griswold, and there's no use in thrashing it. You are satisfied with your management and I with mine. You couldn't get along with Bradley and I wouldn't want to get along without him. You think you have a jewel in Mathews. I wouldn't trust him out of my sight. Now then, these men have been carrying out our ideas to-day each in his own way. Mathews would sell damaged goods as first-class and you'd praise him for doing a smart thing. Let Bradley do that in my store and I'd discharge him. That's all there is to it, Griswold. Think of this and I'll talk it over with you again sometime. Good night."

Griswold liked Brinsmade, but he put him down as the crankiest crank that walked the earth, while Brinsmade, as he left the car, was glad that he didn't have to carry out the ideas of Brown & Gray. He had hardly finished his dinner that day, when the door bell rang and, opening the door himself, he found Griswold outside.

"I've been thinking over what you said in the car to-night and I begin to think there's a lot in it. Whom were you thinking of when you said what you did—Bradley?"

"That's just the fellow.—Here take one of these and make the most of that chair.—Yes, I was thinking of Bradley. I had a letter from his brother to-day thanking me for my interest in Jack and giving me a little of his history: He's a college man, a graduate of Union, stood well in his class and all that sort of thing and when the time came to choose his calling he staggered everybody by declaring that he was going into a store. They all laughed, but when he came in the next day and said he was going to work in the morning at Wiggins & Watts doing up bundles at three dollars a week the family thought

something must be done about it. He kept right on with his work, overcoming his father's objections by declaring that his college training, in the long run—and that meant a lifetime—would be the strongest card in the pack. That was in Philadelphia and he stayed with the house two years. He worked his way up and soon became the best salesman in the store. His home training and his social position drew to the house the most desirable trade the firm had. Then the boy, knowing what his services were worth, asked for an increase in his salary. Thinking as—er—er—too many do—

"Don't spoil a good story on my account. I'll finish your sentence—as I do, that a clerk is as near nothing as anything human can be! Go on."

"They refused and he came here. You had him and now I have him; and he'll never leave the store so long as I am there. Well, since he came away the first-class custom which Jack built up for Wiggins & Watts has left them. The fellow in his place was one of the common herd and has since been discharged. He stirred up strife with the rest of the help and, while I guess Jack's brother let his prejudice get the better of his judgment, he says that the firm's credit has been called into question on account of the questionable standing of some of the clerks. The trouble with the average clerk is that he doesn't expect to climb from behind his counter. Jack does, and when he gets into the firm, where he will be one day, he'll be one of the strongest men in the city. To go on with the idea, I'm going to say to you that Jack is doing for us what he did for Wiggins & Watts. He's a gentleman in training and his looks and manner carry out that idea. The women like to trade with him, and there is something in his manner with even the 'old hens,' as the boys call them, which makes them like to trade with him. While I don't want to say anything against a man I have discharged, I'm going to tell you that there is a cleaner atmosphere among our salespeople than we had when Jack's predecessor was with us. I honestly believe that Jack's coming in this one feature has added dignity to the establishment and brought to us more customers who like to trade with clerks whom they believe to be morally clean. I know you don't think it makes any difference; but that's my point and my experience strengthens it."

"I think there may be a good deal in what you say. The theory is all right, but when you come down to the details it strikes me that you're going too far. Take this one idea of making yourself familiar with your clerks. The majority of them will take advantage of you. I want 'em to stay in their place. I've no use for 'em after 6 o'clock."

"There's another place where you are making a mistake. If your help are of the sort to take advantage of a kindness, why not have those who won't? Jack will do again for the illustration: I liked him and had him to dinner. My wife believed in him and he has shown himself worthy of the confidence we placed in him. We had a dinner party for his particular benefit and introduced him to our friends. The senior and junior partner were there with their wives, and we made the thing as 'swell' as we knew how. It was plain to be seen they were all taken with him, but he carried himself so modestly, and yet in a way so manly, that he made the whole party his friends.

"Well now, without carrying the matter any farther, I don't think I'm claiming too much in saying that a man like that who is an honor to himself and the social life in which he moves is an honor to the house for which he clerks. Exception? Yes, but it is one of those exceptions that confirm the rule; and you'll pardon me if, in resting my case, I add what I started with, that 'a clerk is selected not only to be a seller of goods, but to his keeping are committed the honor, dignity and respectable standing of the house; which was to be proved. Now then, come on with your objections.'"

"Not to-night. You've given me enough to chew upon for a month. I sha'n't forget to chew it either. If you'll kindly take notice that my cigar is too short for comfort and govern yourself accordingly, I'll be obliged. Thanks."

The remainder of the evening was given to other topics of interest. It was observed, however, at the store the next day, and for others that followed it, that "the old man was chewing on something besides his lead pencil and that they'd better stand from under." Griswold's conversion to his friend's theory was not complete—it takes time to bring about radical changes—but it was observed that, when a man dropped out, a better one took his place. The change only confirmed what has already been stated, that clerks do give character to the house and that houses will thrive as they recognize the principle and put it into practice.

Richard Malcolm Strong.

The man who never tracks mud into the house is usually meddlesome in the kitchen.

Without an Equal



CIGARS

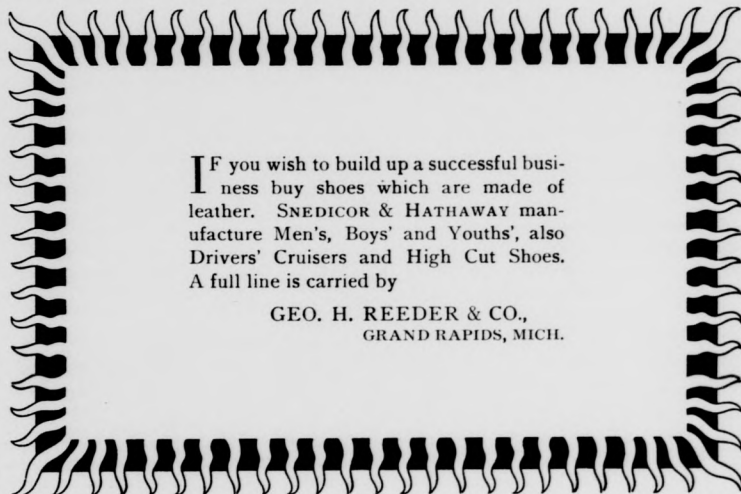
For 5 cents
Long Havana Filled

THE BRADLEY CIGAR CO.,
Greenville, Mich.

Also Manufacturers of the Improved

Hand "W. H. B." Made

Recognized Best 10c, 3 for 25c.
Brand on the Market.



If you wish to build up a successful business buy shoes which are made of leather. SNEDICOR & HATHAWAY manufacture Men's, Boys' and Youths', also Drivers' Cruisers and High Cut Shoes. A full line is carried by

GEO. H. REEDER & CO.,
GRAND RAPIDS, MICH.

Are you using the

Sunlight Gasoline Gas Lamps

A great number of them are in use and the people are pleased with them and many write us so. J. W. Hayes, chemist, Cedar Rapids, Iowa, writes: "I have used a Sunlight Gas Lamp for six months and find it perfectly satisfactory. Its brilliancy and economy will recommend it to anyone." Send for our descriptive catalogue. Favorable terms to local agents. Address

Michigan Light Co.,

Grand Rapids, Michigan.

23 Pearl Street.

The Meat Market

Everyday Incidents in the Life of the Meat Dealer.

I was in a meat market recently when two ladies entered at the same time, one Irish, the other a negress. There was only one clerk behind the bench and both ladies wanted to be served first. The Irish won. She asked for 26 cents' worth of beef. The clerk, after putting a chunk on the scale, announced that it was 25 cents' worth. "Shure an' I asked ye fur chinty-six cints' worth," she said, with a Pat Rooney wave of the head, "an' not a cints worth less will I take." But the clerk didn't lose his temper. He knew his business. Examining the scale more closely, he ejaculated: "Why, I've made a mistake. This is 26 cents' worth." She walked out, proud of her victory, and as she passed the lady of color she said: "Thay're cheatin' divils, the butchers, if ye don't watch 'em."

* * *

I ran across the most extraordinary sign in a meat market recently. It hung over the flower department and announced in letters large enough to be read at a distance of ten feet that "funeral designs will be furnished at shortest notice." It is not likely to give one a relish for meat, coming from a place where there is any suggestion of death. We all shudder at the thought of death, and very many of us avoid any reference to it. I would not go into a place—be it a cigar store, liquor store or meat market—where it would be suggested to me that in the event of my demise my family could come and get a design for the decoration of my coffin at shortest or any other kind of notice, and have it charged up with my meat account or cigar account. I have only the most kindly feeling for the proprietor of the market in which this sign is displayed, and hope that if this meets his eye he will take my advice in the spirit intended, and the advice is this: Take down the "funeral" sign and put in its place—"Floral decorations for weddings and social events."

* * *

A clerk in a certain meat market recently wrote me a letter, enquiring if I thought butchers would go to church if the Sunday closing movement became general. I don't think very many of them would and am not interested on the point. The object of the Sunday closing movement is not to give the butchers an opportunity to go to church, but to give them one day in the week to use as they please. Some would go to church, others to places of amusement, others would visit friends or relatives. No matter where they may go, the day's rest would do them good, and I for one will do all in my power to bring about the success of the movement, and should like to see the trade generally help it along.

* * *

The death of George Sheldon in Michigan recently has revived the story about P. D. Armour, as a brakeman. Mr. Sheldon was an old railroad man and used to tell this as one of his favorite stories:

"One day there stepped aboard my train a well-dressed, business-appearing man, who, as he tendered his fare, remarked:

"I see you are still on the road, Mr. Sheldon."

"Yes, I am still at it," I replied, "but I am not certain that I remember

you, although I think I have seen you before."

"Yes, you have seen me before," emphasized the passenger, "and while you doubtless have forgotten it, I still remember that you once did me the greatest favor of my life. Come to my seat when you get time and I'll tell you all about it."

"When I had finished collecting fares, I dropped into the stranger's seat and he continued: 'Years ago, I was four days brakeman aboard your train. At the end of the four days you took me aside and remarked in a tone of sympathy: 'I'm sorry to have to tell you so, but the fact is, young man, you are not qualified to make a good railroader. Take my advice and quit.' I took your advice and went into other business, and the result is, I made a fair fortune. I thank you, Mr. Sheldon, for your wise counsel."

"What is your name?" I asked.

"Phil D. Armour, of Chicago," replied my ex-brakeman, "and I shall always remember your kindness. I was a stupid railroader, and you advised me for my good."—Stroller in Butchers' Advocate.

Is Tuberculosis Communicable?

The letter written by Dr. Moore, of Albany, N. Y., on tuberculosis is being hotly discussed by veterinarians of all parts of the country. Dr. Moore made the claim that tuberculosis in cattle is not communicable to the human being who eats the flesh from an animal so infected. While the majority do not agree with Dr. Moore there is a good proportion of those who do. We have before us a copy of the Country Gentleman containing a letter by C. D. Smead, in which he says: "Let us examine closely our own personal experience and see if we don't find that Dr. Moore is quite nearly right in this matter." If the Government ever accepts Dr. Moore's theory there will be a big change in the cattle business.

Will Ask For Boycott on Cudahy Products.

As a result of the labor troubles on the new Cudahy plant in Armourdale, it is announced that a ban of disapproval has been placed on the Cudahys and that the American Federation of Labor is to be requested to promulgate a general boycott all over the United States against the Cudahy packing house products. In case this is done, the Cudahys will thrive as they have never thrived before, because a boycott gives the boycotted house an advantage over its competitors, owing to the amount of free advertising it receives.

Cattle Raising in Pennsylvania.

The farmers of Eastern Pennsylvania have for the last few years been fattening an increasing number of cattle, and last fall it is estimated that over 30,000 were fed in six counties. This year they are preparing to fatten an increased number. Trainloads of stockers and feeders are arriving from the West weighing 500 to 800 pounds, and are eagerly taken by the farmers. Corn is plentiful and cheap, and next spring they expect to turn out cattle weighing 1,000 to 1,500 pounds.

How They Do It Across the Pond.

The Liverpool, Eng., provision dealers have an association that does good work. A strict watch is kept on the provision market, and when there is an advance the secretary sends out letters to every member advising an advance to consumers in proportion to the wholesale advance. The scheme works well, all of the members being guided by the secretary.

Woman Wins Prize for Curing Meat.

Mrs. David Sheiton, of Floyd county, Georgia, has been awarded the first prize for the best cured meat exhibited at the Georgia State Fair. The meat exhibited by Mrs. Shelton was that which she had not only cured herself, but the stock was raised by her.

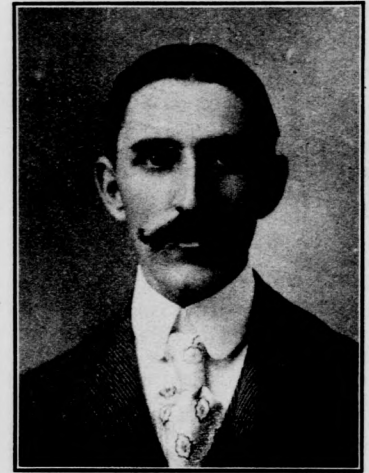
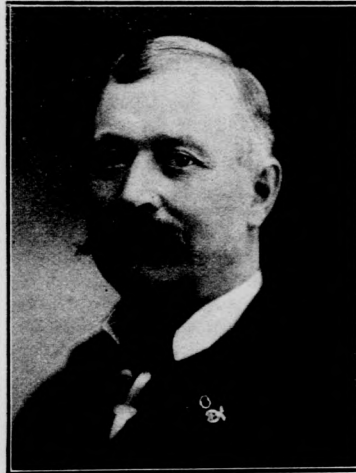
.. OYSTERS ..

IN CANS AND BULK.

F. J. DETTENTHALER, Grand Rapids, Mich.

RICE & MATHESON

Wholesale dealers in



OYSTERS, FRUITS, NUTS, ETC.

We are headquarters in Western Michigan for California Oranges.

20 AND 22 OTTAWA ST., GRAND RAPIDS

WANTED

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.

PLOTKIN & FISHER,
331 CANAL STREET. GRAND RAPIDS, MICH.

WANTED

We are always in the market for Fresh

BUTTER AND EGGS

36 Market Street. R. HIRT, JR., Detroit, Mich.

The Vinkemulder Company

Jobbers and Shippers of

Fruits and Vegetables

We buy Butter, Eggs, Wood, Popcorn, Honey, Apples and Onions.

If you have any of the above to offer write us.

Fruits and Produce.

Why Cheese Is Displacing Meat.
Written for the Cheesemaker.

A paper published in the center of the cheese manufacturing district of Central New York says:

It is noticed that since the recent rise in the price of meat more cheese is being eaten. Cheese is a solid food, without much water, there being no bone or gristle in it. At present prices, the amount of cheese received for \$1 is about equal in strength given to the amount of beef that is received for \$3.

The protein, of which there is nearly as much again in a pound of cheese as in a pound of steak, is the muscle forming material of a food. With the increased sale of cheese the farmer is getting the benefit, which is something the meat trust didn't figure on when the price was run up on the product.

Using the above as a test I would add that cheese to be popular must taste good.

Only the best quality of milk and the most approved methods of manufacture will accomplish this.

In the past it was the American method to ship the best quality of her cheese abroad, and save the second-class product for home consumption.

This was necessitated because foreigners demanded what Americans did not, i. e., first-class quality in dairy goods.

But a revolution has taken place in home sentiment—and taste. The public at last has awakened to the fact that it has been imposed upon, and now a cheese manufacturer who is careless about the quality of his factory's product might as well nail up his doors and windows so far as making a success of his business is concerned.

Taste is an excellent guide to quality, in fact, it constitutes a large part of quality, as I never saw a first-class cheese but what tasted good to the average consumer.

There are different degrees of preference as regards age in a cheese, between a mild and strong characteristic, but the sweet nutty flavor of perfect stock appeals to the palates of all.

It has been found also that the home cheese trade is more reliable to cater to than British markets, as England naturally favors her colonies when buying dairy products abroad.

Not over twenty years ago I can remember when American cheesemakers were in demand to go to Australia and New Zealand, "to teach others the business there." Now, according to all reports these distant colonies make as fine cheese as can be found anywhere, at least it is considered all right in the London market, which is recommendation enough.

It is to our long neglected home market that in the future we must turn, and my text would prove that here is an ample and lucrative field. Increased consumption of cheese can only come about by an improved and always reliable quality.

All manufacturers might as well make up their minds to this first as last. There must be no sham in any department of the business, but an honest endeavor to produce cheese in a first-class up-to-date manner. The time is coming, and is not far off either, when the maker who wears a dirty apron, or is in any way slovenly, will have his factory spotted, and his goods, too.

While cheese contains more nutriment than meat, consumers, to prefer the former to the latter, must be assured of its palatability and general excellence. I look to the time when the cheese pro-

duction of this country will be largely increased per capita and I think that manufacturers who are already in the business will do well to stay in it.

Geo. E. Newell.

Growing Japan Rice in America.

Last year Secretary of Agriculture Wilson sent to Japan for ten tons of rice seed of the best quality grown in that country, which is supposed to be the finest in the world. This seed was distributed among the rice growers of the Southern States free of charge, particularly Louisiana, South Carolina and Georgia. The first crop in Louisiana has been harvested and the berry from the Japanese seed is superior to any that has ever been produced there. Samples were received at the Agricultural Department recently for comparison with that grown from the ordinary American seed. The yield is not only much larger, but in threshing it is found that the Japanese rice turns out much better and the waste by cracking was only 17 per cent. in Louisiana. Secretary Wilson is much gratified with the result of the experiment, and expects that the ordinary American rice will be entirely supplanted by the Japanese variety. The planters in Louisiana are so well satisfied that one of them has already sent to Japan for ten tons of seed on his own account.

Bogus Baking Powder Agent.

From the Postland Review.

Several of our grocers were worked to a finish last week by a smooth young fellow who represented the Pure Food Baking Powder Co., of Lansing, and who canvassed the town for orders for his goods and then visited the grocers claiming that several of his customers had expressed a preference for dealing with the grocer in question, and that he would sell the baking powder direct to him. In every case it worked, the smooth gent getting his money and leaving town as quickly thereafter as possible. It turned out that the coupons which he had brought in purporting to have been signed by the lady of the house were not so signed and were not legitimate orders as represented by him to the grocers. When they came to deliver the powder nearly all of it was returned to the stores with the statement that it had never been ordered.

It is hard to get ahead of a Kalamazoo girl. It is said of a girl who never had any beaux that in the evening she lights pieces of punk and fastens them to the porch. Any one driving past concludes she is surrounded by young men smoking cigars.

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 (creamy 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.

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 car lots 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.



Highest Market Prices Paid. Regular Shipments Solicited.

98 South Division Street,

Grand Rapids, Mich.

THE DEMANDS

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.

MUSKEGON MILLING CO.

MUSKEGON, MICH.

PRINTING FOR PRODUCE DEALERS

Tradesman Company
Grand Rapids.

VAIN AS WOMEN.

How the Men Act When Buying New Hats. Written for the Tradesman.

"Talk about women being particular regarding their headgear," said the hatter, "why, I know men in this city who are harder to please in the matter of hats than any woman in creation."

We were sitting in the back end of the drug store and the night outside was rainy and dark. The druggist sat at his desk with an old summer hat tipped rakishly over his left eye, the insurance agent sat with his tan shoes at the top of the stove, the painter was making a bad job of holding a cat that did not want to be held and the hatter had the floor, literally as well as in a parliamentary sense, for he walked up and down as he talked.

"Sometimes it's funny," he went on, "and sometimes it isn't. I get angry enough occasionally to chew glass, but I have to grin and bear it, just the same."

"What are you talking about?" demanded the druggist.

"About hats."

"Oh!"

"What about hats?" questioned the insurance agent.

"When I went to school," broke in the painter, "we used to call 'em 'sky-pieces.'"

"Or 'lids,'" suggested the druggist.

"And we used to make jokes about a band going with every hat," said the painter.

The hatter threw himself into a chair and held up both hands.

"If I hear any more of this sort of stuff," he said, "you'll not gather any more honey from my lips this night. I was about to observe, when thus rudely interrupted, that half the men make fools of themselves when they go to select a hat."

"For instance—"

It was the druggist who spoke.

"For instance," repeated the hatter, "they grab all the styles in the store and rush to a mirror. Then, of all the twisting and turning and making faces and studying effects! Vain? The ladies are not in it with the men."

"Have you bought any Easter bonnets lately?" demanded the insurance agent.

"What's that got to do with it?" responded the hatter.

"Why," was the reply, "you're talking about vanity in men. Did you ever know a man to go marching down the street with a hanging flower garden attached to his 'sky-piece?'"

"Or a bird hovering over an imaginary nest in the third story of the concern?" broke in the painter. "I'm not talking about ornament," was the sober reply. "I'm talking about that sort of vanity which demands that the hat shall bring out all the beauties of the face and conceal all the defects. That's the sort of vanity hatters have to meet."

"And do you stand your customers up on a little platform and whirl them around and set the hat at different angles and suggest a shade lighter or a shade darker, as they do where ladies buy their hats?"

The hatter cast an indignant glance at the insurance agent and went on with his half-developed idea.

"When we get hold of a heavy-faced man," he said, "we try to sell him a hat with a broad and heavy rim. You see it makes the face look more delicate. Such faces ought always to appear under a silk hat, while these thin, boyish faces look well under almost anything."

"For instance," said the druggist,

pointing to the dark, full face of the insurance agent, "what sort of a hat should our friend Walter wear?"

"A silk hat, of course."

"And the painter?"

"Something light and airy, with a heavy veil attached."

The painter arose to his feet and went behind the prescription case. The hatter followed in a moment, but returned looking weary and disappointed.

"There was only enough for one," he said.

"Served you right," said the insurance agent. "Why did you insist on a silk hat for me?"

"Because—"

"Because nothing! I owned a silk hat for three days once and that is enough. The boys roasted me so that I did not dare wear it on the street and I got tired walking about the house just for the sake of having it on, so I traded it off for a series of lessons on the guitar. The man I traded it to was teaching a negro band, and one Sunday he hid his hat under the lounge while explaining the intricacies of the slide trombone to his dusky pupils. During the lesson two of the Africans got into a fight and one threw the other heels over head on the lounge, which was weak and couldn't stand the pressure, so it broke down and the silk hat went the way of all things earthy. And that's all I know about silk hats."

"Well," insisted the hatter, "the silk hat is in the end the cheapest hat in the market, and more men look well in it than in anything else. It can be brushed and cleaned, it keeps its shape, and it won't blow off every time you come to a windy crossing."

"You must have a large lot of silk hats on hand this fall," suggested the painter.

"Oh," said the hatter, "I wasn't trying to sell you one. In connection with a silk hat, that face of yours would look like a pie under an umbrella. What you need is a flat cap or something that will make you lost sight of in a crowd."

The druggist arose and threw his summer hat aside.

"I know the sort of a 'lid' I need," he said, "and that is a nightcap."

The assembled wisdom of the city glared longingly up the winding stairs, but the hard-hearted druggist wasn't speaking of that sort of a nightcap. He turned out the lights and the guests filed sadly out into the rain.

Alfred B. Tozer.

GEO. E. ELLIS
98 MONROE ST., GRAND RAPIDS, MICH.
TELEPHONE 432
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.

Queen Flake Baking Powder
It pays every grocer to handle only goods of merit. QUEEN FLAKE BAKING POWDER is pure and wholesome, is the cheapest, quality considered, on the market, and is not manufactured or controlled by a trust.
Send your order direct to the manufacturers.
NORTHROP, ROBERTSON & CARRIER, LANSING, MICH.

If You Would Be a Leader
handle only goods of VALUE. If you are satisfied to remain at the tail end, buy cheap unreliable goods.
Good Yeast Is Indispensable.
FLEISCHMANN & CO.
UNDER THEIR YELLOW LABEL OFFER THE BEST!
Grand Rapids Agency, 29 Crescent Ave.
Detroit Agency, 111 West Larned St.

They all say
"It's as good as Sapolio," when they try to sell you their experiments. Your own good sense will tell you that they are only trying to get you to aid their new article.
Who urges you to keep Sapolio? Is it not the public? The manufacturers, by constant and judicious advertising, bring customers to your stores whose very presence creates a demand for other articles.

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 FANTLIND, Grand Rapids; Secretary and Treasurer, GEO. F. OWEN, Grand Rapids.

Gripsack Brigade.

The traveling men of Kalamazoo will organize a local Council of the U. C. T. Saturday evening of this week.

R. C. Smith, of Springport, has engaged to travel in this State for the clothing house of D. S. Ambach & Co., of Columbus, Ohio.

Grand Rapids Council, No. 131, U. C. T., will hold a social dance Saturday evening, at Woodmen's Hall, 660 Wealthy avenue. Music by Newell's orchestra. Tickets, 50 cents.

Richard Warner, Jr., who has covered city and suburban trade for the Musselman Grocer Co. for the past three years, has engaged to represent D. B. DeLand & Co. in the Lower Peninsula, covering the trade twice a year. The engagement dates from Dec. 1.

The quarterly meeting of the Board of Directors of the Michigan Knights of the Grip will be held in this city on Saturday. The members and their wives will be entertained with a dinner at the home of local Director Mills Friday evening.

Willis P. Townsend (Christensen Bakery) has always borne an excellent reputation for truth and veracity, but he has lately been telling a story which causes his friends serious apprehension. He says that while driving from Thompsonville to Copemish last Monday the woods were filled with yellow dandelions in full bloom. When remonstrated with for telling so improbable a story, he insisted that he had not been drinking and had told the truth and that his driver would substantiate the statement by an affidavit, if necessary. And further deponent saith not.

While going to an early train last Monday morning several traveling men were scared out of a year's growth by a racket in the rear which led them to think that the entire fire department was coming down Ionia street past the union depot. Those who were near convenient stairways sought refuge therein, but their fears were allayed when they noted that the procession was nothing more than Dell Wright and his coachman coming in to meet a train from Mr. Wright's fruit farm near Berlin. The horses were covered with foam and the wagon was in a smoking condition.

D. W. Johns (Belknap Wagon Co.) met two experiences last week, either one of which was sufficient to unnerve a man for a fortnight. He had just arrived in Fremont Wednesday when a carriage drove into town in which was an old man who had been pounded nearly to pieces by another occupant of the carriage. The circumstances have been fully described in the daily papers, which have set forth all of the sickening details of the affair. On Friday afternoon, while he was coming home on the Pentwater branch, he was so unfortunate as to be in the same car with a young

man by the name of Safford, who has been traveling in Oceana county for the Kimball Piano Co., when he sustained the loss of his right hand by the premature discharge of a shotgun. He assisted in bandaging the stump and stopping the flow of blood as much as possible until a physician could be called from Hart to attend the patient.

Hudson Post: J. J. Frost, of Lansing, met with the Carleton Club last Tuesday evening, and read a paper on the traveling man in connection with Bible history, which was full of originality. He claimed the record of commercial travelers reached back to the time when Joseph's brethren sold him into slavery to a company of merchants traveling into Egypt. Thus are the knights of the road misrepresented, for while it is currently supposed they spend their time in playing cards and swapping stories, the apostle from Lansing has proved himself an interpreter of the Book of Books.

Arranging the Necessary Preliminaries.

Bay City, Nov. 20—A largely attended and enthusiastic meeting of Post D, Michigan Knights of the Grip, was held at the Fraser House Saturday evening. The coming convention was discussed at length and from the spirit manifested there is no doubt that the hospitality of Post D and the citizens of the Bay Cities will be upheld on that occasion. The banquet and ball will be given at the Fraser and promise to eclipse any similar entertainment given by the organization.

The following special committees were selected:

Executive—E. J. Schreiber, M. C. Empey, W. W. White.

Finance—J. M. Millber, H. E. Buck, M. J. Lynn.

Program—E. J. Schreiber, F. P. Cole, J. McRae.

Banquet and Ball—R. S. Richards, H. E. Buck, Wm. F. Lang.

Music—W. E. Tapert, F. P. Cole, H. E. Buck, M. C. Empey.

Entertainment—E. J. Schreiber, F. A. Scutt, Harry Randall.

Parade—G. M. Goodrow, E. B. Braddock, Will Hay.

Decorations—E. J. Schreiber, H. E. Buck, L. C. Dingle.

Printing—R. S. Richards, E. J. Schreiber, G. M. Goodrow.

Hotels and Railroads—H. E. Buck, J. McRae, H. E. Tremaine.

Invitations—H. E. Meecker, H. E. Tremaine, E. B. Braddock, F. P. Cole.

A majority of the members of the Post will act on the local Reception Committee.

A large number of prominent professional and business men will be solicited to act as an Honorary Reception Committee.

The Post also unanimously endorsed the candidacy of its Financial Secretary, R. S. Richards, for State Secretary, and pledged itself to do all in its power to further his candidacy.

Commercial Credit Co. in a New Field.
From the Detroit Journal.

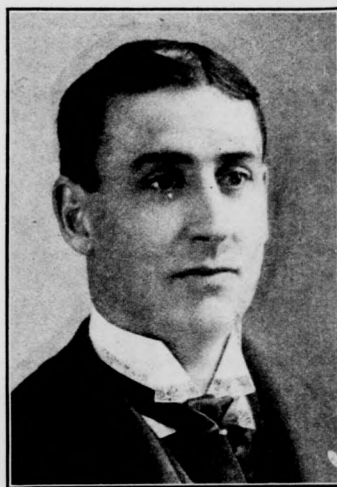
Detroit merchants are to have the benefits of a new combination in commercial agency service. Luther J. Stevenson, a well-known agency man of Grand Rapids, has taken an interest in the Fernuld Mercantile Agency of this city and the agency is to be incorporated and its facilities greatly enlarged. Mr. Stevenson is well known throughout Michigan from his connection with the Furniture Commercial agency and as manager of the Commercial Credit Co., of Grand Rapids. Some new features in the collection business in Detroit are among the probabilities.

DeYoung & Schaafsma, manufacturers' agents for the Wm. Brunt Crockery Co., Crystal Glass Co. and Consolidated Lamp & Glass Co., have outgrown their quarters at 103 Ottawa street and moved to a more commodious location at 112 Monroe street.

SUCCESSFUL SALESMEN.

L. F. Baker, Secretary Grand Rapids Council No. 131.

Leroy F. Baker was born at Watkins, N. Y., Nov. 20, 1868. His antecedents were English on his father's side and German on his mother's side. He lived on a farm until 17 years of age, working in the field summers and going to district school winters. He then entered Starkey College at Eddytown, N. Y., where he pursued the English course for three years, intending to prepare himself for a course at Cornell University. A serious injury received by his father in a runaway accident compelled him to return home and for three terms he taught district school in that vicinity. He then worked a year in a grape basket factory, when he went on the road for a custom shirt factory at Williams-



port, Pa., covering Central and Southern New York. In 1891 his wife came to Grand Rapids to visit friends and she liked the city so well that she urged Mr. Baker to come here, which advice he was so fortunate as to act upon, to his lasting satisfaction. He first secured a position as solicitor for the Union Credit Co., after which he served the company in the office for a year. In the spring of 1893, he entered the employ of Adams, Jewett & Co., manufacturers of flour bags at Cleveland, Ohio. On the failure of that house, four years later, he secured a similar position with Arkell & Smiths, of Canajoharie, N. Y., handling bags for flour and cement manufacturers and cotton covers for broom manufacturers. His territory includes three states, it being his intention to see the Michigan trade every 60 days, the Indiana trade every 90 days

and the Ohio trade every four months. He has come to be regarded as one of the best posted men in the flour bag business and has made many friends among the trade during the seven years he has covered the Michigan field.

Mr. Baker was married April 19, 1891, to Miss Florence Brown, of Watkins, N. Y., and the family reside in their own home at 37 Central avenue.

Mr. Baker is a member of Kent Camp, Modern Woodmen, and Grand Rapids Council No. 131, U. C. T. On the organization of the Council he was elected to the position of Secretary and, at the annual meeting in March, he was re-elected for a second term.

Mr. Baker attributes his success to hard work, coupled with a certain amount of persistence which he has found necessary to secure the best results. He is a gentleman of easy manners, and not only keeps posted on his own particular line of business but on all collateral lines as well. He is authority on the subject of broom corn and has at his tongue's end any amount of statistics relating to both branches of business. While it is not necessary that he should understand the ups and downs of the market in order to sell cotton covers and broom corn, nevertheless, he finds it to his advantage to keep track of the market in order that he may post his customers when he calls on them and advise them when is the best time to buy and when is the best time to refrain from buying.

Post C Endorses Walsh and Howarn.

Detroit, Nov. 20—Post C, Michigan Knights of the Grip, at its last regular session, endorsed as its unanimous choice the candidacy of P. T. Walsh as President of the State organization.

The result of an informal ballot showed that M. Howarn was the Post's choice as a member of the State Board of Directors, to succeed J. W. Schram, who declined the honor of being the Post's representative after the expiration of his present term.

H. Y. Kenyon, Sec'y.

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.

The new **WHOLESALE HAT, CAP AND STRAW GOODS HOUSE** of
G. H. GATES & CO.,
Detroit, Mich.

NOW READY FOR BUSINESS.

We have a very large and complete line of all the **New Styles**, also staple shapes in Fur, Stiff and Wool. **Cheapest & the best.**
Our goods are all new and right—direct from the factory; we own them right and shall sell them at the right price to you.

PRICES GUARANTEED.

Send us a trial order. If goods are not satisfactory and price right—return at our xpense. Have one of our travelers call on you. Give him a chance to show you one of the finest lines you have ever seen.

We make a specialty of mail orders.

Our acquaintance will be profitable to you we trust. Sincerely yours,

G. H. GATES & CO., 143 Jefferson Ave., Detroit, Mich.

Drugs--Chemicals

Michigan State Board of Pharmacy

Term expires
 A. C. SCHUMACHER, Ann Arbor - Dec. 31, 1939
 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.

How the Boy Should Be Taught to Dispense.

The proprietor receives and scans the prescription and proceeds to write the label. At first, the act of weighing being a delicate one, he does it himself. For the fluids, the proprietor directs the boy to get the necessary graduate, and calls off to him the name and quantity of each ingredient. He obliges the boy to do this in this way: he is never allowed to grope for a bottle. With the graduate in one hand and the other hand at his side, he is directed to look for the bottle he wants. When he sees it he reaches for it. As he removes the stopper he reads the label again; as he returns the bottle to the shelf, he once more glances at the label and calls to the proprietor the name and the amount of the article he has measured; and he is made to do these things so persistently that they become second nature to him. When the pharmacist wishes to weigh or measure a poison he does not go to a locked closet, guarded by electric bells and electric buttons, because, although he believes those things to be well enough in a way, he can not afford them. He calls his boy, and measures two fluidrachms of solution of strychnine, for instance, containing one-half gram to the drachm; he then tells the boy that he wants to use one grain of strychnine; that in two fluidrachms of this solution there is one grain, as he may see if he reads the label. He then asks the boy how much of the solution is needed to get that quantity; and the boy, after a time or two, can usually tell. Then he explains to the boy how poisonous strychnine is, and how much care is necessary in handling it, to avoid the danger of killing some one.

This talk adds to the man's confidence in himself. It impresses, through his own sense of hearing, his own acts upon his own mind. It emphasizes them and assures him that he has done right. As has already been stated, the boy can read and catch the sense of many things which he does not at first thoroughly comprehend; and if he is shown a prescription, he will read off the quantities ordered and see that the weights used correspond to those called for in the prescription, and to a certain extent he can thus aid his employer in making sure he is right.

The plan looks difficult, but it is not, and the writer prepares every day in the year over a hundred prescriptions in this manner, with the aid of two boys; and they are always boys, for as soon as they gain in competency, attend the college, perchance, and pass the board of pharmacy, out they go to where they can do better. One can easily become used to things which at first sight seem difficult and impracticable; and with a bright grammar-school boy a man may

do much, if only he will trust him. Watch him, of course, but trust him. This manner of checking quickens one's mental activity. To listen to the list of ingredients, with their quantities, and to correctly repeat them exercise the mind in a way to strengthen it and make one more alert. John E. Groff.

The Drug Market.

Opium—Is firmer but unchanged.
 Morphine—Is in good demand and steady at former price.
 Quinine—Is very firm, on account of the advance in the price of bark at the London sale last week. A corresponding advance is expected daily from the German manufacturers.

Cod Liver Oil—The market is very firm at the advance noted last week and higher prices are looked for. There has been more oil used this year by manufacturers than ever before, which makes medicinal oil scarce.

Ergot—Is very firm and advancing. Spanish is about out of the market.

Harlem Oil—Has been advanced about 40c per gross and is very firm. It is stated that the importers have entered a combine to control prices.

Menthol—Has again advanced. Is being sold for less than cost of importation.

Quicksilver—Has been again advanced and mercurials will probably be advanced within a week.

Nitrate Silver—Price has been advanced about 1c per ounce, with a higher tendency.

Balsams—Copaiba stocks are concentrated and prices have been advanced. Peru is weak and has declined. Tolu is very firm and has advanced.

Essential Oils—Citronella is firm, with an advancing tendency. Cloves is in a strong position, on account of the high price for the spice. Pennyroyal has been again advanced, on account of scarcity. Wintergreen, natural, has been again advanced.

Wormwood and Sassafras—Are both scarce and in a firm position.

Peppermint—Is firm and advancing.
 Gum Camphor—Has again been advanced by the refiners and is in a firm position, on account of the advance in crude.

Short Buchu Leaves—Have been again advanced and are extremely scarce.

Long Buchu Leaves—Have also advanced to nearly the cost of short.

Linseed Oil—Is dull and lower.

Remedy for Flies on Cattle.

A preparation for this purpose could be made by simply dissolving ordinary naphthalene, or the so-called camphor or moth balls, in a sufficient quantity of kerosene oil, and adding this to a large volume of water containing a very small amount of soap, applying this to the cattle as a spray, or rubbing them with a wet rag saturated with it. The same result could possibly be accomplished just as well by omitting the water and applying the kerosene solution on a rag. Of course, in this case there should be only a very small amount of the liquid on the rag, and it should be well distributed by rubbing. We think such an application would prove quite effective, and it would be possessed besides of the very valuable property of being an antiseptic and a very powerful insecticide. As furriers apply naphthalene to their valuable furs, in order to destroy moths, it is not likely that it would have any objectionable effect upon the hair or skin of the cattle.

About the worst thing you can take for an ailment is the advice of your friends.

Readable Prescription Advertisement.

The following advertisement of the prescription work of a pharmacy is one which will commend itself to the reader as having the necessary virtues of being readable, convincing, simple, and effective:

Prescription filling is the one part of the drug business which I should imagine would be of interest to every customer of a drug store. Not because it is anything wonderful, this being able to compound a doctor's prescription without making an error, but the wonder of obtaining these delicate chemicals, where they came from, the change that takes place in compounding, and a thousand and one things of importance to health and life in the proper handling of what at first may appear a simple prescription. For instance, the mixing of antipyrin with sweet spirits of nitre, as all pharmacists know, makes a compound which would probably cause death if given in doses as large as might be given of either one alone. For a druggist to attempt to mix turpentine, sweet oil, and sulphuric acid in a bottle would result in an explosion and the ruining of his clothing, if nothing worse happened.

Speaking of antipyrin, it might be of interest to the customer to know that since the patent on antipyrin has expired it can be bought at a very material reduction from the old price of \$1.40 per ounce. But such new remedies as Heroin at \$4 per ounce, Tetraethylammonium Hydroxide at \$2, Propylamine at \$5, and Eucaine at \$2.50 have put in an appearance, and consequently your breath may be taken away occasionally by the high price of a prescription.

However, it has always been my aim to compound prescriptions at a reasonable profit and not make the price of a cheap prescription high enough to pay the extra price of an expensive one.

I have been in the prescription business pretty much all my life, and each year am making an effort to serve my customers better than the year before.

C. G. Huntley,
 Prescription Druggist, Oregon City, Ore.

Excellent Plan For Waste Receptacle.

In many prescription departments the receptacle used as a temporary depository for odds and ends to be cast upon the ash heap is a cause of some annoyance and breaches of precepts speaking of tidiness. Frequently, on busy days, it overflows. When it becomes nearly full a perverse spirit often induces the "boy" to become a little lax in looking after the condition of the floor, that the time for emptying the rubbish receiver may be delayed a little. And at its best the waste "basket," from a point of appearance, might well be dispensed with entirely. All objections to the indispensable waste receptacle, however, can be eradicated by cutting a square hole in the floor beneath an open space in the prescription counter, or in a corner out of the way and fitting into it a box or trough to extend from a foot or more above the floor, and to the same or a greater distance beneath, possibly just far enough to admit of a barrel being set under this chute, in the cellar; the idea being to cast waste matter into the mouth of the chute, instead of into a box or basket, and removing the barrel, or other large receptacle that has been placed beneath to catch the refuse material, when it is full. That portion of the trough above the floor may or may not be provided with a hinged lid. If it be extended about three feet above the flooring, the top may be covered with a smooth board and serve the purpose of a small table, while the original intention as to its office may be carried out by cutting an opening in one side, through which all castaway matter may be tossed. The contrivance should be stained, painted, or oiled to coincide with surrounding woodwork. This scheme is subject to modification; the chute could have its subterranean terminus in a large bin made for the purpose of accommodating trash, just as it might coal or wood. The eye could be made unaware of its presence about the

prescription department by letting it start within a closet, handy to reach, from the door of which an oblong panel is cut, near the top, a panel just large enough to be neither unhandy nor unhandy.

The Camphor Habit.

A London physician claims that there are many camphor habitues among the young women of the well-to-do classes of that metropolis. He writes: "A notion seems to have got abroad that camphor, taken in small and regular doses, gives a peculiarly clear creaminess of complexion, and any chemist will tell you that scores of young women buy it for this purpose. But the habit, once begun, becomes in many cases very difficult to cast off, for camphor produces a mild form of exhilaration and stupefaction; and I have known many instances where very large doses have been swallowed and the habit has become a sort of slavery. These camphor-eaters all have a dreamy, dazed, and very listless air, and in most of them there is an ever-present longing to sleep, or at least rest. Extreme weakness generally follows the taking of regular doses; and I have seen cases where it has been almost difficult to tell the effects from those of alcohol. As to the complexion, if a ghastly pallor be an improvement, camphor certainly produces it."

Ways Which Women Work.

It is interesting to read of the numerous suggestions that have been made showing how honest women can earn honest livings without doing housework or taking domestic service in places where they are most needed. They may read for old ladies; chaperon for young ones; sew on buttons for bachelors; do mending for families whose female heads have no time to stay at home; may make pies to sell; do shopping for others; cater for dinners; make music for dancers; arrange flowers for parties; serve in shops; do typewriting; keep books; play with children, entertaining them with songs and stories; traveling with the rich; running hotel boarders away with parlor readings; lecturing and preaching.

An Irishman, upon receiving a doctor's bill, looked it carefully over and said he had no objection to paying for the medicines, but that the visits he would return.

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

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.

WHOLESALE PRICE CURRENT.

Advanced— Declined—

Acetium \$ 60@ 8	Conium Mac. 35@ 40	Scilla Co. @ 50
Benzoleum, German. 70@ 75	Copaba 1 15@ 1 25	Tolutan @ 50
Boracic 60@ 65	Erigeron 1 00@ 1 10	Prunus virg. @ 50
Carbolicum 26@ 37	Excichthos 1 00@ 1 10	
Citricum 43@ 46	Gaultheria 2 10@ 2 60	Tinctures
Hydrochlor. 3@ 5	Geranium, ounce @ 75	Aconitum Napellis R 60
Nitrosum 8@ 10	Gossypii, Sem. gal. 50@ 60	Aconitum Napellis F 60
Oxalicum 12@ 14	Hedeoma 1 70@ 1 75	Aloes and Myrrh 60
Phosphorium, dil. @ 15	Juniper 1 50@ 2 00	Arnica 50
Salicylicum 40@ 50	Lavendula 90@ 2 00	Assafetida 50
Sulphuricum 1 3@ 5	Limonis 1 35@ 1 45	Atrope Belladonna 50
Tannicum 90@ 1 00	Mentha Piper 1 25@ 2 00	Aurant Cortex 50
Tartaricum 38@ 40	Mentha Verid 1 50@ 1 60	Benzoim 60
	Morrhuae, gal. 1 15@ 1 25	Benzoim Co. 50
Ammonia	Myrica 4 00@ 4 50	Barosma 50
Aqua, 16 deg. 4@ 6	Olive 75@ 3 00	Pyrethrum, pv. 25@ 30
Aqua, 20 deg. 6@ 8	Pleis Liquida 10@ 12	Quassia 8@ 10
Carbosum 13@ 15	Pleis Liquida, gal. 96@ 1 05	Quinia, S. F. & W. 37@ 42
Chloridum 12@ 14	Ricina @ 1 00	Quinia, S. German 29@ 39
	Rosmarini @ 1 00	Quinia, N. Y. 31@ 41
Aniline	Rose, ounce 6 50@ 8 50	Rubia Tinctorum 12@ 14
Black 2 00@ 2 25	Succini 40@ 45	Saccharum Lactis pv 18@ 20
Brown 80@ 1 00	Sabina 90@ 1 00	Salaicin 3 50@ 3 60
Red 45@ 60	Santal 2 50@ 7 00	Sanguis Draconis 40@ 50
Yellow 2 50@ 3 00	Sassafras 50@ 55	Sapo, W. 12@ 14
	Sinapis, ess. ounce 1 50@ 1 60	Sapo G. @ 15
Bacca	Thyme 40@ 50	
Cubeba po. 15 12@ 14	Thyme, opt. @ 1 60	
Juniperus 20@ 25	Theobromas 15@ 20	
Xanthoxylum 20@ 25		
	Potassium	
Balsamum	Bi-Carb. 15@ 18	
Copaba 55@ 60	Bichromate 13@ 15	
Peru @ 20	Bromide 52@ 57	
Terabin, Canada 40@ 45	Carb 12@ 15	
Toilitan 40@ 45	Chlorate po. 17 @ 19 16@ 18	
	Cyanide 35@ 40	
Cortex	Iodide 2 40@ 2 50	
Abies, Canadian 18	Potassa, Bitart, pure 28@ 30	
Cassia 12	Potassa, Bitart, com. @ 15	
Cinchona Flava 18	Potass Nitras, opt. 7@ 10	
Euonymus atropurp. 30	Potass Nitras 6@ 8	
Myrica Cerifera, po. 20	Prussiate 23@ 26	
Prunus Virgin. 12	Sulphate po. 15@ 18	
Quillaia, gr'd. 12		
Sassafras po. 18 14	Radix	
Ulmus po. 15, gr'd 15	Aconitum 20@ 25	
	Aitha 22@ 25	
Extractum	Columba 10@ 12	
Glycyrrhiza Glabra 24@ 25	Arum po. @ 25	
Glycyrrhiza, po. 28@ 30	Calamus 20@ 40	
Hematox, 15 lb. box 11@ 12	Gentiana po. 15 12@ 15	
Hematox, 1s. 13@ 14	Glycyrrhiza, pv. 15 16@ 18	
Hematox, 1/2s. 14@ 15	Hydrastis Canaden. @ 70	
Hematox, 1/4s. 16@ 17	Hydrastis Can., po. 12@ 15	
	Helbores, Alba, po. 15@ 20	
Ferru	Ipeac. po. 4 25@ 4 35	
Carbonate Precip. 15	Iris plox. po. 35@ 38 35@ 40	
Citrate and Quinia 2 25	Jalapra, pr. 25@ 30	
Citrate Soluble 75	Marantia, 1/4s. @ 35	
Ferrocyanidum Sol. 40	Madophyllum, po. 22@ 25	
Solut. Chloride 15	Rhei 7@ 10	
Sulphate, com'l. 2	Rhei, cut @ 1 25	
Sulphate, com'l. by 80	Rhei, pv. 75@ 1 35	
bbi. pr. cwt. 7	Spigella 35@ 38	
Sulphate, pure 7	Sanguinaria po. 15 @ 18	
	Serpentaria 40@ 45	
Flora	Senega 60@ 65	
Arnica 14@ 16	Smilax, officinalis H. @ 40	
Anthemisi 22@ 25	Smilax, M. @ 25	
Matricaria 30@ 35	Scilla po. 35 10@ 12	
	Symlocarpus, Poeti- @ 25	
Folia	dus, po. @ 25	
Barosma 38@ 40	Valeriana, Eng. po. 30 15@ 20	
Cassia Acutifol, Tin- 20@ 25	Valeriana, German. 15@ 20	
nevelly 25@ 30	Zingiber a. 12@ 16	
Cassia, Acutifol, AIX. 25@ 30	Zingiber j. 25@ 27	
Salvia officinalis, 1/4s 12@ 20		
and 1/2s 8@ 10	Semen	
Uva Ursi 8@ 10	Anisum po. 15 @ 12	
	Apium (graveleons). 13@ 15	
Gummi	Bird, 1s. 4@ 6	
Acacia, 1st picked @ 65	Caru po. 18 11@ 12	
Acacia, 2d picked @ 45	Cardamon 1 25@ 1 75	
Acacia, 3d picked @ 35	Coriandrum 8@ 10	
Acacia, sifted sorts. @ 28	Crotalis Sativa 5@ 6	
Acacia, po. 18@ 20 45@ 65	Cyclonium 75@ 1 00	
Aloe, Barb. 12@ 14	Chenopodium 10@ 12	
Aloe, Cape po. 15 @ 12	Dipterix Odorate 1 40@ 1 50	
Aloe, Socotri po. 40 @ 30	Feniculum @ 10	
Ammoniac 55@ 60	Fenugreek, po. 7@ 9	
Assafetida po. 30 28@ 30	Lini 3 1/2@ 4 1/2	
Benzoinum 50@ 55	Lini, gr'd. bbl. 3 1/4 4@ 4 1/2	
Catechu, 1s. @ 13	Lobelia 35@ 40	
Catechu, 1/2s. @ 14	Pharlaris Canarian. 4 1/2@ 5	
Catechu, 1/4s. @ 16	Rapa 7@ 10	
Camphora 55@ 60	Sinapis Alba 9@ 10	
Euphorbium po. 35 @ 40	Sinapis Nigra 11@ 12	
Galbanum 1 00		
Gamboge 65@ 70	Spiritus	
Guaiacum po. 25 @ 30	Frumenti, W. D. Co. 2 00@ 2 50	
Kino po. \$1.25 @ 1 25	Frumenti, D. F. R. 2 00@ 2 25	
Mastic @ 60	Juniperis Co. O. T. 1 65@ 2 00	
Myrrh po. 45 @ 40	Juniperis Co. 1 75@ 3 50	
Opil po. 4.50@ 4.80 3 30@ 3 35	Saacharum N. E. 1 90@ 2 10	
Shellac 25@ 35	Spt. Vini Galli 1 75@ 6 50	
Shellac, bleached 40@ 45	Vini Oporto 1 25@ 2 00	
Tragacanth 50@ 80	Vini Alba 1 25@ 2 00	
Herba	Sponges	
Absinthiumoz. pkg 25	Florida sheeps' wool @ 1 50	
Eupatoriumoz. pkg 20	carriage 2 50@ 2 75	
Lobeliaoz. pkg 25	Nassau sheeps' wool @ 1 50	
Majorumoz. pkg 28	carriage 2 50@ 2 75	
Mentha Pip.oz. pkg 23	Velvet extra sheeps' wool, carriage @ 1 50	
Mentha Vir.oz. pkg 28	Extra yellow sheeps' wool, carriage @ 1 25	
Rueoz. pkg 33	Grass sheeps' wool, carriage @ 1 00	
Tanacetum V. oz. pkg 22	Hard, for slate use @ 75	
Thymus, V. oz. pkg 25	Yellow Reef, for slate use @ 1 40	
Magnesia	Syrups	
Calcined, Pat. 55@ 60	Acacia @ 50	
Carbonate, Pat. 18@ 20	Aurant Cortex @ 50	
Carbonate, K. & M. 18@ 20	Zingiber @ 50	
Carbonate, Jennings 18@ 20	Ipeacac @ 60	
	Rhei Iod. @ 50	
Oleum	Rhei Arom. @ 50	
Absinthium 6 50@ 6 75	Smilax Officialis 50@ 60	
Amygdala 30@ 40	Senega @ 50	
Amygdala, Amare. 8 00@ 8 25	Scilla @ 50	
Anisi 1 85@ 2 00		
Aurant Cortex 2 40@ 2 50		
Bergamii 2 80@ 2 90		
Caljiputi 80@ 85		
Caryophylli 75@ 85		
Cedar 35@ 45		
Chenopadi @ 2 75		
Cinnamoni 1 40@ 1 50		
Citronella 35@ 40		

Menthol @ 3 15	Seidlitz Mixture 20@ 22	Linseed, pure raw 46 49
Morphia, S. F. & W. 2 20@ 2 45	Sinapis @ 18	Linseed, boiled 47 50
Morphia, S. N. Y. Q. & C. Co. 2 10@ 2 35	Sinapis, opt. @ 30	Neatsfoot, winter str 54 60
Moschus Canton @ 40	Snuif, Maccaboy, De Voes @ 41	Spirits Turpentine 58 65
Myristica, No. 1 65@ 80	Snuif, Scotch, De Vo's @ 41	
Nux Vomica po. 15 @ 10	Soda, Boras 9@ 11	Paints BBL. LB.
Os Sepia 25@ 30	Soda, Boras, po. 9@ 11	Red Venetian 1 1/2 2 @ 8
Pepsin Saac. H. & P. D. Co. @ 1 00	Soda et Potass Tart. 26@ 28	Ochre, yellow Mars 1 1/2 2 @ 4
Pleis Liq. N. N. 1/2 gal. doz @ 2 00	Soda, Carb. 1 1/2@ 2	Ochre, yellow Ber. 1 1/2 2 @ 3
Pleis Liq., quarts @ 1 00	Soda, Bi-Carb. 3@ 5	Putty, commercial 2 1/2 2 1/2 @ 3
Pleis Liq., pints @ 85	Soda, Ash 3 1/2@ 4	Putty, strictly pure 2 1/2 2 1/2 @ 3
Pil Hydrarg. po. 80 @ 50	Soda, Sulphas @ 2	Vermilion, Prime @ 2
Piper Nigra po. 22 @ 18	Spts. Cologne @ 2 60	American 13@ 15
Piper Alba po. 35 @ 30	Spts. Ether Co. 50@ 55	Vermilion, English 70@ 75
Plum Burgum @ 7	Spts. Myrcia Dom. @ 2 00	Green, Paris 13 1/2 @ 17 1/2
Plumbi Acet. 10@ 12	Spts. Vini Rect. bbl. @ 60	Green, Peninsular 13@ 16
Pulvis Ipeacac et Opil 1 30@ 1 50	Spts. Vini Rect. 1/2 bbl @ 60	Lead, red 6 @ 6 1/2
Pyrethrum, boxes H. & P. D. Co., doz @ 75	Spts. Vini Rect. 10gal @ 60	Lead, white 6 @ 6 1/2
Pyrethrum, pv. 25@ 30	Spts. Vini Rect. 5 gal 1 00@ 1 20	Whiting, white Span @ 70
Quassia 8@ 10	Strychnia, Crystal 1 00@ 1 20	Whiting, gliders @ 80
Quinia, S. F. & W. 37@ 42	Sulphur, Subl. 2 1/2@ 4	White, Paris, Amer. @ 1 00
Quinia, S. German 29@ 39	Sulphur, Toll 2 1/2@ 3 1/2	Whiting, Paris, Eng. @ 1 40
Quinia, N. Y. 31@ 41	Tamarinds 8@ 10	Whiting, Paris, Eng. cliff @ 1 40
Rubia Tinctorum 12@ 14	Terebenth Venice 28@ 30	Universal Prepared 1 00@ 1 15
Saccharum Lactis pv 18@ 20	Thebroma 50@ 52	
Salaicin 3 50@ 3 60	Vanilla 9 00@ 16 00	Varnishes
Sanguis Draconis 40@ 50	Zinci Sulph. 7@ 8	No. 1 Turp Coach 1 10@ 1 20
Sapo, W. 12@ 14		Extra Turp 1 60@ 1 70
Sapo M. 10@ 12		Coach Body 2 75@ 3 00
Sapo G. @ 15		No. 1 Turp Furn. 1 00@ 1 10
		Extra Turk Damar 1 55@ 1 60
		Jap. Dryer, No. 1 Turp 70@ 75

Freezable Goods

Now is the Time to Stock

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

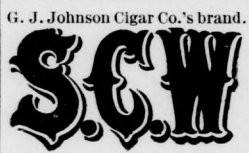
Hazeltine & Perkins Drug Co.

Grand Rapids, Mich.

GROCERY PRICE CURRENT.

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

AXLE GREASE		Corn	
Aurora.....55	doz. gross 6 00	Fair.....75	
Castor Oil.....60	7 00	Good.....85	
Diamond.....50	4 00	Fancy.....95	
Frazier's.....75	9 00		
I. K. Golden, tin boxes.....75	9 00	Hominy	
Mica, tin boxes.....75	9 00	Standard.....85	
Paragon.....55	6 00		
BAKING POWDER		Lobster	
Absolute		Star, 1/2 lb.....1 85	
1/2 lb. cans doz.....45		Star, 1 lb.....3 10	
1/2 lb. cans doz.....85		Picnic Tails.....2 25	
1 lb. cans doz.....1 50			
Acme		Mackerel	
1/2 lb. cans 3 doz.....45		Mustard, 1 lb.....1 75	
1/2 lb. cans 3 doz.....75		Mustard, 2 lb.....2 80	
1 lb. cans 1 doz.....1 00		Soused, 1 lb.....1 75	
Bulk.....10		Soused, 2 lb.....2 80	
		Tomato, 1 lb.....1 75	
		Tomato, 2 lb.....2 80	
Aretic		Mushrooms	
6 oz. Eng. Tumblers.....85		Stems.....14@16	
		Buttons.....20@25	
El Purity		Oysters	
1/2 lb. cans per doz.....75		Cove, 1 lb.....85	
1/2 lb. cans per doz.....1 20		Cove, 2 lb.....85	
1 lb. cans per doz.....2 00			
Home		Peaches	
1/2 lb. cans, 4 doz. case.....35		Pie.....1 25	
1/2 lb. cans, 4 doz. case.....55		Yellow.....@1 65	
1 lb. cans, 2 doz. case.....90			
JAXON		Pears	
1/2 lb. cans, 4 doz. case.....45		Standard.....70	
1/2 lb. cans, 4 doz. case.....85		Fancy.....80	
1 lb. cans, 2 doz. case.....1 60			
Jersey Cream		Peas	
1 lb. cans, per doz.....2 00		Marrowfat.....1 00	
9 oz. cans, per doz.....1 25		Early June.....1 00	
6 oz. cans, per doz.....85		Early June Sifted.....1 60	
Our Leader		Pineapple	
1/2 lb. cans.....45		Grated.....1 25@2 75	
1/2 lb. cans.....75		Sliced.....1 35@2 25	
1 lb. cans.....1 50			
Peerless		Pumpkin	
1 lb. cans.....85		Fair.....65	
		Good.....75	
		Fancy.....85	
Queen Flake		Raspberries	
3 oz., 6 doz. case.....2 70		Standard.....90	
6 oz., 4 doz. case.....3 20			
9 oz., 4 doz. case.....4 80			
1 lb., 2 doz. case.....4 00			
5 lb., 1 doz. case.....9 00			
BATH BRICK		Salmon	
American.....70		Red Alaska.....1 35	
English.....80		Pink Alaska.....95	
BLUING		Sardines	
CONDENSED PEARL BLUING		Domestic, 1/2 s.....@ 4	
Small 3 doz.....40		Domestic, Mustard.....@ 8	
Large, 2 doz.....75		French.....8@22	
BROOMS		Strawberries	
No. 1 Carpet.....2 75		Standard.....85	
No. 2 Carpet.....2 50		Fancy.....1 25	
No. 3 Carpet.....2 00			
No. 4 Carpet.....1 85			
Parlor Gem.....2 75			
Common Whisk.....1 20			
Fancy Whisk.....1 20			
Warehouse.....3 15			
CANDLES		Succotash	
Electric Light, 88.....9 1/2		Fair.....90	
Electric Light, 168.....10		Good.....1 00	
Paraffine, 6s.....9 1/2		Fancy.....1 20	
Paraffine, 12s.....10			
Wicking.....20			
CANNED GOODS		Tomatoes	
Apples		Fair.....80	
3 lb. Standards.....75		Good.....90	
Gallons, standards.....75		Fancy.....1 15	
Beans		Gallons.....2 35	
Baked.....75@1 30			
Red Kidney.....75@			
String.....85			
Wax.....85			
Blackberries		CATSUP	
Standards.....75		Columbia, pints.....2 00	
		Columbia, 1/2 pints.....1 25	
Blueberries		CHEESE	
Standard.....85		Acme.....@13 1/2	
		Amboy.....@13 1/2	
		Carson City.....@13	
		Elsie.....@14	
		Emblem.....@14	
		Gem.....@14	
		Gold Medal.....@13	
		Ideal.....@14	
		Jersey.....@13 1/2	
		Riverside.....@13 1/2	
		Brick.....@12	
		Edam.....@70	
		Leiden.....@13	
		Limburger.....@17	
		Pineapple.....50	
		Sap Sago.....@17	
Cherries		CHICORY	
Red Standards.....85		Bulk.....5	
White.....1 15		Red.....7	



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

S. C. W.....35 00	Phelps, Brace & Co.'s Brands.....35 00
Vincente Portuondo.....35 00	Ruhe Bros. Co.....25 00
Hilson Co.....35 00	T. J. Dunn & Co.....35 00
McCoy & Co.....35 00	The Collins Cigar Co.....10 35
Brown Bros.....15 00	Banner Cigar Co.....30 00
Banner Cigar Co.....30 00	Banner Stahl Co.....35 00
Banner Cigar Co.....10 35	Banner Cigar Co.....10 35
Seidenberg & Co.....55 125 00	G. P. Sprague Cigar Co.....10 35
Fulton Cigar Co.....10 35	A. B. Ballard & Co.....35 175 00
E. M. Schwarz & Co.....35 110 00	San Telmo.....35 70 00
Havana Cigar Co.....18 35 00	

CLOTHES LINES

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

COFFEE

Roasted

A.I.C. HIGH GRADE COFFEES

Special Combination.....20	French Breakfast.....25
Lenox.....30	Vienna.....35
Private Estate.....38	Supreme.....40
Less 3 1/4 per cent. delivered.....Rio	
Fair.....9	Good.....10
Prime.....12	Golden.....13
Peaberry.....14	
Fair.....14	Good.....15
Prime.....15	Peaberry.....18
Maraacibo.....15	Milled.....17
Java.....26	Interior.....26
Private Growth.....30	Mandehling.....35
Mocha.....22	Arabian.....28

COUPON BOOKS

Trade-sman 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.....@ 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.....@ 8

Raspberries.....@ 8

California Prunes

100-120 25 lb. boxes.....@ 3 1/2

90-100 25 lb. boxes.....@ 4 1/2

80-90 25 lb. boxes.....@ 5 1/2

70-80 25 lb. boxes.....@ 6 1/2

60-70 25 lb. boxes.....@ 7 1/2

50-60 25 lb. boxes.....@ 8

40-50 25 lb. boxes.....@ 8 1/2

30-40 25 lb. boxes.....@ 9

1/4 cent less in 50 lb. cases

Raisins

London Layers 2 Crown.....1 75

London Layers 3 Crown.....2 00

Cluster 4 Crown.....2 25

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 1/2

DRIED FRUITS—Foreign

Citron

Leghorn.....11

Corsican.....12

Currants

Patras, cases.....6 1/2

Cleaned, bulk.....7 1/2

Cleaned, packages.....7 3/4

Peel

Citron American 19 lb. bx.....13

Lemon American 10 lb. bx.....10 1/2

Orange American 10 lb. bx.....10 1/2

Farinaceous Goods

Beans

Dried Lima.....6 1/2

Medium Hand Picked 1 65@1 75

Brown Holland.....12

Cereals

Cream of Cereal.....90

Grain-O, small.....1 35

Grain-O, large.....2 25

Grain 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

Haskell's Wheat Flakes

36 2 lb. packages.....3 00

Hominy

Barrels.....2 50

Flake, 50 lb. drums.....1 00

Maccaroni and Vermicelli

Domestic, 10 lb. box.....60

Imported, 25 lb. box.....2 50

Pearl Barley

Common.....2 00

Chester.....2 50

Empire.....3 00



Grits

Walsh-DeRoo Co.'s Brand.

24 2 lb. packages.....1 80	100 lb. kegs.....2 70
200 lb. barrels.....5 10	

Peas

Green, Wisconsin, bu.....1 35

Green, Scotch, bu.....1 40

Split, bu.....3

Rolled Oats

Steel Cut, 1/2 bbls.....2 75

Monarch, bbl.....4 60

Monarch, 1/2 bbl.....2 45

Monarch, 90 lb. sacks.....2 25

Quaker, cases.....3 20

Huron, cases.....2 00

Sago

German.....4

East India.....3 1/2

Salus Breakfast Food

F. A. McKenzie, Quincy, Mich.

36 two pound packages.....3 60

18 two pound packages.....1 85

Battle Creek Crackers

Gem Oatmeal Biscuit.....7 1/2@ 8

Lemon Biscuit.....7 1/2@ 8

New Era Butters.....6 1/2

Whole Wheat.....6 1/2

Cereola.....4 00

Tapioca

Flake.....5

Pearl.....4 1/2

Pearl, 24 1 lb. packages.....6 1/2

Wheat

Cracked, bulk.....3 1/2

24 2 lb. packages.....2 50

FLAVORING EXTRACTS

DeBoe's

Vanilla D. C.....2 oz. 4 0z. 1 10 1 80

Lemon D. C.....70 1 35

Vanilla Tonka.....75 1 45

Jennings' FLAVORING EXTRACTS

D. C. Vanilla.....2 oz. 1 20 3 oz. 1 75

3 oz. 1 50 4 oz. 1 00

4 oz. 1 40 6 oz. 1 40

6 oz. 2 00 8 oz. 2 00

No. 8, 4 00 No. 8, 2 40

No. 10, 6 00 No. 10, 4 00

No. 2 T. 1 25 No. 2 T. 80

No. 3 T. 2 00 No. 3 T. 1 25

No. 4 T. 2 40 No. 4 T. 1 50

Northrop Brand

Van. Lem. Van.

2 oz. Taper Panel.....75 1 20

2 oz. Oval.....75 1 20

3 oz. Taper Panel.....1 35 2 00

4 oz. Taper Panel.....1 60 2 25

Perrigo's

Van. Lem. Van.

XXX, 2 oz. obert.....1 25 75

XXX, 4 oz. taper.....2 25 1 25

XX, 2 oz. obert.....1 00

No. 2, 2 oz. obert.....75

XXX D D picher, 6 oz.....2 25

XXX D D picher, 4 oz.....1 75

K. P. picher, 6 oz.....2 25

FLY PAPER

Perrigo's Lightning, gro.....2 50

Petrolatum, per doz.....2 50

GUNPOWDER

Rifle—Dupont's

Kegs.....4 00

Half Kegs.....2 25

Quarter Kegs.....1 25

1 lb. cans.....30

1/2 lb. cans.....18

Choke Bore—Dupont's

Kegs.....4 25

Half Kegs.....2 40

Quarter Kegs.....1 35

1 lb. cans.....34

Eagle Duck—Dupont's

Kegs.....8 00

Half Kegs.....4 25

Quarter Kegs.....2 25

1 lb. cans.....45

HERBS

Sage.....15

Hops.....15

INDIGO

Madras, 5 lb. boxes.....55

S. F., 2, 3 and 5 lb. boxes.....50

JELLY

15 lb. palls.....35

30 lb. palls.....62

LICORICE

Pure.....30

Calabria.....25

Sielly.....14

Root.....10

LYE

Condensed, 2 doz.....1 20

Condensed, 4 doz.....2 25

MATCHES

Diamond Match Co.'s brands.

No. 9 sulphur.....1 65

Anchor Parlor.....1 50

No. 2 Home.....1 30

Export Parlor.....4 00

Wolverine.....1 50

MOLASSES

New Orleans

Black.....11

Fair.....14

Good.....20

Fancy.....24

Open Kettle 2c extra.....25@35

Half-barrels 2c extra

MUSTARD

Horse Radish, 1 doz.....1 75

Horse Radish, 2 doz.....3 50

Bayle's Celery, 1 doz.....1 75

PICKLES

Medium

Barrels, 1,200 count.....5 75

Half bbls, 600 count.....3 38

Small

Barrels, 2,400 count.....6 75

Half bbls, 1,200 count.....3 88

PIPES

Clay, No. 216.....1 70

Clay, T. D., full count.....65

Cob, No. 3.....85

POTASH

48 cans in case.....4 00

Babbitt's.....3 00

Penna Salt Co.'s.....3 00

RICE

Domestic

Carolina head.....6 1/2

Carolina No. 1.....4

Carolina No. 2.....4

Broken.....3 1/2

Imported.

Japan, No. 1.....5 1/2@6

Japan, No. 2.....4 1/2@5

Java, fancy head.....5 @5 1/2

Java, No. 1.....5 @9

Table.....@

SALERATUS

Packed 60 lbs. in box.

Church's Arm and Hammer.....3 15

Deland's.....3 00

Dwight's Cow.....3 15

Emblem.....3 00

L. P.....3 00

Soldo.....3 15

Wyandotte, 100 lbs.....3 00

SAL SODA

Granulated, bbls.....80

Granulated, 100 lb. cases.....85

Lump, bbls.....75

Lump, 145 lb. kegs.....80

SALT

Diamond Crystal

Table, cases, 24 3 lb. boxes.....1 50

Table, barrels, 100 3 lb. bags.....2 75

Table, barrels, 40 7 lb. bags.....2 40

Butter, barrels, 280 lb. bulk.....2 25

Butter, barrels, 20 14 lb. bags.....2 50

Butter, sacks, 28 lbs.....25

Butter, sacks, 56 lbs.....55

Common Grades

100 3 lb. sacks.....1 80

60 5 lb. sacks.....1 65

28 10 lb. sacks.....1 50

Warsaw

56 lb. dairy in drill bags.....30

28 lb. dairy in drill bags.....15

Ashton

56 lb. dairy in linen sacks.....60

Higgins

56 lb. dairy in linen sacks.....60

Solar Rock

56 lb. sacks.....22

Common

Granulated Fine.....80

Medium Fine.....90

SALT FISH

Cod

Georges cured.....@ 5

Georges genuine.....@ 5 1/2

Georges selected.....@ 6

Strips or bricks.....6 @9

Pollock.....@ 3 1/2

Halibut.

Strips.....14

Chunks.....15

Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package, also 3/4c a pound. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases.

Arbuckle.....11 00

Jersey.....10 00

McLaughlin's XXXX

McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.

Extract

Valley City.....75

Felix 1/2 gross.....1 15

Hummel's foil 1/2 gross.....85

Hummel's tin 1/2 gross.....1 43

COCOA

James Epps & Co.'s

Boxes, 7 lbs.....40

Cases, 16 boxes.....38

COCOA SHELLS

20 lb. bags.....2 1/2

Less quantity.....3

Pound packages.....4

CONDENSED MILK

4 doz in case.

Gail Borden Eagle.....6 75

Crown.....6 25

Daisy.....5 75

Champion.....4 50

Magnolia.....4 25

Challenge.....4 25

Dime.....3 35



Jennings' FLAVORING EXTRACTS

D. C. Vanilla.....2 oz. 1 20 3 oz. 1 75

3 oz. 1 50 4 oz. 1 00

4 oz. 1 40 6 oz. 1 40

6 oz. 2 00 8 oz. 2 00

No. 8, 4 00 No. 8, 2 40

No. 10, 6 00 No. 10, 4 00

No. 2 T. 1 25 No. 2 T. 80

No. 3 T. 2 00 No. 3 T. 1 25

No. 4 T. 2 40 No. 4 T. 1 50

Herring

Holland white hoops, bbl.	7 75
Holland white hoops, keg.	9 95
Holland white hoop mchls.	1 05
Norwegian	
Round 100 lbs.	3 60
Round 40 lbs.	1 75
Sealed	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 00
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 50	6 50	2 50
40 lbs.	3 30	2 90	1 30
10 lbs.	90	80	40
8 lbs.	75	66	35

SEEDS

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

SNUFF

Scotch, in bladders	37
Macecaboy, in jars	35
French Rappee, in jars	43

SOAP

JAXON

Single box 2 85
 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 50
White Russian	2 35
White Cloud, laundry	6 25
White Cloud, toilet	3 50
Dusky Diamond, 50 6 oz.	2 10
Dusky Diamond, 50 8 oz.	3 00
Blue India, 100 3/4 lb.	3 00
Kirkoline	3 50
Eos	2 50

Scouring

Sapallo, kitchen, 3 doz.	2 40
Sapallo, hand, 3 doz.	2 40

SODA

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

SPICES

Whole Sifted

Allspice	10
Cassia, China in mats	12
Cassia, Batavia, in bund.	25
Cassia, Saigon, in rolls	32
Cloves, Amboyana	14
Cloves, Zanzibar	12
Mace, Batavia	55
Nutmegs, fancy	60
Nutmegs, No. 1	50
Nutmegs, No. 2	45
Pepper, Singapore, black	15
Pepper, Singapore, white	22
Pepper, shot	15

Pure Ground in Bulk

Allspice	14
Cassia, Batavia	30
Cassia, Saigon	40
Cloves, Zanzibar	16
Ginger, African	15
Ginger, Cochin	18
Ginger, Jamaica	23
Mace, Batavia	65
Mustard	18
Nutmegs	50
Pepper, Singapore, black	16
Pepper, Singapore, white	22
Pepper, Cayenne	20
Sage	15

ENAMELINE

Enameline

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. 3/4 gallon cans	1 80

Pure Cane

Fair	16
Good	20
Choice	25

Mixed

V. C. Syrup Co.'s Brands	
Valley City	16@17
V. C., fancy flavored	18@24



STARCH

Kingsford's Corn

40 1-lb. packages	6
20 2-lb. packages	6 1/4

Kingsford's Silver Gloss

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

Diamond

64 10 packages	5 00
128 5 packages	5 00
39 10c and 64 5c packages	5 00

Common Corn

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

Common Gloss

1-lb. packages	4 1/4
3-lb. packages	4 1/4
6-lb. packages	4 1/4
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 Cutfec. A	5 19
Confec. Standard A	4 69
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	3 94
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
Half doz. large	3 75
Half doz. 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, 80 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
Roseine	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 1/2	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

Baskets

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
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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 2 1/2

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
16-inch, Standard, No. 3	5 00
20-inch, Dowell, No. 1	3 25
18-inch, Dowell, No. 2	2 55
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
Don't 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 20
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
Magie Yeast, 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 back	11 00
Short cut	10 75
Pig	15 00
Beef	9 25
Family	11 50

Dry Salt Meats

Bellies	6 1/4
Briskets	6 1/4
Extra shorts	5 1/4

Smoked Meats

Hams, 12 lb. average	10 1/4
Hams, 14 lb. average	10
Hams, 16 lb. average	9 1/2
Hams, 20 lb. average	8 1/4
Ham, dried (N. Y. cut)	7
Bacon, clear	7 1/2 @ 8 1/2
Calphaliamams	9
Boneless hams	10
Cooked ham	10

Lards - In Tierces

Compound	5 1/4
Kettle	6 1/2
55 lb. Tubs, advance	3
80 lb. Tubs, advance	3 1/4
50 lb. Tins, advance	3 1/4
20 lb. Pails, advance	3 1/4
10 lb. Pails, advance	3 1/4
5 lb. Pails, advance	1
3 lb. Pails, advance	1 1/4

Sausages

Bologna	5 1/4
Liver	6
Frankfort	8
Pork	6 1/2
Blood	9
Tongue	9
Headcheese	6

Beef

Extra Mess.	10 00
Boneless	12 00
Rump	11 75

Pigs' Feet

Kits, 15 lbs.	75
3/4 bbls., 40 lbs.	1 50
1/2 bbls., 80 lbs.	2 70

Tripe

Kits, 15 lbs.	70
3/4 bbls., 40 lbs.	1 25
1/2 bbls., 80 lbs.	2 25

Casings

Pork	20
Beef rounds	3
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, 1/48	50
Potted ham, 1/8	50
Deviled ham, 1/48	50
Potted tongue, 1/48	50
Potted tongue, 1/8	90

Oils

Barrels

Eocene	13
Perfection	12
XXX W. W. Mich. Hilt	12 1/2
W. W. Michigan	10 1/2
Diamond White	12 1/2
D. S. Gas	12 1/2
Deco. Naphtha	12 1/2
Cylinder	29
Engine	21
Black, winter	9

Grains and Feedstuffs

Wheat

Patents	4 20
Second Patent	3 70
Straight	3 50
Clear	3 00
Graham	3 50
Buckwheat	6 00
Rye	3 25
Subject to usual cash discount	
Flour in bbls., 25c per bbl. additional	

Winter Wheat Flour

Local Brands

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

Spring Wheat Flour

Clark-Jewell-Wells Co.'s Brand	4 35
Pillsbury's Best 1/8s	4 35
Pillsbury's Best 1/4s	4 25
Pillsbury's Best 1/2s	4 15
Pillsbury's Best 3/4s paper	4 15
Pillsbury's Best 1/4s paper	4 15



Duluth Imperial Flour

Duluth Imperial 1/8s	4 35
Duluth Imperial 1/4s	4 25
Duluth Imperial 1/2s	4 15

Lemon and Wheeler Co.'s Brand

Gold Medal 1/8s	4 30
Gold Medal 1/4s	4 20
Gold Medal 1/2s	4 10
Parisian 1/8s	4 30
Parisian 1/4s	4 20
Parisian 1/2s	4 10

Olney & Judson's Brand

Ceresota 1/8s	4 35
Ceresota 1/4s	4 25
Ceresota 1/2s	4 15

Worden Grocer Co.'s Brand

Laurel 1/8s	4 30
Laurel 1/4s	4 20
Laurel 1/2s	4 10

Meal

Bolted	1 90
Granulated	2 10

Feed and Millstuffs

St. Car Feed, screened	16 00
No. 1 Corn and Oats	15 50
Unbolted Corn Meal	14 50
Winter Wheat Bran	14 00
Winter Wheat Middlings	15 00
Screenings	14 00

Corn

New corn, ear lots	34
Corn, ear lots	36 1/2
Less than ear lots	37 1/2

Oats

Car lots	28
Car lots, clipped	31
Less than car lots	32

Hay

No. 1 Timothy car lots	10 50
No. 1 Timothy ton lots	12 50

Hides and Pelts

The Cappon & Bertsch Leather Co., 100 Canal Street, quotes as follows:

Hides

Green No. 1	8
Green No. 2	7
Bulls	6
Cured No. 1	10
Cured No. 2	9
Calfskins, green No. 1	9
Calfskins, green No. 2	7 1/2
Calfskins, cured No. 1	10
Calfskins, cured No. 2	8 1/2

Pelts

Pelts, each	50 @ 1 00
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Tallow

No. 1	3 1/2
No. 2	2 1/2

Wool

Washed, fine	16
Washed, medium	20
Unwashed, fine	9 @ 12
Unwashed, medium	14 @ 16

Fresh Meats

Beef

Carcases	6 @ 8 1/2
Forequarters	5 1/2 @ 6 1/2
Hindquarters	7 @ 9
Loins No. 3	10 @ 14
Ribs	8 @ 14
Rounds	7 @ 8
Cheeks	6 @ 6 1/2
Plates	4 @ 5 1/2

Pork

Dressed	@ 5 1/4
Loins	@ 7
Shoulders	@ 6
Leaf Lard	@ 7 1/2

Mutton

Carcases	7 @ 8
Spring Lambs	8 @ 10

Veal

Carcases	7 1/2 @ 8 1/2
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Getting the People

Some Good Advertising and Some Not So Good.

Chas. H. Coy, Manager of the Coy Mercantile Co., at Alden, writes as follows:

I forward you under separate cover copy of Alden Wave, containing advertisement; also a dodger. The advertisement has brought us very good results. I do not pose as an advertisement writer, but find it pays well to advertise. Any hints or criticisms you may give will be appreciated.

The advertisement is neatly displayed, although the typographical work is poorly executed. It is the sort of ad-

way—and then there's no use of talking politics.

* * *

Reese, Nov. 18—We are readers of the Tradesman and find great interest in the columns headed Getting the People, and, per your request, we send you enclosed herewith a copy of one of our handbills, which we issue about once every two months. We do not claim it to be all original, inasmuch as some features are copied from good advertisers. We would be pleased to hear from you on any points of interest to retail advertisers. Shiller Bros.

The extremely large size of Shiller Bros.' handbill renders it impossible to reproduce more than a very small por-

DRY GOODS

Keep up with the times. You can't afford to be out of style when you can get goods at the following prices:

- A Black Rough Dress Goods, 40 inches wide, in the very latest style patterns, worth 75c anywhere, during this sale, per yard \$ 49
- A large assortment of All-Wool Flannel Dress Goods, in all the leading shades, worth 50c, we will sell at this sale, per yard 29
- Another one! An All-Wool Cashmere, 42 in. wide, worth 65c, will be sold at, per yard 44
- Cashmere, 36 inches wide, worth 35c, now at, per yard 24
- Plaid Dress Goods, others call it cheap at 35c, will sell it at, per yard 24
- We have a good line of Plaid Dress Goods, per yard 14

What We Promise We Perform

- A very nice line of Flannelettes, suitable for any kind of a dress; others call it a bargain at 12c, we will sell at, per yard 09
- A good line of Heavy Dress Outings, regular 12c goods, now, per yard 10
- Another bargain for you. Our 10c Outings, in all patterns and colors, now, per yard 08
- We have 50 pieces of Outings which we have decided to sell at a great bargain, that is our 7c goods for 05
- A surprise for you: the regular 6c Shaker Flannel at 04
- Log Cabin Comforter Goods, per yard 06
- and all other Comforter Goods greatly reduced.

Good bargains in Ticking. Call for our Fleeced Shirting if you want a good one.

We also have a full line of shirting in all grades at reduced prices. All kinds of prints at bottom prices. Silks for trimmings or waists worth 75c, at this sale 49 and all our higher priced Silks and Velvets at greatly reduced prices.

tion. As you see it, it quotes a great many prices on dry goods alone, and, besides, on groceries, capes and jackets, underwear, clothing and shoes. Decidedly, it should sell goods, and plenty of them.

It seems to me, however, that once in two months is too seldom to issue a handbill of this kind, and I would advise Shiller Bros. to issue at least three a month—not necessarily as large as the one submitted, but containing plenty of interesting and timely news of goods and prices. This is based, of course, on the assumption that there is no newspaper in Reese that will reach the buying public. If there is it should prove a better investment to use its advertising columns.

* * *

Jackson, Nov. 17—Enclosed you will find one of our weekly circulars for your comment. We are very much interested in your Getting the People and think it will help advertisers considerably.

Sparks Grocery Co.

The matter in the circular is repro-

You Are Interested

When your purse is affected. We know this little circular will help make your purse heavier by the saving you will make in trading with us. At credit stores you pay credit prices. We sell for cash and save you money. We will sell on

- Saturday, Nov. 18, and Monday Nov. 20, 25 pounds of Eldred Half Patent Flour for 49c (now is the time to lay in for winter)
- Boneless Codfish 7c per pound
- One 60 feet unbleached Clothes Line for 8c
- One 50 feet white Clothes Line for 11c
- 10 pounds Barrel Salt for 5c
- One Palmetto Scrub Brush 6c
- 3 packages of Yeast Waters for 10c
- Mop Sticks for 11c

Sparks Grocery Co.

Spot Cash Grocers.

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.

A Harness

made by a concern you can depend upon and sold to you direct by that concern, who also guarantee it, is not only a good thing to buy, but it is a money maker to sell. Send for catalogue of harness, carriages and sleighs and price list on robes and blankets.

BROWN & SEHLER, Grand Rapids, Mich.

THE PROBLEM.

The problem of supplying you with comfortable, well-fitting, warm underwear at a right price has been solved here. We have the goods that tell the story better than we can, and we know we can please you with them. Kindly note the following:

See our line of Gents' Heavy Cotton Underwear, Our Leader, remarkable at the price. 25c

We pride ourselves on our line of Gents' Underwear. We have four different styles in stock and the boys call it our "Big Four" line. They are strongly made, good wearing, honest goods and will give you that comfortable feeling. 50c

We have a large assortment of Gents' Underwear at 75c, 90c, \$1.00. They are warm things for cold days. Regular cold weather comforts.

Ladies' Underwear—Soft, fleecy, warm goods in two shades, Ecru and White. Best value ever sold at this price. 25c

Underwear for babies, underwear for girls, underwear for boys at 25c

Good variety at this price, better goods if you wish them. Remember we have underwear for each member of the family.

Ladies, call and see our lines of Underwear at these prices. They will please you because they are right. You'll get quality in buying these. 90c, \$1.00

We have the largest line of Rubbers, Lumbermen's Socks, Mackinaws, Kersey Coats and Winter Goods ever shown in the town. Our prices help you to economize. You'll see the point when you see the goods. Join the merry throng of pleased buyers at the "Big White Store on the Corner."

COY MERCANTILE CO.

vertisement that should bring results and I am not surprised that it did. It quotes prices and talks business from start to finish. My only objection is to the use of the words "gents'" and "ladies'." "Gents'" is never admissible, and, as a matter of fact, "men's" and "women's" sounds much better. We may or may not be gentlemen and ladies—that depends—but when it comes to the matter of underwear, we are simply men and women. A little attention to this point would improve many advertisements that are otherwise very good.

I do not like the introduction to Mr. Coy's dodger, for two reasons—the cut is out of place, and the matter is in bad taste. His reference to Oom Paul may hurt someone who is a customer, and at all events it is safest to keep from treading on anyone's corns. The advertiser should have no political opinions—or, if he has them, he should keep very quiet about them. Business and politics don't mix, unless everyone thinks your

duced herewith. It is good in nearly every respect, but the writer missed a grand opportunity to show the readers why a cash grocery store could sell cheaper than one that sold on credit. There are lots of good arguments along this line that should not be overlooked. A weekly circular, containing a list of "specials," should prove a trade-winner for any grocery store, and especially so in connection with good newspaper advertising. Call the circular some name—"Jones' Weekly," or something on that order—give a brief, crisp description of each special, sprinkle in a few timely recipes, if possible, get it into the hands of the right people, see that the reductions are genuine, and your trade will grow like magic. Advertise the specials and the Weekly in the newspapers, invite the people to call for a copy, and you will increase the circulation of the Weekly, and help it to do still more good. The largest grocery house in Philadelphia was built up from almost nothing in this way and today it distributes over 40,000 copies weekly.

* * *

Robert Telfer, of Big Rapids, sends me five advertisements for criticism,

Telfer Shoe Talk!

Some Shoes wear well but look like sin. Some fit, but don't wear. Some look pretty, but pinch. Some are stiff and stay so. Some are easy but spread all over. One good point doesn't make a shoe a good shoe. All of them, however, do and you are sure to find them here for men, women and children.

Special Cash Price for this Month

- All our Ladies' and Men's \$4.00 Shoes for.....\$ 3.00
- All our Ladies' and Men's \$3.00 Shoes for..... 2.25
- All our Ladies' and Men's \$2.00 Shoes for..... 1.50
- All our \$15.00 Suits and Overcoats. 12.00
- All our \$10.00 Suits and Overcoats. 7.50
- All our \$8.00 Suits and Overcoats. 6.00

one of which I reproduce, omitting the unfortunate signature I have already condemned. This is one of the best advertisements Mr. Telfer has submitted, for it is well-worded, interesting and contains prices. Just why Mr. Telfer should use "ladies" in one place and "women" in another is more than I can fathom. Of course "women" is the proper word to use, as I mentioned earlier in this article.

* * *

E. A. Hill, of Coloma, submits an advertisement which I reproduce herewith.

Important

Hardware, Furniture and Buggies are advancing daily; purchase now while our present stock lasts.

We also have a large stock of rocking chairs, mirrors, traveling bags, horse blankets, and

... HEATING STOVES ...

all bought before the raise.

Palatine Oil, the best in the world, is sold by us. Call and get

a gallon, it is all right. Saws, Axes and axe handles at wholesale prices.

E. A. HILL

Cash Dealer

As the man said about the girl, "If she had another face she'd be handsome." If Mr. Hill's advertisement were differently worded it might be better—it could scarcely be worse. The trouble is that the writer tried to get too much for his money and will get nothing at all. Let

Mr. Hill look up his back files of the Tradesman and read the articles on the principles of advertising; then let him pick out one line (one article is better) and describe and price it as he would for a customer in his store and he'll be doing some advertising that is worthy of the name. At present he is simply buying newspaper space with no prospect of ever realizing a cent on the investment.

W. S. Hamburger.

He Is Better Now.

The dealer sits in his hardware store Singing a song of woe; He had bought his stock in a good-sized block At a time when prices were low. But his profits are small, or none at all, And he heaves a sorrowful sigh As he rails at the jobbers and calls them robbers Because their prices are high.

And this is the song he sadly sings As he looks through the books for the day: "Who said this business would pay. He told of the profits I'd surely make If I'd manage the matter right. But people won't buy when prices are high And I'm clean out of cash to-night."

"I haven't marked up my prices a cent Because the people will know That the stock on hand at this hardware stand Was bought 'most a year ago. I'm offering goods at close to cost, But buyers still keep away, For the reason, I'm told, that the stock looks old, And they advances they'll never pay."

He had gone thus far in his song of woe When a knock was heard at the door, And in walked a drummer, well known as a hummer, And looked all over the store. He greeted the man who sang the song And noted his care-wrought brow, But he grasped his hand with a smile that was bland As he asked, "What's the matter now?"

The dealer again sang his sorrowful song And recounted his harrowing tale, How the profits were small, or none at all, How for days there was nary a sale. Then the drummer again looked over the store As he sat on a three-legged stool, And he shook his head as he slowly said, "My friend, you're a blamed old fool!"

"You stocked your store with a lot of goods That I know were bought all right, And your chance for gain, it is very plain, Was really out of sight. But you haven't managed a little bit As a wise man you'd have done; For a merchant man on a losing plan You surely take the bun."

"Your stock is littered all over the floor, Your shelves are a sight to see, Your counters and cases are simply disgraces, They're as dirty as dirty can be. Now let me give you a word of advice, And I'll help you to follow it, too. Go over your stock every day by the clock, So that the people will think it is new."

"Look over the latest market reports, Get jobbers' quotations to-day, Then mark up your prices till the difference suffices To cause your business to pay. When the people will see you are active and shrewd, Or what they call right up to date, And they'll take to your trade like the dirt to a spade, Till you're busy both early and late."

The dealer was wise after all that was said, For he did as the drummer advised, And the people rushed in like a saint after sin, For the store had itself advertised. And the dealer now sings in a different tune And he laughs where once he would cry, And he tells all the jobbers they're no longer robbers Because their prices are high.

An Unusual Demand.

"I want to get a ring for a lady," said the customer. "Sweetheart or wife?" asked the clerk.

"Both," replied the customer. "Say! Now I'm all at sea," said the clerk. "If it was for a sweetheart I'd show you something handsome in this case; if for a wife, I'd send you further down the aisle for something less expensive. But when a man combines the two— Say, you'd better look over the entire stock. It's against all precedent and I'm not competent to give you any advice."

Decision Reversed.

"Charlie, dear," said the young mother, "I've decided on a name for baby. We will call her Imogen." Papa was lost in thought for a few minutes. He did not like the name, but if he opposed it, his wife would have her own way. "That's nice," said he, presently. "My first sweetheart was named Imogen, and she will take it as a compliment." "We will call her Mary, after my mother," was the stern reply.

To the Musician no

Christmas Present

could be so acceptable as a musical instrument. We have all kinds and the best in each at the very lowest

prices. We keep an extensive assortment of Pianos,

- Paniosas,
- Organs,
- Sheet Music,
- Music Books,
- Violins,
- Mandolins
- Guitars, Banjos,
- Grapophones,
- Graphophones,
- Symphonion Music Boxes, Regina Music



Boxes, Cornets, Clarinets, Accordeons, Harmonicas, Piano Scarfs, Piano Stools, etc.

If you intend purchasing anything in the music line call on or write to

Julius A. J. Friedrich,
30 and 32 Canal Street,
Grand Rapids, Mich.

FURNITURE BY MAIL

MAGAZINE PRICES OUTDONE

\$18.50

FREIGHT PRE-PAID.



Our Desk No. 261, illustrated above, is 50 in. long, 34 in. deep and 50 in. high; is made of selected oak, any finish desired.

The gracefulness of the design, the exquisite workmanship, the nice attention to every little detail, will satisfy your most critical idea.

Is sent on approval, freight prepaid, to be returned at our expense if not found positively the best roll top desk ever offered for the price or even 25 per cent more.

Write for our complete Office Furniture Catalogue.

SAMPLE FURNITURE CO.
Retailers of Sample Furniture
LYON PEARL & OTTAWA STS.
GRAND RAPIDS MICH.

HOUSE HOLD FUR = NITURE BEFORE BUYING FURNITURE OF ANY KIND WRITE US FOR ONE OR ALL OF OUR "BIG 4" CATALOGUES OF HOUSEHOLD FURNITURE

WE PREPAY FREIGHT

FURNITURE BY MAIL

MAGAZINE PRICES OUTDONE

There's Satisfaction

in having our chair in your home.

After you've used it for several years—given it all kinds of wear—that's the time to tell whether or not the chair is a good one.

Our goods stand every test. The longer you have it the better you like it.



Arm Chair or Rocker No. 1001.

Genuine hand buffed leather, hair filling, diamond or biscuit tufting.

Sent to you freight prepaid on approval for

\$24.75

Compare the style, the workmanship, the material and the price with any similar article. If it is not cheaper in comparison, return at our expense.

SAMPLE FURNITURE CO.
Retailers of Sample Furniture
LYON PEARL & OTTAWA STS.
GRAND RAPIDS MICH.

HOUSE HOLD FUR = NITURE BEFORE BUYING FURNITURE OF ANY KIND WRITE US FOR ONE OR ALL OF OUR "BIG 4" CATALOGUES OF HOUSEHOLD FURNITURE

WE PREPAY FREIGHT

GOTHAM GOSSIP.

News From the Metropolis—Index to the Market.

Special Correspondence.

New York, Nov. 20—The coffee market maintains a good degree of strength. A slight advance has been made in prices and altogether the tone of the market is firm. The demand is active and this indicates an active consumptive movement. People are learning to drink coffee instead of its substitutes, and it is doubtful if the sale of burned rye at 25c a pound is as large as formerly. The world's supply is immense, however, and the coming crop is estimated at 10,000,000 bags, so that it is hard to see why there should be any great advance. It is not reasonable to suppose that the demand should increase to such an extent as to make much difference, and the more reasonable explanation of a rise is speculation. The two warring elements in the coffee world are now publishing circulars, one to show why their recent advance was justified and the other to prove that any higher rate is entirely unjustified. In store and afloat there are 1,224,604 bags, against 1,054,767 bags at the same time last year. Rio No. 7 closes in an invoice way at 63½c. West India growths have been in fairly satisfactory movement and the market generally is firm. Offerings are not large and it is not thought that large supplies will be forthcoming. East India coffees were firm and jobbers generally report a fairly satisfactory trade in the same.

Jobbers are taking only enough sugar to keep their supplies unbroken, but most of the trade is in withdrawal of supplies under old contracts and little actual new business has been done during the week. List prices are the same, with some softs slightly shaded.

Holders of teas show no anxiety to part with their stocks and the week has been rather dull, so far as actual business is concerned; yet the situation is not "half bad," as the English would say. Prices are firmly adhered to and a "little later" we expect to see more of a movement.

Buyers and sellers of rice are seemingly indifferent and the general situation is practically unchanged from what it was a month ago. Offerings are large enough to prevent any struggle to obtain supplies and prices are the same as last week and the week before. Foreign grades are firm and, as stocks have grown lighter, the strength is becoming more and more marked. Japan, 4½@5c.

Not a large amount of business in spices has been done, but prices are firm all around and especially so for pepper. Singapore black is firm at 13c.

Offerings of new crop molasses are limited. The market is firm and prices are practically unchanged. Syrups have been in fair request at prevailing rates and the market shows a good degree of strength, although higher rates are hardly looked for immediately.

Those who have investigated the canned goods market thoroughly say it has never been so bare of goods in the history of the canned goods trade. Large blocks of any sort of vegetables are not to be had. Tomatoes are in better supply than anything else and are the only thing showing any weakness whatever. California fruits are all in jobbers' hands and in many lines assortments are badly broken. And it will be seven or eight months before new goods come. Packers will probably rush things next year and a large increase in the output is expected. It is difficult to give quotations just now on some lines of goods, but tomatoes are worth from 75@85c for No. 3 New Jersey standards, and something more for really desirable goods; New York State peas, \$1.10@1.50; New York corn, 77½@85c.

Lemons have been selling with more freedom and quotations are higher than last week by 25@50c. Oranges have been in good demand; fancy fruit for Thanksgiving has brought very high prices. Florida brights are worth \$4@4.50; russets, \$3.50@4. They are in better supply this week and orders can now be promptly filled of the usual size. Bananas are higher and the demand for

this time of year is good. Aspinwalls, firsts, per bunch, \$1.30@1.35; Port Limons, \$1.40@1.45.

In dried fruits there is a good demand for spot prunes and rather a quiet trade in other lines. Fancy raisins are moving for the holiday trade at full quotations. Dates and figs are quiet and quotations are nominal. For domestic dried the market is weak and quotations at best are not at a point that indicates much profit. Fancy evaporated apples, 8½@9c.

The butter market is very strong and fancy Western creamery will bring 26c without any trouble. Arrivals are moderate and the chances for 30c butter seem to improve right along. June creamery, 24@24½c; Western imitation creamery, 16½c for seconds and 21c for fancy stock. Roll butter, 16@19c.

Desirable Western eggs will bring 22@23c, with off grades dropping suddenly to 14@16c. Western refrigerator, 16@17c.

The bean market is dull, with practically no change observable from last week.

There is very little doing in cheese. Some enquiries have been received from out of town, but mostly for other grades than the best. Receipts are moderate. Full cream small size, 12½@12¾c; large, 12½c. Perhaps very fine goods would bring a fraction more than above rates.

The Produce Market.

Apples—Winter fruit is meeting with active demand and ready sale on the basis of \$2.25 per bbl. for choice, \$2.50 for fancy and \$2.75@3 for extra fancy. Michigan apples will be at a premium before many weeks elapse.

Bananas—The hurricane and floods in the West Indies have caused great destruction of banana plantations, a good many thousand trees being ruined. The result is a sharp advance, ranging up to 25c per bunch, and should the demand increase there will be a further advance. The imposition of a 10c export tax by the government of Guatemala also tends to strengthen the market and may cause a further advance.

Beans—E. A. Moseley has returned from Detroit, where he attended a special meeting of the Michigan Bean Jobbers' Association, which was held in that city Nov. 21. He says the general impression among those present is that the bean crop is the smallest it has been for several years, and that more beans have been shipped out of the State to date than is usually the case by the spring of the year. Every indication points to the fact that present prices will hold good until the new crop comes in, nine or ten months hence. How much of the advance is due to short crop and how much to speculation on the Detroit Board of Trade he is unable to determine. This is the first time that beans have ever been listed on the Board of Trade, although Chicago dealers have been trying to get beans listed on the Chicago Board, without success as yet. Dealers complain that they can not pay the present market prices in the country and play even in marketing stock at any of the distributing or consuming markets. The present price—\$1.65 f. o. b.—is the highest it has been since the Lamoreaux boom, when beans touched \$1.97 in January, 1896. Lamoreaux telegraphed his brokers at that time to hold for \$2.25, but no sales were made above \$2.

Beets—\$1 per 3 bu. bbl.

Butter—Factory creamery is strong and active at 24c. Receipts of dairy grades are more liberal and the price is about the same as a week ago, extra fancy readily commanding 20c, fancy fetching 18c and choice bringing 16c.

Cabbage—40@50c per doz.

Carrots—\$1 per 3 bu. bbl.

Celery—15c 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 strong demand at 8c. Fowls are in good demand at 7c. Ducks command 8@9c for spring and 7c for old. Geese

find a market on the basis of 8@9c for young. Old are not wanted at any price. Turkeys are in good demand at 10@11c for spring and 8c for old.

Eggs—Receipts are large, but most of the receipts contain an undue proportion of shrunken and sloppy eggs. The ratio of poor stock runs from 1½ to 2 dozen per case, in consequence of which the retail trade generally prefers to pay 20c for carefully candled rather than 17c for case count stock. Cold storage are 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 \$1@1.25 per doz. 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 75c per doz. and yellow-legged \$1.50 per doz.

Grapes—New York Concord are held at 15c for 4 pound baskets.

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

Lemons—Despite the fact that last year's business in foreign lemons resulted in considerable loss to importers and large buyers, interest in the new crop now coming forward in large quantities is fairly active and there is a good demand. This demand is attributed in part to the warm weather of the late fall and to the fact that the Eastern movement of the California crop has been small compared to other seasons. The crop, according to private reports, is in a fairly healthy state, and the fruit shows up sound and well colored. The stock coming forward is fully up to the standard of the previous season, and in the absence of serious competition with the California product is bringing average prices. So far this season only four carloads of California lemons have been shipped to the Eastern markets. The greenness of the fruit and backward condition of a large part of the crop is responsible for the small movement to date. Last year for the corresponding period the shipments East aggregated thirty-three carloads, a portion of which, however, consisted of oranges. The market is very firm with an upward tendency. There is an enlarged demand from all sections of the country for Thanksgiving, and shipments are light, which may cause an advance soon.

Live Poultry—Squabs are in fair demand at \$1 per doz. Pigeons are in strong demand at 50@60c per doz. Chickens are strong at 6@7c. Fowls are not so active at 5@6c. Turkeys are eagerly purchased at 7@9c. Ducks are in fair demand at 5@6c. Geese fetch \$5@6 per doz.

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

Onions—Spanish have advanced to \$1.50 per crate and home grown are active and moving as heavily as transportation facilities will permit on the basis of 35c for Red Weatherfields, Yellow Danvers and Yellow Globes and 40c for Red Globes.

Parsnips—\$1.25 for 3 bu. bbl.

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

Potatoes—The market is stronger and higher, due to the scarcity of cars and the inability of buyers to move their supplies. Many markets are practically bare of stock and are clamoring for supplies and offering unexpected prices for immediate shipment. Paying prices have advanced to 30c at outside buying points, although local competition frequently forces the price even higher. It is believed that there will be a scarcity in spots, due to the consumption of local supplies, but that we will not see high prices until we are confronted with a long-continued cold spell later in the season.

Squash—Hubbard commands 1½c per pound.

Sweet Potatoes—Jerseys are in good demand at \$3.50@3.75 per bbl. Virginias are active on the basis of \$2.25@2.50 per bbl.

Turnips—\$1 per bbl.

Business Wants

BUSINESS CHANCES.

FOR SALE—FIRST-CLASS, UP-TO-DATE meat market; best location in city of 20,000; excellent trade. Poor health reason for selling. Address 138, care Michigan Tradesman. 138

FOR SALE—ONE 100 HORSE POWER Standard water tube boiler; one 85 horse power engine and part of an electric light plant. Otsego Electric Light Co., Otsego, Mich. 137

DRUG STOCK FOR SALE—RENT VERY cheap; good location in city of 9,000 inhabitants; resort town. Stock invoices \$2,000. Address No. 135, care Michigan Tradesman. 135

FOR SALE—FINE HOTEL AND SMALL livery barn; doing good business; terms to suit. Address No. 135, care Michigan Tradesman. 135

FOR SALE—STOCK OF DRUGS AND hardware and store building. Will rent the building and sell the stocks together or separately. Good location to add groceries to hardware stock or for the establishment of a general store. This is a rare opportunity for the right person. Address P. M., Lacota, Mich. 133

WANTED—LOCATION FOR FIRST-CLASS shoe store. Address Alex. Friedman, Coldwater, Mich. 132

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. Sharick, 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. 125

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

BRYSAN BRICK STORE AT OVID, MICH., to exchange for timbered land or improved farm or stock of goods. Address L. C. Townsend, Jackson, Mich. 114

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. 98

FOR SALE OR EXCHANGE FOR GENERAL Stock of Merchandise—40 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

MISCELLANEOUS.

WANTED—EXPERIENCED TRAVELER for Michigan flour mill; territory to be outside of Michigan. Only men with experience in selling goods on the road need apply. Give references. Address No. 134, care Michigan Tradesman. 134

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—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 R'y
Nov. 19, 1899.

Chicago.
Lv. G. Rapids, 7:10am 12:00m 4:35pm *11:50am
Ar. Chicago, 1:30pm 5:00pm 10:50pm *7:05am
Lv. Chicago, 7:15am 12:00m 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. Charlevoix, 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	+10:00pm	+ 6:40am

Eastbound 6:50am train has Wagner parlor
car to Detroit, eastbound 3:27pm train has parlor
car to Detroit.
*Dally. *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 Cin.	+ 7:10am	+ 9:45pm
Kalamazoo and Ft. Wayne.	+ 2:00pm	+ 2:00pm
Kalamazoo, Ft. Wayne Cin.	* 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 Cincin-
nati; 11:30pm train, sleeping car and coach to
Chicago.

Chicago Trains.
TO CHICAGO.
Lv. Grand Rapids, 47 10am +2 00pm *11 30pm
Ar. Chicago, 2 30pm 8 45pm 7 00am

FROM CHICAGO
Lv. Chicago, 13 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.
Lv. Grand Rapids, 47 35am +1 35pm +5 40pm
Ar. Muskegon, 9 00am 2 50pm 7 00pm

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

GOING EAST.
Lv. Muskegon, 8 10am +12 15pm +4 00pm
Ar. Grand Rapids, 9 30am 1 30pm 5 20pm

*Except Sunday. *Dally.
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.
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. TREADOR; Vice-President,
JOHN McBRATNIE; Secretary, W. H. LEWIS.

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H. PORTER; Treasurer, L. PELTON.

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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.

FOR MEN **FOR WOMEN**

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.



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

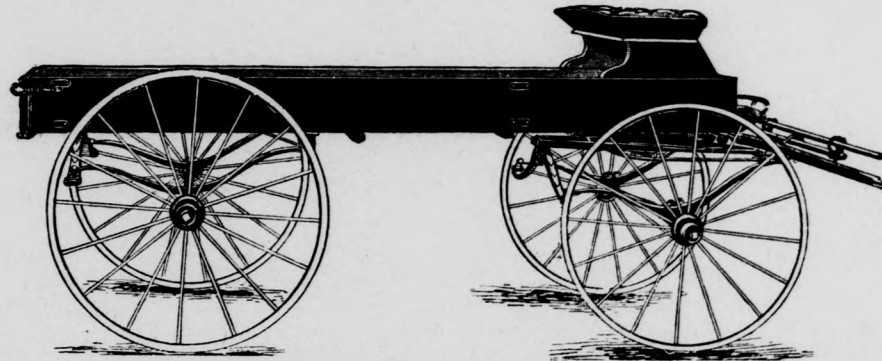
**The Worker's
Lunch**

Build it on a biscuit basis—a **Unedea** basis.
Use any kind of a relish, but one kind of a founda-
tion— **Unedea Biscuit**. They possess as
dainty a flavor as is ever found in the best bread.

**Unedea
Biscuit**

have started the thoughtful housewife crackerwards.
In **Unedea Biscuit** she finds food novelty
without loss of nutritive value; a complete, satisfy-
ing, health giving food that is always ready, always
fresh, always dainty. These are the reasons why
Unedea Biscuit make the ideal lunch for the
business man or the mechanic—for everybody. Order
one of the new 5 cent air tight packages.

Platform Delivery Wagon



NO. 113

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

THE BELKNAP WAGON CO., 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

No. 2 Decorated German China Assortment.

No Charge for Package.

Dozen	ARTICLES	Per Dozen	Total Cost	Retail Each	Total Selling
1/2	Assorted Decorated Fruit Plates	\$0 47	\$0 24	\$0 05	\$0 30
1/2	Dime Leader Fruit Plates, 7 inch	75	38	10	60
1/2	Relief Design Fruit Plates, 6 3/4 inch	92	46	15	90
1/2	German China Fruit Plates, 7 1/4 inch	1 13	57	20	1 20
1/2	Coupe Embossed Fruit Plates	1 25	63	20	1 20
1/2	Carlsbad China Fruit Plates, 7 3/8 inch	1 50	75	25	1 50
1-6	Open Handle Cake Plates	2 00	34	25	50
1-6	Enameled Flower Cake Plates	3 00	50	50	1 00
1	Toy Cups and Saucers	37	37	05	60
1	Gold Mottoes Cups and Saucers	78	39	10	1 20
1/2	Landscape Assortment Open Teas	96	48	15	90
1/2	Cupid Assortment Cups and Saucers	1 25	63	20	1 20
1/2	Chrysanthemum Cups and Saucers	1 65	83	25	1 50
1/2	Tinted Lustre Cups and Saucers	2 10	1 05	25	1 50
1/2	Translucent China Cups and Saucers	3 50	88	50	1 50
1/2	Watteau Picture Mugs	40	20	05	30
1/2	Bargain Dime Mugs	75	38	10	60
1/2	Heavy Relief Tinted Mugs	1 50	38	20	60
1/2	Raised Design Mugs	2 00	50	25	75
1/2	Figure Three Piece Plate Sets	1 75	44	25	75
1/2	Relief Design Three Piece Plate Sets	2 00	50	25	75
1/2	Transparent China 3 Piece Plate Sets	2 25	56	35	1 05
1/2	Royal Bonn 3 Piece Bread and Milk Sets	1 80	45	25	75
1/2	Embossed 3 Piece Bread and Milk Sets	2 25	56	35	1 05
1-6	Large Tankard 3 Piece Bread & Milk Sets	3 25	55	50	1 00
1	Decorated Cream Pitcher	42	42	05	60
1/2	Flowerhead China Pitchers	80	40	10	60
1/2	Carlsbad China Cream Pitchers	1 15	58	15	90
1/2	Tankard Shape Cream Pitchers	1 65	83	25	1 50
1/2	Genuine French China Pitchers	2 00	50	25	75
1/2	White and Gold Sugar and Cream Sets	1 25	31	20	60
1/2	Embossed Pattern Sugar and Cream Sets	1 87	49	25	75
1-6	Royal Worcester Sugar and Cream Sets	3 00	50	50	1 00
1-12	Tinted 4 Piece Table Set	8 00	67	1 00	1 00
1-12	Decorated 4 Piece Table Set	10 50	87	1 25	1 25
1	China Fruit Saucers	47	47	05	60
1	Austrian China Fruit Saucers	75	75	10	1 20
1/2	Lilly of the Valley Fruit Saucers	1 50	75	20	1 20
1-12	Bavarian China Cracker Jar	3 00	25	50	50
1-6	Decorated 7 Piece Berry Sets	6 50	1 09	75	1 50
1	China Individual Butters	40	40	05	60
1	Decorated A B C Plates, 7 1/4 inch	48	48	05	60
1/2	Enameled A B C Plates, 7 1/4 inch	65	33	10	60
			\$23 11		\$38 95
			23 11		23 11

A Net Profit of over 68 per cent. or \$15 84

ORDER AS "PACKAGE NO. 2."

Who Pays

the traveling man's railroad fare and hotel bills?

Who pays for the cigars and "treats" he gives away to make sales?

Who pays his salary?

You, Mr. Merchant!

Our commercial traveler is a catalogue. His railroad fare averages one cent—his expenses, nothing. He calls on you whenever you wish or whenever he has something new to tell you. He is thousands of dollars less costly every year than a human salesman.

The money he saves goes into the pockets of our customers—15 to 30 per cent. on every purchase.

Twenty-five hundred customers in Michigan alone—some others as far off as India, South Africa and Australia.

Catalogues Nos. 150 (Holiday Goods) and 151 (Staples) are ready—256 pages of seasonable goods at reasonable figures. Send for them, or call and see us.

No. 3 Assorted Package Miscellaneous Toys.

No Charge for Package.

Dozen	ARTICLES	Per Dozen	Total Cost	Retail Each	Total Selling
1	Assorted Bellows Toys, 12 kinds	\$ 24	\$ 24	\$ 05	\$ 60
1	10-cent Bellows Toys, 12 kinds	70	70	10	1 20
1	5-cent Noah's Arks	35	35	5	60
1/2	10-cent Noah's Arks	70	35	10	60
1/2	Surprise Boxes, 5-cent size	38	19	05	30
1/2	Surprise Boxes, 10-cent size	60	30	10	60
1-6	Toy Wash Stands, large, antique finish	2 00	34	25	50
1-6	Combination Toy Desks, antique finish	2 10	35	25	50
1/2	Baby Ring Toys, lithographed	1 10	28	15	45
1-6	Zip Marble Games, lithographed	2 00	34	25	50
1	Willow Rattles	40	40	05	60
1/2	10-cent Paint Boxes	75	38	10	60
1/2	Transparent Slates, 5-cent size	37	19	05	30
1/2	Transparent Slates, 10-cent size	65	33	10	60
1/2	Building Blocks, partly colored	48	24	05	30
1/2	Soldier and Train Picture Blocks	1 10	55	15	90
1-6	Wood Train, Locomotive and 2 Coaches	2 00	34	25	50
1/2	Monitors, lithographed, good size	84	21	15	45
1-6	War Cruiser Maine	2 00	34	25	50
1/2	Embossed A B C Cubes	80	40	10	60
1/2	Toy Furniture, large 5-cent value	39	10	05	15
1/2	Toy Furniture, 10-cent leader	69	17	10	30
1-6	Toy Telephones	2 00	34	25	50
1-12	Grocery Store and Stock	2 00	17	25	25
1-12	Toy Stable, filled	2 00	17	25	25
1/2	Kindergarten Blocks, entirely new	1 90	64	25	1 00
1	5-cent Toy Watches, assorted	38	38	05	60
1	10-cent Toy Watches, assorted	85	85	10	1 20
1-6	Toy Accordians, 3 bellows	1 75	29	25	50
1	Single Acrobats	35	35	05	60
1	Double Acrobats	65	65	10	1 20
1	Clowns on Stick	34	34	05	60
1/2	Sheep Folds, 4 wool sheep in a fold	65	33	10	60
1	Celluloid Rattling Balls	35	35	05	60
1	Wool Return Balls	28	28	05	60
1-6	Xylophone, wood musical toy	1 70	28	25	50
1-6	5-Piece Laundry Set	2 00	34	25	50
1/2	Dolls' High Chairs, large, colored	80	20	10	30
1-6	Toy Wood Tubs, very large	1 00	17	15	30
1/2	A B C Washboards	35	18	05	30
1/2	Wood Guns, bright tin barrel	75	38	10	60
1/2	5-cent Kaleidoscope	39	20	05	30
1/2	10-cent Kaleidoscope	78	39	10	60
			\$14 37		\$23 55
			14 37		14 37

A Net Profit of over 60 per cent. or \$ 9 18

ORDER AS "PACKAGE NO. 3."

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