

Now  
is  
the  
time  
to  
sell  
these  
popular  
Priced  
goods



No. 800 Lamp.  
Has 7-inch Shade No. 2  
Sun Burner and Chimney.  
The embossed parts are  
prettily tinted and gold  
traced.

Also sold  
in  
Solid Packages  
of  
each kind.



No. 811 Lamp.  
With No. 2 Center Draft  
Burner 10-inch Dome  
Shade decorated to match  
body of Lamp with flowers  
and leaves. Gold illum-  
inated.

No. 812 Lamp.  
With 3-inch Globe, dec-  
orated with flowers and  
leaves and gold traced.  
Has No. 2 Center Draft  
Burner and Chimney



No. 803 Lamp.  
Has 7 1/2-inch Globe. No.  
2 Sun Burner and Chimney.  
The Globe and Body of  
Lamp are decorated in  
Dresden style with buds  
and leaves.



No. 812 Lamp

## OUR "SAMPLE ASSORTMENT."

### 1899 Assortment of Decorated PARLOR LAMPS.

Just the package for a "Sample Assortment" to give an idea of the styles we carry, or for a dealer who has sale for only a few Lamps, and who desires a variety.

The Assortment consists of two each of styles shown with "Flat Wick" Burners, and one each with "Center Draft" Burners.

#### No Two Lamps Alike.

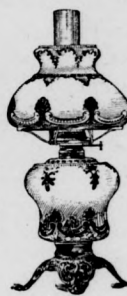
Complete.			
2 only, No. 800—Lamps	....	\$1.20	\$2.40
2 " " 803— " "	....	1.70	3.40
2 " " 805— " "	....	2.00	4.00
2 " " 808— " "	....	2.50	5.00
1 " " 811— " "	....	3.30	3.30
1 " " 812— " "	....	3.50	3.50
1 " " 816— " "	....	4.00	4.00
1 " " 817— " "	....	5.00	5.00

Less discount. \$30.60

Package no charge.

Packed Complete with Chimneys.

**Special Discount  
50 per cent.**



No. 805 Lamp



No. 816 Lamp

No. 808 Lamp.

A large sized Lamp with  
10-inch Dome Shade. No.  
3 Climax Burner and  
Chimney Shade and  
Lamp decorated with  
flowers and leaves

No. 805 Lamp.

With 10-inch Moulded  
Shade. Very prettily tint-  
ed and gold traced on em-  
bossed parts. Has Climax  
Burner and Chimney.

No. 816 Lamp.

An ideal Lamp for  
library or sitting room.  
The shade reflects the light  
on book. Has 10-inch  
Shade, nicely decorated to  
match body of Lamp. No.  
2 Royal Center Draft Burn-  
er and Chimney

No. 817 Lamp.

With large size 9-inch  
Globe, richly decorated to  
match Body of Lamp. Has  
No. 2 Royal Center Draft  
Burner



No. 808 Lamp

NO TWO  
LAMPS ALIKE  
in this  
Assortment.  
A wonderful  
variety  
for little money.



No. 817 Lamp

Swell  
up  
to date  
Lamps  
and  
no  
two  
alike  
in this  
assort-  
ment

ORDER A PACKAGE TO-DAY

We sell to  
dealers only

# Burley & Torrell

42-44 Lake Street,  
Chicago.

## What Will the Royal



WATCH HIM

Phelps, Brace & Co., Detroit.

Largest Cigar Dealers in the Middle West.

F. E. BUSHMAN, Manager.

DO?

# Faust Oyster Crackers

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

National  
Biscuit  
Company

Grand Rapids.

Sears' Bakery.

## MICA AXLE GREASE

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

### ILLUMINATING AND LUBRICATING OILS

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

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

STANDARD OIL CO.

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,



Panios,  
Organs,  
Sheet Music,  
Music Books,  
Violins,  
Mandolins  
Guitars, Banjos,  
Gramophones,  
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.

## JUST 100 LEFT

**SANTA CLAUS  
SHOW WINDOW DISPLAY BUST**

The  
greatest  
attraction  
you  
can  
put  
in  
your  
show  
window



Eyes move  
automatically  
from side  
to side.  
Runs  
by  
clockwork,  
requiring  
only  
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.

**REGENT M'F'G CO.**

219 MARKET ST.,

CHICAGO, ILL.



# MICHIGAN TRADESMAN

Volume XVII.

GRAND RAPIDS, WEDNESDAY, NOVEMBER 29, 1899.

Number 845

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

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

**WHY NOT?** Sell a first-class line of coffees, that are an unqualified success.  
**A. I. C. HIGH GRADE COFFEES**  
 Pay a good profit, and are trade winners.  
 For particulars, address,  
**AMERICAN IMPORTING CO.,**  
 21-23 RIVER ST., CHICAGO, ILL.

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

**Commercial Credit Co. Ltd.**  
 Investigate our system before placing your collections.  
 GRAND RAPIDS, MICH.

**OLDEST MOST RELIABLE ALWAYS ONE PRICE**  
 Wholesale Clothing Manufacturers in the city of ROCHESTER, N. Y. are KOLB & SON. Only house making strictly all wool Kersey Overcoats, guaranteed, at \$5.  
 Mail orders will receive prompt attention. Write our Michigan representative, Wm. Connor, Box 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.....	457,334 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.

## IMPORTANT FEATURES.

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## THANKSGIVING.

The children of New England have gone on a pilgrimage to-day. From the beginning of the month they have been humming the old home song and with the first load of apples to the city—"when the frost is on the pumpkin and the corn is in the shock"—there has been in thought a wandering away by willing feet to the old homestead among the New England hills. To-day they are at home; and right royal has been the welcome. The very graves have given up their dead to gladden the farmhouse and give cheer to the feast. Around that table the wanderers have gathered, an unbroken family. From all over the earth they have come and, all unconsciously of it, sit down with those who have come back from the other shore. The table is graced by the dear old father who has long since gone from his work to his reward. Mother is there and there in their places are the brothers and sisters who have gone out, as we have, to make their way in the world.

What memories center at that table! Childhood and youth are there, yours and mine, the fun and frolic of the one, the dreams and the hopes and the longings of the other, and, unmindful of these now and the years—can it be forty years ago?—that have gone since we sat there, we crowd into our places with the old earnestness and the old appetite, determined that our share shall not be even a trifle less than that lucky John's or the more favored Susan's. The turkey, the duck, the chicken—mother cooked them—the pumpkin pie and the mince pie—she made them and cut them into big pieces, God bless her!—have made that dinner the standard for all time, and other feasts are successes or failures as we measure them by that.

Satisfied, as only the old-time Thanksgiving dinner can satisfy, we leave the table in the same condition as the turkey came to it (!) and wander away through the house and over the farm and neighborhood. How small the chamber is where we used to sleep and how bare! Only the view from the window has broadened and brightened since we saw it last. There is the same glint to the river; the woods have grown farther into the sky; the paint on the

red school-house has faded; the shingles on the sawmill are moss-covered and the ridgepole sags in the middle; the store with its little-paned windows still deals in "W. I. Goods;" home dotted farms stretch on every hand to the sky and almost on the rim of the horizon stands the gaunt, old, windowless church, surrounded by the graves of the men and women born under its shadow, married at its altar and knelled to their rest.

Shall we bang the girls' door on our way downstairs? We are bigger and stronger than John—shall we pull him out of bed? Shall "somebody" leave open that parlor door and let in all the flies? Isn't it worth the scolding to sprinkle a little snuff on old Tige's nose and make Tom squawk by an extra tail-pinch? Come on over to Henderson's and let Hi do the chores!

What man of us, to-day, can tell why, alone, he wanders off into the woods straight to the place where he last set his traps and his snares? What leads him to the big chestnut and, although the season is over, makes him kick away the brown leaves and look for the big brown nuts? He saunters down to the spring. Does he see there the cattle that he once drove to pasture, or is he looking for traces of the dam he made and the water wheel with its trip-hammer? Years have gone since his last swim, yet he follows the path to "the old swimming hole," takes a turn along the road to the cider mill, where he stops to look in, and goes away with a straw in his mouth, and comes home by "Coll Taft's," a playmate dead years ago. It is dark when he finds his way into the old kitchen, lighted by the big fireplace, the hearth made attractive by apples and pitcher of cider and nuts. He eats and drinks, hears and tells again the old stories, yawns at last and, half asleep, tumbles upstairs to bed. He wakes to find himself not in the little, bare bedroom in the old farmhouse, but in his chair at home, a middle aged man or older. His pilgrimage is ended. He has knelt at the old shrine. He has trod the paths which "they" have trod; he has felt the touch of vanished hands and heard the sound of voices that have long been still, and, "standing with forehead bare, has received the benediction of the air" that hovers still above the old New England home. He is a better man for the home journey. He takes up the burden of life again strengthened and with renewed hope; and, while he would not if he could go back to boyhood and live his life over again, he still believes in going back at Thanksgiving time, the first of the sacred trinity of holidays which reaches its culmination in the resolutions of the New Year.

At last the old man is having a chance. A Chicago house has brought out a book for children called "Father Goose."

When a man begins to think he has married the wrong woman, she can safely declare she has married the wrong man.

## OUR NEW POSSESSIONS.

A forecast of the recommendations which Secretary of War Root will make in his annual report declares that he will advise that civil governors be at once appointed for Cuba, Puerto Rico and the Philippines and that a system of suffrage be established, based upon both property and educational qualifications.

The most expeditious and most economical way of settling the problem of the future government of the former colonies of Spain, now held by us as a result of the recent war, would be to turn over their control to their own people. As, however, this is not likely to be agreed to by the present administration, it would no doubt be the proper thing to replace the existing military governments by civil administrations, and to allow at least a modicum of self-government. Such a procedure would be a better preparation for ultimate independence than the military despotism we are maintaining in all the captured islands.

While military government is no doubt inseparable from the annexation of foreign territory as a result of war, such government should not be permitted to endure longer than the pressing necessities of the case require. Military officers are unfitted by their duties from properly exercising the functions of civil government, so that the sooner their power is restricted to purely military affairs in the new possessions, the better it will be for both the welfare of the people of the islands and for the prestige of this country itself.

As the United States is pledged to grant absolute independence to Cuba, the simplest solution of the problem in that island would be to carry out our pledge without further delay, and install a purely Cuban government, protected by a guarantee that this country would prevent any foreign interference. With respect to Puerto Rico, there is no reason whatever why civil government should not displace military rule at once; while in the Philippines the inauguration of civil rule must of necessity be postponed until the suppression of the Aguinaldo rebellion.

Of course, Congress will be called upon to decide the final disposition of the new possessions; but in the meantime there is no reason why civil government should not be inaugurated at once, as such government is in no sense incompatible with the continued exercise of our authority in the islands, or even the continued presence of American troops. Cuba is already becoming decidedly restless under the lash of military rule, and although there are no indications of an outbreak, the sentiment of the Cuban masses is rapidly becoming hostile to us. The Cubans are quite as well capable of governing themselves as most of the Latin-American countries, and the fact that their notions of government differ widely from our standards is no warrant for our continued occupation of the island.

## Dry Goods

### The Dry Goods Market.

**Staple Cottons**—Considerable money was made by disposing of ancient stocks, but the buyers were glad to get hold of anything and would be just as glad to find a few more of these old stocks if they could. The actual buying in the cotton goods market has been small during the week, and there was no lack of evidence that the goods were wanted very badly. Naturally the sellers are reserved, and making no effort to transact business, and more often than not accept future orders "at value" only. Wide sheetings are quieter, a trifle, than usual, but firm. Canton flannels are being ordered for next season to some extent, and generally "at value." Cotton blankets are quiet and strong. Comparatively little business is being done in the coarse colored cotton on account of lack of supplies.

**Prints and Gingham**—There is but little change to report in regard to printed cottons; the demand for new spring lines has been good for those that are open for business. Indigo blues, turkey reds, grays, chocolates, etc., show a good, steady demand for quick deliveries, and also a good forward business for spring delivery. It is expected that low-grade prints, draperies, etc., will be advanced on account of the advanced prices named for print cloths. All fine wide goods and napped fabrics are in good request, and in an exceptionally strong position. Staple and fancy ginghams are particularly strong, and remain in short supply. The business coming to hand is more than enough to take care of all receipts.

**Knit Goods**—While the market for underwear is comparatively quiet now, there is a fair business coming to hand for reassortments for the winter. The particular feature of this is, however, that the buyers are having hard work to find just the goods they want; in fact, it is hard for them to find goods which are even satisfactory for most of their wants. The heavyweight market has been pretty well cleaned up of everything that would be considered at all desirable. The mills are preparing their lines for spring, but it has not yet been decided when the market for lightweights will be formally opened. In connection with this, however, it may be said that there are some mills that will not touch lightweight goods at all, and there are others that will put only a part of their knitting machines onto spring weights, and there will be practically no break between the fall business of 1899 and the fall business of 1900. Some of these mills that take up the manufacture of lightweights this year do so only because they do not want to get out of touch with that part of their trade that buy lightweights from them. It is policy to call on them, even if the assortment of samples shown is small, for it is more than probable they will return to lightweights again in other seasons. It must be remembered, however, that there is every reason to expect a good spring season, for the last season showed that many lines were short as it was, and there are comparatively few stocks on hand at the present time.

**Hosiery**—Many beautiful effects in fancy hosiery for the spring have been shown to the trade, although the actual business transacted has been by far the heaviest in staple blacks. Fancies are in good request, however, and promise

exceptionally well. Manufacturers making these goods say that they have already received enough orders for the best styles to carry them well in the spring. For this spring business, the tendency to order medium and better grades continues, as we have noted in the past.

**Carpets**—Considerable interest has been manifested during the past week by the carpet trade in the opening prices. Positive knowledge of the prices for the new season was withheld by the agents for the different carpet companies until the official price list was given out. The trade is in good condition. Since November 1 there has been a 10 per cent. advance on Smyrna rugs and the higher grades of velvets. This is a very healthy advance, and has been received as such by the general trade. An important feature in the carpet trade during the past week was the announcement of two sets of prices by some of the large houses: first the prices up to January 1, with January 1 dating; second, after January 1, with March 1 dating, the latter averaging a 5 per cent. advance. Those who have made but one set of prices contemplate a further advance about January 1. General disappointment was expressed by the trade that the prices of the Smith product were not put at a higher level, and the opinion is universally expressed that a larger yardage could have been disposed of at prices a cent or two cents above those established by W. & J. Sloan. The statement was made that the buying was so enormous that almost the entire production of the Smith plant on Saxony and axminsters had been provided for, and that the line had been withdrawn from sale.

### The Situation in the Clothing Trade.

From the Wool and Cotton Reporter.

The conditions surrounding the clothing business at the present moment are such as have not existed since the spring of 1893, and then they were scarcely analogous, for at that time the apex of prices for woolen goods had practically been reached, while at present they are still climbing, and may hardly be said to be resting from the violent rush upward they have taken during the past few months.

When the clothing manufacturers bought their spring lines, and paid quite an advance over prices of the preceding spring season, they thought that they were paying a pretty big advance. Since that time, however, the prices of fabrics have periodically jumped until the difference between present values and early season quotations is very considerable. The peculiarity of the situation lies in the fact that, notwithstanding that woolen and worsted fabrics have appreciated so materially in value, the manufacturing clothiers will in very few instances attempt to reap the benefits accruing to their early and low cost purchases. It is questionable whether this is a wise policy to pursue, and for this reason: the prices at which spring samples are being sent on the road as we go to press, being based practically on the early cost of raw materials, will be comparatively very low. Now, with scarcely any exception, the clothing manufacturers have prepared only for a normal spring business.

Indications now point to the almost certainty that the retailers' demands will be in excess of the supply of the fabrics contracted for at early prices by the clothing manufacturers. The result that is bound to ensue is that duplicate orders and late purchases will have to be placed at largely increased prices.

This will cause friction and unpleasantness between the wholesale and retail clothier, to say nothing of the loss of profits which will fall upon the clothing manufacturers as usual, and to the making of which they are richly entitled. Such conditions with such results could not obtain in any business within our knowledge except the clothing business. Will the retailers appreciate the situation and realize the importance of placing early orders?

## Manufacturers, Attention!

FOR SALE:

## U. S. Playing Card Co.'s Factory,

Cincinnati, Ohio.

219 feet front by 70 feet deep on Eggleston Ave., Sixth and Lock Sts., on Pennsylvania R.R. tracks, with splendid Six-story Brick and Stone Building. The largest and most completely equipped Manufacturing Property now offered in Cincinnati. For Plats, Description and Full Details address

Wm. V. Ebersole & Co., Agents,  
240 East Fourth St., Cincinnati, O.

## Corl, Knott & Co.,

Importers and  
Jobbers of

## Millinery

Our Specialties:

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

## Health Foods

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

Address all communications to

**Battle Creek Bakery,**  
Battle Creek, Mich.

## 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.



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

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

# 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 "STAND BY" CORSET

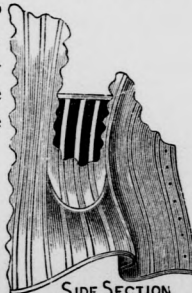


(Pat. Oct. 28, 1898.)

**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.**

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



SIDE SECTION



## Two Thrilling Experiences Whose Repetition Was Undesirable.

Written for the Tradesman.

The usual number of loafers were gathered around the stove in the store at Walker's Station. Besides the regular loafers there was a drummer who had stopped off to sell the proprietor of the store a bill of goods. This done he was, drummerlike, doing his best to be agreeable, not only to the proprietor but to the loafers as well. He had set up the drinks, in the shape of hard cider, a keg of which was always on tap at Walker's Station. Everybody had a cigar, also purchased by the drummer. As usual story-telling soon became the order of the day and each man seemed to feel that he was in duty bound to do his part for the general entertainment.

"You call that fear," said a thin-faced old chap, upon the conclusion of a story by one of the number. "There ain't none of you fellers knows what fear is. If you want ter experience what real genuine fear is you'd ought ter have been with me some years ago when we was a sinkin' the Rough and Ready coal mine.

"We had the shaft down something like two hundred feet. It was the wettest shaft ever I see. The water just seemed ter come in from all sides and it sometimes made blatin' a pretty oncertain thing. I cussed that water many a time; but, after all's said, it was the best thing that ever happened ter me. You fellers all knows that when sinkin' a shaft they use only a big iron bucket ter raise the rock ter the surface. The men is also taken up and down in the same way. I done all the blatin' and of course was always the last man ter be taken up. We didn't have none of yer electric arrangements in them days fer touchin' off a blast; we used the old-fashioned fuse, and that was why the water was such a bother. It put out the fuse every once in a while and then a feller had ter go down and light it ag'in.

"Well, this day everything had gone fine. The holes was drilled, the fuses was in place and everything was ready fer touchin' off the blast. I'd sent the men ter the surface and was waitin', torch in hand, fer the bucket ter be let down. Pretty soon down she come, the engineer stoppin' her within an inch of the bottom. She was swingin' a good deal, so I steadied her fer a spell, looked around ter see that everything was all right an', being satisfied, I lit the fuse, pulled the bell rope an' clambered inter the bucket. The engineer waited fer a few seconds ter make sure I was in an' then he give her the steam and up I went ez fast ez a pair of crab engines could take me. I was about twenty foot from the top when all of a sudden the engine stopped. Then I was lowered like a streak ter within thirty of the bottom, when the bucket come ter a stop with a jerk that almost broke my back. There I hung motionless except fer the swing of the bucket from side to side. I could look down inter the blackness below and see the bright spark on the fuse eatin' its way slowly but surely inter eternity fer me. They say that when a feller feels his hour has come he thinks of all the mean things he's ever did. It wasn't so in my case. There was two things that completely filled my mind: One was as ter how far up the shaft that explosion would send me and whether I would be killed goin' up or comin' down, the other was an insane desire ter kick the daylight out of that engineer. All the while I kep' my eye on that spark below me, expect-

in' every second ter be my last, when like a wink it went out. Something give way inside my head then, fer I didn't remember nothin' till some one shouted inter my ear that—that it was time ter wake up."

"You confounded old mossback!" exclaimed the drummer. "Have you been working us into such a state of nervous excitement over just a beastly dream?"

"You see," continued the narrator without noticing the interruption, "I had laid down on a bench in the engine house ter wait fer the shaft ter clear of the smoke from a blast I'd just touched off and, nat'ally enough, bein' tired, I fell asleep. You can believe it or not just as you like, but when I laid down on that bench my hair was black, and when I woke up it was just as white as 'tis now! I d'no but I felt just a mite of disappointment that I hadn't slep' long enough ter have that blast go off."

"Well, my skinny friend," said the drummer, "that's a pretty good yarn to be manufactured out of a dream; but I had an experience a few years ago that in its soul-terrifying features beats that all hollow. My story is no dream, but an actual happening, in which I was one of the actors.

"I was taking in that part of my territory which lies in the western part of Colorado when I received a letter from my firm directing me to visit a place called Gorham's. There was a merchant located there who had requested my employers to send their representative to see him, as he wished to open an account with them. I found, upon consulting my road book, that Gorham's was situated forty miles from the railroad and could be reached only by stage. I perfected my plans for going, and arrived there just at dusk on a cold wet day in November. The long tiresome ride in the stage would have been bad enough on a pleasant day, but it was doubly bad with the rain falling in sheets and the mercury just a degree above the freezing point. When I alighted from the leaky old trap of a stage in front of a miserable little tavern which exhibited every sign of moral decay I was in no very pleasant frame of mind. The hopes in which I had been indulging of a hot supper disappeared on the instant; but it was the only place in the settlement where a stranger could find lodgment, so I must put up with it. The office and bar were in the same room and, from the motley crowd gathered there and the dearth of names on the register, I judged that the bar was the mainstay of the tavern.

"The supper did not prove to be of a character to tempt a delicate appetite and, not being in the humor to enjoy the mixed company of the bar, I went at once to bed. The room to which I was assigned was on the ground floor and opened out of the dining room. It was evidently the best feature of the establishment; indeed, it had the appearance of a well-furnished room in a private house. The bed was clean and comfortable and as I stretched my benumbed and weary body upon it it was with a feeling of satisfaction and contentment. The noise from the bar room, instead of keeping me awake, had the opposite effect and I was soon fast asleep.

"I am a very sound sleeper so that it requires something out of the usual to awaken me during the middle of the night. Whatever the reason, certain it is I awoke suddenly from a profound sleep, and with a feeling that something was going to happen to me. I tried to

shake off the presentiment of evil; but the more I tried the stronger it became. I tossed restlessly from side to side vainly endeavoring to sleep. Then I heard a clock in the dining room strike the hour. I began to count the strokes, one, two, three, when suddenly, without a sound having been made in the room, a warm moist hand with fingers outstretched was pressed heavily upon my face. Every hair of my head stood erect with terror. I tried to scream, but my voice absolutely refused to obey. I endeavored to get away from the pressure of the horrible hand, but I was held as if in a vise.

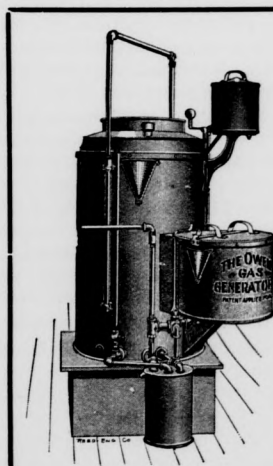
"How long a time that hand remained upon my face I know not, but it was withdrawn as quickly and as noiselessly as it had come. The instant I was freed I sprang out of bed and with trembling hands struck a match and lighted the lamp. Everything in the room was just as it had been when I retired. My clothing was undisturbed. The door and windows were securely fastened. I could find no sign or trace of my mysterious visitor. I was beginning to feel somewhat reassured when I chanced to glance in the mirror on the

dresser, when to my horror I saw that across my face was the imprint of a bloody hand! My hair again began to bristle and the cold chills to chase each other in rapid succession up and down my spinal column.

"What should I do? To stay the balance of the night in that terrible room seemed out of the question; to awaken the household equally so. I began another search of the room. I looked into every crack and cranny, under and behind every piece of furniture; but the only trace which my visitor had left was the imprint upon my face. I finally gave up the search in despair and, after washing the blood marks from my face, dressed myself and spent the remainder of the night walking up and down the room.

"I said nothing to any one in the settlement about my experience; but you can bet I saw that merchant bright and early in the morning. I got his order and was ready to take the stage at 10 o'clock. On the way back I asked the driver of the stage if it was true that the tavern was haunted. He said, 'No, the tavern warn't haunted; but they do say that they's a bloody hand as holds forth in the spare bedroom occasionally.'"

MacAllan.



## The Owen Acetylene Gas Generator

Suitable for Stores, Halls, Churches, Residences, Sawmills, or any place where you want a good and cheap light. Send for booklet on Acetylene Lighting. We handle CARBIDE for Michigan, Ohio and Indiana. All kinds of Burners and Gas Fixtures carried in stock.

Geo. F. Owen & Co.

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Grand Rapids, Michigan.

## Sunlight Gasoline Gas Lamps

Are what you want if you are looking for the cheapest and best light. 100 candle and costs 1-5c per hour, and the light is bright, steady and beautiful. We have several styles of fixtures, two and three light chandeliers, and all our fixtures are durable and handsome. The Sunlight Gas Lamps are suitable for Stores, Halls, Churches, Residences, etc. Send for our Descriptive Catalogue. Favorable terms to local agents.

Michigan Light Co.,

71 Market Street, Grand Rapids, Mich.

## "LIKE MOTHER USED TO MAKE"

Pure Apple Jelly

V. G.  
(Brand)

Put up in glasses by

VALLEY CITY SYRUP CO., Grand Rapids, Mich.

## Around the State

### Movements of Merchants.

Deford—Bruce & Sharp succeed Clark & Bruce in general trade.

Plainwell—C. E. Spencer, baker, has sold out to Bert Jones, of Otsego.

Greenville—Trude & Galloway have opened a meat market at this place.

Chelsea—Ernest V. Barker, baker, has sold out to Canright & Hamilton.

Jackson—Geo. Thurtle, confectioner, has sold out to Mrs. Emma Nicholas.

Kalamazoo—Carl Davis succeeds Davis & Ferguson in the grocery business.

Plainwell—Sherwood & Spencer succeed G. B. Forman in the meat business.

Clark Lake—L. M. Charles has purchased the grocery stock of Martin L. Cary.

Battle Creek—Jas. S. Ball has purchased the grocery stock of Eugene Reynolds.

Lapeer—Stephen W. McCormick has purchased the harness stock of Geo. E. Stanley.

Gladstone—Henry W. Blackwell succeeds Blackwell & Co. in the hardware business.

Mancelona—Katherine Young has purchased the bazaar stock of A. G. Jackson & Co.

Detroit—E. O. B. Mann, cigar and news dealer, has sold his stock to Will J. Ambrose.

Traverse City—Daniel Shanahan has engaged in the grocery business at 245 Front street.

Owosso—Frank Henderson, the West Side grocer, expects to occupy his new store building Dec. 1.

Marshall—Fred Zanger, Jr., has leased a store building and engaged in the dry goods business.

Mancelona—A. Young has purchased the interest of his partner, A. G. Jackson, in the bazaar business.

Cassopolis—G. C. Underhill & Co. have sold their grocery stock to A. Willits, of Columbia City, Ind.

Eaton Rapids—H. C. Minnie will shortly erect a new store building, which he will occupy with his hardware stock.

Holland—W. H. Sutphin, of Allegan, has leased a store building and will engage in the seed business in the near future.

Saranac—E. I. Arnold has purchased the interest of his partner, I. C. Stebbins, in the agricultural implement business.

Luther—H. Golden, of Manistee, has rented the store building owned by C. I. Bellamy and put in a stock of general merchandise.

Crystal—Merton E. Towne, general dealer at this place, has purchased the general merchandise stock of S. B. Pixley, of Goodrich, and removed to that place.

Fenton—H. F. Chatfield and F. J. Stocken have formed a copartnership under the style of Chatfield & Stocken and opened a hardware store at this place.

Kalamazoo—Lew Ferguson has sold his interest in the grocery firm of Ferguson & Davis to his partner, Carl Davis, who will continue the business in his own name.

Stockbridge—Geo. P. Glazier will erect a building next spring for the accommodation of the Commercial Bank of Geo. P. Glazier & Gay. It will be one-story high and built expressly for a bank, being constructed on a fire and burglar proof plan.

Union City—A. H. Wilder has decided that blacksmithing and the grocery business do not form a profitable mixture, and has disposed of his grocery stock to S. G. Newman.

Williamston—A. C. Karr & Son, proprietors of the New York department store, who lost their stock in the recent fire at that place, have resumed business in the Emmer building.

Hubbardston—Hiram Grill has leased the old Wheeler store building for a number of years and, after making extensive improvements, will occupy the same with his hardware stock.

Lakeview—O. D. Moore, formerly of Alma, has leased the Decker House. R. B. DeVine, the retiring landlord, expects to assume the management of the Donovan House at Mt. Pleasant.

Lakeview—A. J. Vincent, who was formerly in the livery business at Belding and for the past three years has been running a livery here, has purchased an interest in the grocery stock of M. W. Staples, the firm name being Staples & Vincent.

Mt. Pleasant—Butcher Bros. have sold their meat market to T. A. Winans and are building a large store building at Pomona, in which they will conduct a general merchandise business in connection with their lumber business, having recently purchased a 2,500 acre tract of timber in Missaukee county.

Detroit—Babbitt & Graham have merged their hosiery and women's wearing apparel business into a stock company under the style of Babbitt & Graham Co. The capital stock of the corporation is \$40,000, of which \$33,050 is paid in. The shareholders are as follows: Frank B. Babbitt, 985 shares; Alexander B. Babbitt, 685 shares; William H. Miller, 685 shares; Junius A. Bowden, 700 shares; Richard H. Blackburn, 250 shares.

Petoskey—S. Rosenthal & Son, dealers in dry goods and clothing, and A. Rosenthal, shoe dealer, will join hands shortly after Jan. 1 and continue business under the style of S. Rosenthal & Sons Co., Limited. Alick will manage the dry goods and shoe departments and Moses will attend to the clothing and carpet departments. The young men will have the benefit of their father's experience and advice, inasmuch as he will continue to exercise a general supervision over the business.

Bessemer—The firm of K. S. Markstrum & Co., which has done business at Bessemer ever since the early days of the village, has made an assignment, and through its manager, K. S. Markstrum, transferred its entire stock to three former employees of the firm. The value of the stock is variously estimated at from \$12,000 to \$17,000, but it was transferred for the nominal consideration of \$100. The accounts due the company are valued at \$5,000. The exact amount of liabilities is not known, but it is not supposed to be very high. The cause of the assignment is at present a matter of conjecture, as no valid reason appears for the transaction. Numerous attachments upon the property are being levied by creditors, and in all probability the liabilities will be covered by the stock.

### Manufacturing Matters.

Kalamazoo—The Standard Skirt Co. has discontinued business and retired from trade.

Detroit—The A. F. MacLaren Cheese Co., Limited, succeeds MacLaren & Thompson in the manufacture of Imperial cheese.

Detroit—The Enterprise Stove Co. has increased its capital stock from \$25,000 to \$100,000.

Newaygo—The Newaygo Portland Cement Co. has increased its capital stock from \$1,500,000 to \$2,000,000.

Milford—The Milford Manufacturing Co. has filed articles of incorporation with the County Clerk. The company is capitalized at \$25,000, and will manufacture and sell sanitary supplies and woodwork specialties.

Rochester—The Barnes Paper Co. has been organized with \$25,000 capital stock to engage in the manufacture and sale of all kinds of paper. The incorporators are W. H. Barnes, J. E. Barnes and William H. Brace, all of Rochester.

Detroit—The Hydraulic Oil Distributor Co. has been incorporated with a capital stock of \$25,000 to manufacture and sell apparatus for measuring and distributing oils. The incorporators are Luther C. Snell, C. L. Coffin and F. A. Goodrich, Detroit.

Coloma—Israel and Thomas H. Kremer, of Kremer, Gilson & Co., manufacturers of fruit packages, have sold their interest to the Southwestern Michigan Fruit Growers' Association, which is comprised of fruit growers and capitalists. The plant will be enlarged and will be operated to its fullest capacity during the winter. The members of the Association will consume the greater part of the output.

Adrian—The Adrian Grain & Seed Cleaner Co. has been organized with a capital stock of \$30,000 to engage in the manufacture and sale of Perfection grain separators in Michigan, Ohio and other states, also the sale of territory rights, and the general manufacture and sale of agricultural implements. Incorporators, Thos. Hatfield, Dublin, Ind.; Charles R. Miller, Adrian; J. W. Helm, Jr., Adrian, and others.

### After Sunday Opening and Voting Schemes.

Port Huron, Nov. 25—The Merchants and Manufacturers' Association held an enthusiastic meeting Friday evening. The members of the Association are determined to see that the Sunday closing law is enforced. A resolution was adopted to request the Police Commission to instruct the policemen to report all stores found doing business on Sunday in violation of the law, so that the owners may be prosecuted.

In the discussion for the good of the order much was said about the piano voting contest now in progress in the city. The Association will send out cards warning its members from entering into any contract with any and all such schemes.

The President of the Clerks' Association was present, and advocated co-operation with that body, and stated that the clerks throughout the city were in favor of early closing and of observing the Sunday law.

### Grocers' Wives to the Rescue.

From the Muskegon News.

A number of ladies (wives of the members of the Muskegon Grocers' Association) met Tuesday afternoon at the home of Mrs. H. B. Smith, Terrace street, and organized a society to be known as the Grocers' wives' Helpmates, the principal object being sociability. The society will meet at the homes of the members in alphabetical order, once in two weeks, on Fridays, at 2:30 p. m. The wives, unmarried daughters and sisters of grocers are invited to join. The following officers were elected for one year:

President—Mrs. J. W. Carskadon.  
First Vice-President—Mrs. W. J. Carl.

Second Vice-President—Mrs. John Smith.

Secretary—Mrs. D. A. Boelkens.  
Treasurer—Mrs. George Allen.

### Demand Equal Rights and Equal Taxation.

Philip Hilber, Secretary of the Grand Rapids Retail Meat Dealers' Association, sent the following communication to the last meeting of the Board of Police and Fire Commissioners:

I am directed by the Retail Meat Dealers' Association of Grand Rapids, of which I am Secretary, to transmit to you a copy of the resolution adopted by the Association at its last meeting, calling your attention to certain seeming irregularities with reference to the ordinance requiring meat dealers to procure licenses. The resolution referred to above is in words as follows:

Whereas—The attention of this Association has been called to the fact that a large number of dealers in groceries and provisions in this city are also at the present time dealing in meats, poultry, etc.; and,

Whereas—Such dealers are dealing in products in direct competition with the retail meat dealers and on a scale as extensive as many of the retail meat dealers; and,

Whereas—There is an ordinance in this city providing that all retail dealers in meats shall pay to the city of Grand Rapids a license fee and procure from the city of Grand Rapids a license before they are permitted to deal in meats, poultry, etc.;

Therefore—Be it resolved that our Association hereby protests against this condition of affairs and respectfully asks the Board of Police and Fire Commissioners of this city to consider this matter and cause an investigation to be made with reference to same, with the view that justice may be done to all business men in the city; and be it further

Resolved—That the Secretary of this Association is directed to transmit to the Board of Police and Fire Commissioners a copy of this resolution.

In transmitting this to your honorable body, the Retail Meat Dealers' Association wishes to emphasize the fact that they only wish what is right and fair and just between business men, but that it seems to be unfair that they be required to pay license for dealing in meats, poultry, etc., when other dealers are permitted to carry the same lines, and deal even more extensively than the members of this Association, without paying the requisite license, as provided by the ordinance in this city.

### The Boys Behind the Counter.

Owosso—A. J. Welch, for eighteen years an employee of the old Reimer hardware store, has taken a position with Ira G. Curry, and has already assumed his duties there.

Kalamazoo—Clare Barnes has resigned his position in the office of the Kalamazoo Spring & Axle Co., and gone to Chicago to take a similar position with the American Radiator Co.

Port Huron—George Sargeant, of Jackson, will succeed Thomas Burke as manager of the Shedden Co.'s business here December 1.

Kalamazoo—L. C. Lavidette, manager of the J. L. Hudson shoe store, is at Monroe, where he is opening another branch shoe store for J. L. Hudson. He will be absent about a month.

Grand Rapids—Dr. S. E. Morgan is manager of the new drug store located at 74 Sixth street by E. T. Horning.

Marquette—The Stafford Drug Co. has a new drug clerk in the person of Harry B. Cornell, of Mantion.

Port Huron—A. C. Asman, who has been one of the partners of the firm of Asman & Beard for a number of years, is manager of the new Cash Dry Goods Co., which recently purchased the Asman & Beard stock.

B. F. Donovan has engaged in the grocery business at Petoskey under the style of the C. O. D. store. The Lemon & Wheeler Co. furnished the stock.



## Grand Rapids Gossip

### The Grocery Market.

**Sugars**—The raw sugar market remains the same, the price for 96 deg. test centrifugals being still 4¼c. Refiners are buyers at this price and have cleaned up everything on the market until now there are absolutely no sugars offered for sale. Under these conditions it is not to be expected that any further decline need be looked for, while, on the other hand, there are no indications of any immediate improvement in the market. Refined sugars remain unchanged, with a fair demand. There are many reports of a settlement of the sugar war, which are apparently believed by some people, but there is absolutely no foundation whatever for the stories put in circulation, and the conditions between the refiners remain the same as they did a year ago, so far as all indications point. The total stock of sugar in the United States is 196,808 tons, against 120,475 tons at the same time last year.

**Canned Goods**—There is little change in the canned goods situation. Business is active, but it is principally on small orders, buyers being rather shy of large quantities under present conditions. If tomatoes were doing better there would not be a weak spot in the whole list. They are very quiet now, with only a light demand, and prices are uncertain. It does not seem very likely, with the shortage that there is in other vegetables, that tomatoes will remain dull very long. Some day, perhaps, there may be a sudden upward turn to the market, and there will be a scramble to buy them at the present prices. Corn continues strong everywhere and on all grades. Handlers are buying any cheap lots offered. Some packers have sold out most of their pack for next season. The situation seems to indicate that the market will be practically bare of good stock before the next pack comes in and buyers are placing their orders early in anticipation of a scramble for goods when the time comes. Compared with previous years, this opening is early and the outlook is indicative of heavier sales than ever before. Prices have not yet been made public, but they are understood to be higher than last year, and substantially all handlers agree that the range will be from 10@15c per dozen higher than last season, taking all varieties into consideration. Spot trading is comparatively light, but would be heavy if there were any goods offered. The next article to advance will be in the line of beans—either limas, string or baked, and perhaps all of them. Prices are now very firm and there is a very good demand. Unless peas go out of fashion, there will be a greater scarcity of the second and standard grades during this winter and next spring than is imagined by jobbers generally. Prices are very firm, but show no change during the past week. The stock of pineapples was, probably, never so light in November as it is now in Baltimore and prices have advanced 10c per dozen. The lower grades of pineapple, both sliced and grated, are all sold out and the other grades are very nearly so. Among the small fruits, strawberries offer the principal feature of interest, they having advanced 10c per dozen, with the probability of a further advance shortly. Gooseberries are also 10c per dozen higher and blackberries 5c. Canned apples are a trifle stronger, although there is no quotable change in

price. The oyster situation is a very strong one. They are somewhat higher on account of the advance in the cost of raw stock. The shippers of fresh oysters are able to command a higher price than the cove oyster packers and can, naturally, afford to pay more money to the dredgers, and unless the Chesapeake yields more stock during the spring, we are going to see very high prices for cove oysters during the summer and fall of 1900. The salmon market is very firm and supplies are the lowest for years, and the present demand will clean out everything in hand before the next season opens. At this season demand is seldom strong, but it appears to continue active at high prices, despite all precedents. An advance on sardines is looked for this week and the market is very strong and stocks are light.

**Dried Fruits**—Although the warm weather of the past few weeks has not been conducive to heavy consumption of dried fruit, still the market on most lines is firm and holders are anticipating better business a little later. Nearly all orders for future delivery have been filled, but not as promptly as in past seasons, owing to the scarcity of cars. Some few packers have managed to keep up with their orders, but many have not. The movement for the season to November 15 has been heavy, some 1,800 cars having gone forward from different points in California. When the active consumptive demand sets in and wholesale buyers' stocks begin to disappear, causing the placing of further orders with coast shippers, prices will naturally stiffen and advance. Raisins are selling at firm prices. The Thanksgiving trade is active, particularly in layers and clusters for table use. California loose Muscates are quiet, slow deliveries serving to keep the market stiff, although not materially affecting prices. The raisin crop is turning out considerably smaller than was anticipated and, as the season advances, it is becoming more and more apparent that early estimates were too large. It is now reported that there will be only about 2,400 cars, because of the rains, which have prevented drying, for the drying capacities of the driers are not equal to one-twentieth of the raisins out when the rain commenced. Trade in prunes is not very active, but still there is a good deal of interest and enquiry for 60-70-80s, with a scarcity noted in all three sizes. The bulk of the crop is large sizes this year and those who want mediums are having a good deal of difficulty to find them. There seems to be an impression that buying will be heavier from now on and the conditions at present appear to favor that view of it. There is a good demand for export and several cars have gone forward. There is a slightly stronger feeling in the market, as a result, although there is no change in price. Peaches are quiet but there is a steady trade, which holds prices firm and keeps the market healthy. The supply in first hands is said to be small, but there is no pressure to either buy or sell. Apricots sell at steady prices, but only in small lots, as stocks are so light. The supply in first hands is too small to exert any influence on the market and prices rule high in consequence. Currants are firm, but trade shows little change compared with previous reports. Dates are moderately active at firm prices. Figs are easy under light demand. The bulk of the sales appear to have been made, but there is considerable movement into consump-

tion in small lots, and the undertone to the market is firm.

**Fish**—Trade in mackerel and codfish is rather quiet just now, but prices remain unchanged.

**Tea**—Jobbers are pretty well stocked up with teas for the present and buy only in a very small way as they do not care to have very large stocks on hand the first of the new year, as many of them take inventory about that time.

**Molasses**—It is believed by many brokers and dealers that the present enquiry for new crop molasses, of which supplies will be small, will result in higher prices. The cane of last year was very watery and yielded a larger percentage of molasses than the cane of this season, which, being very rich in saccharine, will yield a large percentage of sugar and a small percentage of molasses. There is not the slightest doubt that this crop will yield 50 per cent. less molasses and 20 or 30 per cent. less sugar than the crop of last season. Therefore, we can not reasonably expect a downward tendency in prices, but the reverse.

**Nuts**—Nuts still continue active and relatively high prices prevail. There is a steady demand for about all varieties, with, perhaps, some advance noted in walnuts and almonds, due to the increased requirements of the trade at this season. Business is upon a very satisfactory basis and prices are at a level which allows a reasonable profit to handlers in all positions. Grenobles move slowly because of the high price, although the quality was never so good as at present. The crop is short. The quality of this season's crop of peanuts is said to be above the average, and the opening prices range a trifle higher than was the case last year. There is an active demand for the stock already, and within the next few weeks the largest buying of the whole season is looked for. The present demand for California walnuts is somewhat in excess of the supply and the market is very firm.

**Rice**—Trade in rice is rather quiet at present. The high grades continue firm and in light supply. Latest advices from Japan indicate that its crop will be 20 to 25 per cent. below the average.

### Hides, Pelts, Furs, Tallow and Wool.

**Hides** remain firm, but are not active sellers. Light hide buyers hesitate at the price, while dealers ask a little more money—and do not get it. Even heavies are bid for at ¼c less than asked. So far, tanners have taken all hides offered at the advance and now believe them as high as they should pay. This is a waiting game, each feeling confident of his position.

**Pelts** are selling higher, with no accumulations. They are better and are worth more money, and the wool market tends to crowd them higher.

**Furs** suitable for trimming are in good demand, while those for dyeing are slow. The market is not settled and will not be until the result of the coming December sales is known.

**Tallow** is slow and sluggish except for edible and prime goods. Supplies are ample.

**Wool** is in strong demand, with Michigan well cleaned up of all secondhand lots. Prices are higher and seaboard markets are well sold up. Manufacturers and dealers have bought freely, with a firm belief in futures. The present question is, Where are stocks to come from for the February and March market? London sales, which opened on Nov. 28, show an advance of 5 per cent. on both fine and crossbred wools.

Wm. T. Hess.

### Are Trading Stamps a Blight or a Blessing?

Sperry & Hutchinson's representatives in this field claim to have secured about seventy-five signatures to their contract, including thirty-six retail grocers, and assert that they will open an exchange store in this city shortly after Jan. 1. The manager of the local delegation is E. G. Flood, Mr. Sharp not occupying that position, although he claimed to be acting in that capacity to a representative of the Tradesman. During the past week the city has received a visit from Thos. A. Sperry, a member of the firm, who, by the way, is a Michigan man, having been born and reared in St. Joseph county. Mr. Sperry was for many years a traveling salesman, representing a Connecticut silverware house, and covered Michigan regularly for about a dozen years, during which time he accumulated a savings fund of \$10,000, which was his stock in trade when he engaged in partnership with Mr. Hutchinson in the trading stamp business five years ago. Mr. Sperry says that the trading stamp system was originated by him in Benton Harbor, where he sold silverware to several merchants, who distributed it among their customers in exchange for trading tickets or coupons, which they issued with each purchase of a certain amount. He met with some difficulty in getting his pay for goods furnished the several merchants, and made an arrangement with S. B. Van Horn by which he was to redeem all of the tickets issued by other merchants in the town and carry the stock of silverware in connection with his dry goods and clothing stock. This, Mr. Sperry says, was the origin of the business, and it worked so well that he formed a partnership alliance with Mr. Hutchinson, who was then engaged in the premium business of a somewhat different character at Jackson, and engaged in the retail grocery business at Bridgeport, Conn., for the purpose of developing the trading stamp idea. The business prospered from the start and a few months later the headquarters of the firm were removed to New York. Inasmuch as the firm is now rated by the mercantile agencies as being worth half a million dollars, it is evident that there is money in the trading stamp business—at least for those who originated and exploited the idea. Whether the system is a good one for the merchant is a matter which the Tradesman has heretofore decided in the negative; and it will continue in this opinion until a more thorough investigation of the subject convinces the editor that the system is advantageous for the merchant, as well as for the people who have waxed rich in making and selling the stamps.

Mr. Sperry asserts that the statement made by Mr. Sharp to the effect that he was instructed by Mr. Hutchinson to go to Canton, Ohio, and break up the price agreement among the retail grocers of that city, is false in both fact and intent, because it is the policy of the firm to co-operate with associations of retail dealers, instead of antagonizing them.

Geo. L. Chubb has opened a grocery store at Harlan, purchasing his stock of the Olney & Judson Grocer Co.

A pretentiously wise man who is in the habit of looking mysterious is no mystery to other people.

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

Family honor is apt to break loose in spots when the family is large.

## Woman's World

**Selfishness of Men Whose Attentions Are Without Intentions.**

If I had the regulating of society—which praise be I have not—I would establish a strict time limit on courtship, and a man would either have to put up or shut up. This thing of a fellow hanging around a girl year after year, always apparently on the verge of proposing yet never doing it is altogether too common, and it is time a halt was called upon it. Modern customs are too easy going. I'm not sure that the old plan wasn't the best, where, when a man wanted to visit a girl he was required to file a declaration of his intentions with his attentions, as a guarantee of good faith, and that he meant business.

As it is, the man without intentions pervades society. Every year he grows more numerous and more conspicuous and has things more his own way. In the democracy of our native land our homes are run on the open door policy, and there is a continually increasing class of men who take advantage of our lack of protection, and who deliberately make clubhouses—places where they are warmed in winter and cooled with ice drinks in summer and entertained free of cost at all times—of the parlors of their women acquaintances. They calmly appropriate the best that life can give them of feminine beauty and charm, but without the slightest sense of any obligation or of making any return. They are butterflies that sip the sweets of society, but as for any idea of retrograding into a domestic grub by marrying, their one prayer is Good Lord, deliver me!

So far as older women are concerned, the matter is of small consequence. If they have not sufficient knowledge of the world to rid themselves of dead-beat acquaintances they deserve to suffer for their stupidity, but it is a situation with which young and unsophisticated girls are not fitted to cope and many a one's prospects in life have been blighted by the persistent attentions of the man without intentions. Every now and then we hear people wondering why it is that some attractive and charming girl has drifted into old maidenhood. She has always seemed to be admired and received much attention from men, yet she remains single, while her less pretty and less agreeable sisters make good matches. In nine cases out of ten the answer is to be found in the fact that she was the victim of the selfishness of men who monopolized her society and time and drove other men away, but who had no matrimonial intentions themselves whatever.

If the man without intentions would confine his attentions to unattractive women no one would find fault with him. He might even be a kind of social missionary—a dispenser of sweetness and light to those who sit in the darkness waiting for the man who never comes—and so fill a long-felt want. But the man without intentions is invariably possessed of good taste. Nothing but the best is good enough for him. You never see him singling out the wall flower at a ball for a consoling dance. You never observe him leading the spectacled spinster down to supper or imploring the sentimental fat girl to sit out a dance on the steps. On the contrary, he reserves these courtesies for the beautiful but impecunious belle who ought to be making hay while the sun of her youth and good looks shines, and it is precisely here that his mean-

ingless attentions become so mischievous. It is her dance card that his name fills up, to the exclusion of men with whom she might waltz into matrimony. It is she whom he lures into secluded corners and for whom he procures the bottle and the bird, which they eat tete-a-tete, while the man who could provide her with these delicacies for life passes by on the other side. It is she with whom he elects to sit sentimentally in the shadow of the oleanders, while young Coupon, gnawing his incipient mustache in the doorway, grows green with jealousy and flies to the smiles of her rival, where he is comforted and caught.

Debutantes are his specialty. Every one in society knows the class of men who devote themselves to each succeeding crop of buds. As soon as a girl comes out they surround her; they monopolize her programme at balls; they camp on her mother's parlor chairs; they show up as regularly and as inevitably as the tenor at the opera; they assume an air of proprietorship that is none the less effective because it is intangible, and that keeps other men away; and that ends it. People wonder for a season or two if little Miss Rosebud is going to marry Jack Blase, but nothing comes of it. Her bloom wears off and she drops, in time, into the ranks of the second or third or fourth season-out girls, who are being pushed back into the chairs of the chaperones, while he transfers his disastrous and meaningless attentions to a fresh debutante and goes on his way rejoicing.

If the man who never makes good is a nuisance in fashionable society, against which the world-wise mother is right to protect her daughter, his selfishness works its greatest wrong when he wins the love of some simple and unsophisticated girl without meaning to marry. She is bright and pretty and charming, let us say, the kind of a girl whom men would find attractive and want to marry. But here comes along the man without intentions. He is, perhaps, more of a man of the world, more highly educated or better looking than the other men in the girl's little circle and he fascinates her. He desires merely to amuse himself and be entertained and he finds that the girl is quick and witty in conversation, possessed of that divine sympathy that comprehends and blends with all his moods, and so he falls into the way of visiting her, going oftener and oftener until at last he drops in almost every day.

That he may be winning her love, and filling her heart so full there will never be room in it for any other man, does not suffice to deter him. He justifies his course by always saying that he is not a marrying man and by insisting that his feelings are purely platonic. What woman is going to believe that? Is the hope going to starve that is fed on daily visits? "He must surely love me," she cries to herself, "or he would not always come," and before that logic all his denials fall dead. She still believes he loves her and will go on believing it as long as he apparently finds pleasure in her society. She will never disbelieve it until, the flower of her beauty faded and withered, her chances in life blighted by his selfishness, he does at last turn his attentions to some newer and fresher face. There is not one of us who does not know dozens of such cases as this, and whether the man's selfishness was the result of lack of heart or lack of thought, it is a cruel and a dastardly thing. No

man is so lacking in sense or vanity as not to know when a woman loves him, and if he is either unwilling or unable to marry her, he is bound in common honor and honesty to keep away from her.

Men are often generous, but they are seldom honest with women, and they do not stop to ask themselves if they are dealing fairly by a girl if they monopolize her thoughts and her time without meaning to offer her any equivalent for it. All they consider is whether it is agreeable to themselves. Nor is this confined to any particular strata of society. The man without intentions is everywhere. The other day I got a queer little letter from two working girls giving their version of him and asking a bit of advice. For several years, they said, they had "been keeping company"—I like that homely phrase—with two young mechanics who were earning good wages and amply able to marry if they wanted to. So persistent were the young men that they had driven all of the girls' other beaux away; gossip, of course, prophesied a wedding, and their friends enquired when the happy day was to be, but the young men, so far from proposing, never mentioned matrimony and never even gave the girls a treat, like a trip to the theater or a box of candy or a bunch of posies. "What shall we do?" they ask me. Do? My dear girls, shun those young men so quick you will make their heads swim. Have nothing to do with the man who never makes good. A man who in a reasonable length of time doesn't make up his mind one way or the other—doesn't clear out and give somebody else a chance or come to the point—is either a moral and social dead-beat or he is too lacking in decision of character for a sensible woman to bother with.

Every now and then we read in the papers of a woman suing some man for breach of promise or blighted affections, because, after a steady courtship of fifteen or twenty years, he suddenly found out that he wasn't in earnest after all or had changed his mind. To us it appears the most humorous and grotesque thing imaginable, and we can see nothing but a figure of fun in the disappointed old maid appealing from the court of cupid to the court of law, but surely nothing else is really more pathetic. It means so much of the hope deferred that maketh the heart sick, of beauty that faded while she waited, of youth held onto with frantic hands, or affection lavished in vain, of shattered dreams, and, bitterest of all, the thought that must sear any woman's heart like a white-hot brand—the shame of giving love unasked and unsought. Only a woman of coarse fiber could drag her hurt heart out for the public to gaze upon it, but all about us, within our knowledge, are little tragedies that are hidden from the world—a blighted life, a broken heart, sacrificed to the selfishness of the man whose attentions were without intentions. Dorothy Dix.

## Not Nutty

We have been unable to detect any nutty flavor in our buckwheat, but we DO detect that genuine old-fashioned buckwheat taste we were all familiar with as boys. That same delicious, indescribable flavor which made us want to eat a dozen more after we knew we had enough, is in our buckwheat this winter.

If your customers like GENUINE PURE BUCKWHEAT FLOUR without any frills or other things mixed with it, you can get it of us. We guarantee it

**Valley City Milling Co.**

Grand Rapids, Mich.

Our line of  
**WORLD**  
Bicycles for 1900



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

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

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

## DeYoung & Schaafsma

Importers and Manufacturers' Agents of

**Crockery, Glassware, China and Lamps**

Office and Sample Rooms

112 Monroe St., Second Floor, Grand Rapids, Mich.

Buy DIRECT from Manufacturers and SAVE jobbers' profits. Write for Catalogue and Price List.



## Getting the People

Some Good Advertising and Some Not So Good.

W. A. Chave, of Belding, writes as follows:

Having noticed your criticisms of advertisements in the Tradesman, I send you copy of mine, as it appears in the Belding Banner this week. Do not bear down too hard, as I am not an expert.

The trouble with Mr. Chave's advertisement lies mainly in the fact that he

## Something New all the Time At the Variety Store.

Beautiful China Pieces, 10c and up, Decorated Lamps, 85c and up, Side Lamps with reflectors, 30c and up, Glass Lamps all prices. Extra globes and shades.

\$1.00 Corsets for 80c.

50 cent Corsets for 40c, to close out.

Ladies' and Children's Underwear, Hosiery, Gloves, Mittens, Veilings, etc. Nice work baskets, 10 to 25c, Plain and Fancy Crepe Paper, 10 to 25c, Pancake Griddles, 10 to 25c. The place to buy good goods at reasonable prices.

W. A. CHAVE,

West Main St., Bldg, Mich

tries to tell about too many things. A 4-inch double column space is not sufficient to mention all the lines included in his advertisement. If he had used most of his space in describing his \$1 and his 50 cent corsets and then included the rest of the goods under the heading of "Other Interesting Items," or even left them out entirely, he would have done better. A man can pat a nail with his hand all day without producing any effect—a few well-directed blows with a hammer will drive it home. Let Mr. Chave advertise some one or two seasonable lines and advertise them strongly, and he will do more good than by a bare presentation of the names of goods and their prices.

Where space is sufficient, of course, it is best to advertise more than one line at a time, but where it is only large enough to advertise one line consistently and thoroughly, it is better to use it for that purpose. It is better to sell one line of goods than to sell none at all.

\* \* \*

The advertisement of Gerhardt Brothers, of Reed City, reproduced herewith, shows evidence of more careful preparation and typographical work than are usually apparent in the specimens sent in for review. It is weak, however, in several points, aside from its seven errors in punctuation.

The shoe argument is weak, because

FOR WOMAN'S WEAR—

### The Leather Boot.

Shoes that are valuable are shoes that are well made, out of a good material, in the several shapes that are up-to-date. Such a shoe we have at \$2.50. We stamp it with our own name on account of its many good qualities.

FOR WOMAN'S WEAR—

### Underclothing

A heavy Combination Suit at 50 cents. They are heavily fleeced, can give you grey or ecru. Slim people and fat people have an equal chance of being fitted, as we have sizes for both.

FOR WOMAN'S WEAR—

### The Corset.

Cresco Corsets are sold by us at \$1.00. They are guaranteed not to break down at the waist line. We will give you one to wear for two weeks and if not everything we recommend them to be, your dollar will be returned to you.

FOR WOMAN'S WEAR—

### The Outside Wrap.

Twenty-five seven dollar and one-half guaranteed Plush Capes are offered by us today at \$4.85. Good Plush, good linings, good fur trimmings, that's what they are made of. Another thing, they are full size, 30 inches long.

GERHARDT BROS.,

Opera House Block.

REED CITY, MICH.

it is vague and general. Something like this would be much better:

At \$2.50 we can sell a shoe that will give comfort and satisfaction. It's made of good kid and the soles are welted—no nails or pegs to cause discomfort. Laced or buttoned—three styles of toes—and our name on every pair as additional evidence of its goodness.

The section devoted to underwear would be better if "stout" were used in place of "fat." The man who wrote "fat" didn't know woman-nature. The saying that "no ladies above a certain social stage have red hair—their hair is auburn" should be supplemented by the equally true one—"no woman is fat—she may be fleshy or stout, but never fat."

The paragraph relating to the capes is not quite definite enough. It should tell the style of the capes, the material with which they are lined and the kind of fur used for trimming. An article sold at a reduced price should always be described fully, in order to emphasize the fact that it is a bargain.

These criticisms, however, should not lead anyone to forget that the advertisement has many points of merit. Typographically, it is attractive, and it shows a definite effort to reach the goal of good advertising. A little more attention to details and a little careful study on the part of its writer will enable him to produce very creditable advertising. I shall be glad to receive further specimens, that I may note his progress along this line.

\* \* \*

H. M. Goldsmith sends me from Delanson, N. Y., an advertisement of F. A. Alexander, of the same place, which is reproduced herewith:

## COME IN! COME IN!

And we fit you up with underwear so warm that you need not fear the cold weather.

### Underwear for Children.

Good garments at 15c. Better ones and larger up to 35c.

### Underwear for Ladies.

Splendid fleeced lined cotton garment for 50c. A good wool garment at 75c.

### Underwear for Men.

Cotton fleeced lined 50c. A fine hygienic wool fleeced, \$1.00. Extra quality Camel's Hair \$1.25.

We carry a full line of Gloves, Mittens, Caps, Sweaters, Cardigan Jackets, Mufflers, Wool Tam-o-shanters, Heavy Fleeced Overshirts, and Woolen Socks and Stockings for everybody.

Just received a stock of Umbrellas—good quality and very pretty, \$1.25.

Come in and see

### FORT ORANGE SHOE

FOR LADIES

A splendid value for \$2.00.

### Pocket Knives.

Southington Knives—the name is a sufficient guarantee—you cannot be mistaken in purchasing these knives.

### Derby Hats.

The very latest styles in black and brown for \$2.00.

### Robes.

Plush robes, rubber lined, just the thing for bad weather and only \$3.50.

### Horse Blankets.

Both square and stable blankets from \$1.15 up.

### Whips.

We can give you a whip for 15c and better ones from that up.

### New Calicoes.

Pretty patterns and good quality, 6c.

### Columbia Flour

Still wins. Another lot just in—will you be one more to fall in line? One honest trial makes you a regular customer.

BUILDING PAPER, TAR PAPER, PATENT MEDICINES, GENERAL MERCHANDISE.

We pay you 24c per dozen for eggs, 23c per pound for butter.

F. A. ALEXANDER,

Delanson, N. Y.

The advertisement is one of the kind that is most difficult to criticize—it is neither good enough to praise nor poor enough to condemn. The heading and introduction are commonplace and could have been made much stronger by a few words on the advantages of buying underwear in time to avoid the colds and other unpleasant results of sudden changes. The mention of gloves, etc., is weak without the addition of prices. The same can be said of the item regarding building paper towards the end of the advertisement. It is very rare to find an advertisement bringing results from merely mentioning an article, whereas a description and price will often sell goods, if they happen to be the goods that are in demand. It always pays in advertising, as in everything else, to use the method offering the most chances for success.

W. S. Hamburger.

### Possibility of a Toilet Soap Trust.

Toilet soap manufacturers recently held a session at New York City, at which all the large concerns were represented. The meeting was held behind closed doors, but rumors of an attempt to form a combination have leaked out. That it was a success, however, is very doubtful, at least in the trust line. Strenuous efforts were made to bring all the manufacturers into line for the consummation of an agreement to raise and regulate prices, and important steps were taken toward this end. The meeting adjourned to meet again in Chicago, December 6, when the trust question will be fully discussed.

### Bargain Day Traveling.

Given bargains and a bargain hunter, and her purchases end only with the money in her purse. A woman who belongs in the head and front of this class boarded a street car, carrying with difficulty a huge market basket filled with the odds and ends of a department store. She was scarcely seated before she started at the conductor's voice.

"Fare, please."

The woman got out her purse with difficulty and rummaged through its various compartments.

"Dear, dear!" she murmured. "I was sure I had saved a fare or I never should have bought those three odd dusters."

Then she added to the conductor: "I live at the end of the line and will pay you then."

"You must pay now, lady," said the fare-taker. "That's the rule."

"But I haven't any money," she objected.

"Well, I tell you, give me a five cent bargain and you can redeem it at the end of the trip; only we don't take dusters on this line."

The woman hesitated a moment; then she dived in her basket and brought up a long bar of laundry soap.

Everybody in the car laughed as the conductor rang up her fare.

### Where She Drew the Line.

Mrs. Fashion—I've picked out a husband for you, daughter.

Miss Fashion—Very well; but I want to say, mother, when it comes to buying the wedding dress, I'm going to select the material myself.

### Just a Trifle Ambiguous.

Amateur Actress—Didn't I act the part well?

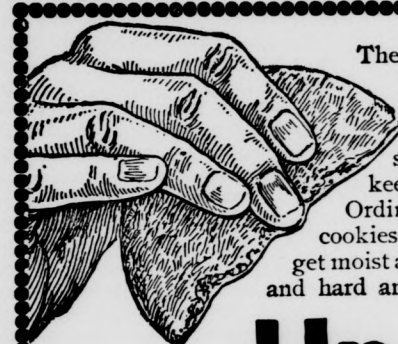
Her Friend—When you left the stage the audience said it was the best thing you ever did.

## 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.



The new wafer is just right (just crisp enough, just sweet enough, just *gin-gery* enough) and the sealed, air tight package keeps it just right until eaten. Ordinary ginger cakes and cookies, sold in the usual way, get moist and soggy in damp weather and hard and tough in dry weather.

# Unedda Jinjer Wayfer

keeps fresh and deliciously crisp and tender. Its high quality is assured by the fact that it comes from the ovens which bake **Unedda Biscuit**.

Made by NATIONAL BISCUIT COMPANY, which owns the registered trade mark **Unedda**.





Devoted to the Best Interests of Business Men

Published at the New Blodgett Building,  
Grand Rapids, by the

TRADESMAN COMPANY

One Dollar a Year, Payable in Advance.

Advertising Rates on Application.

Communications invited from practical business men. Correspondents must give their full names and addresses, not necessarily for publication, but as a guarantee of good faith. Subscribers may have the mailing address of their papers changed as often as desired. No paper discontinued, except at the option of the proprietor, until all arrearages are paid. Sample copies sent free to any address.

Entered at the Grand Rapids Post Office as Second Class mail matter.

When writing to any of our Advertisers, please say that you saw the advertisement in the Michigan Tradesman.

E. A. STOWE, EDITOR.

WEDNESDAY, - - NOVEMBER 29, 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. 22, 1899, and saw the edition mailed in the usual manner. And further deponent saith not.

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

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

#### THE PROPPED-OPEN DOOR.

The population of China has been estimated at between three and four hundred millions. Wise in its own conceit, old almost as the hills, and so old enough to know better, that country has walled itself in from the rest of mankind and barred its gates against them until gates and government have crumbled into ruins and left the land a prey to the nations of the earth. The Russian bear, its merciless paws clasping its unfortunate neighbor, glares and snarls its warning and defiance to the greedy countries who, equally glaring and snarling, are determined to lose no chance for a share of the carcass when the culmination comes.

Among those countries watching for the end, and by no means an uninterested spectator, is the United States. With no desire for territory, she has long had her eyes fixed upon China and long ago determined that that vast territory, when the time came for breaking the cerement with which semi-civilization had almost embalmed her, should receive respectful consideration, and that no partition of the Celestial Empire should be made which did not recognize the wishes of this country. Those wishes are centered in trade. Whatever the political destiny may be, under whatever control the Chinaman may pass, he shall have the unchallenged privilege of buying the raw material or the manufactured article produced or made in the United States. This privilege unlimited by time means, and the Government says that it means, that the door of trade with China shall not only be open but propped open, and so propped that neither accident nor circumstance can close it. That settled, the future of China and the fate of its numberless inhabitants becomes a debatable question.

With her famous wall razed to the ground, what is the real purpose of the governments of Europe? Plunder? It is the answer of barbarians. Conquest?

So answer the Middle Ages, repeating an echo of the Roman Empire. Civilization is the word that thunders from every throat, from the exultant Bear on the steppes of Siberia to the Lion in South Africa lapping to-day the blood of the wounded Boer. Civilization is the mission of governments and to us, the enlightened nations of the earth, is assigned the duty of leading the ignorant and benighted tribes of the earth into enlightened paths. China is on the verge of dissolution. "Dark Africa," too long neglected by the remissness and indifference of Europe, the heaven-appointed schoolmaster of self-government, must be reclaimed; and the great powers are clamboring for the task, each insisting, as it has been insisting since the downfall of Rome, upon the superiority of its instruction and the political legitimacy of its claim. Russia, crushing helpless China to her brutish breast, frankly declares that absolute monarchy is the only way and that the world's present enlightenment is due alone to the scepter of the absolute monarch. England, with jaws red with the crimson life flowing from the continent under her powerful claws, insists that constitutional monarchy is the only teacher of civil government. Germany, with an assuring glance at the invincible armament behind her, nods a complacent assent and France, half Bourbon, half republic, maintains that she is the best modern civilizer, all of them asserting their hereditary right—the fundamental claim of the throne—to dismember empires and subdue barbarism for the sole purpose of blessing them with civilization!

That is the old way, the way that has obtained for fifteen hundred years; and the United States, believing that all things have become new, insists on a propped-open trade door and allowing modern ideas, carrying the arts and implements of peace, to enter and build up the crumbling government and teach by precept and by example to the rude races the cultivation and refinement of civil life. So, while Russia is civilizing China by robbing her of her territory, while England insists that Africa can be civilized best and soonest by taking away her gold fields, the United States has sent in through this door her bridge builders and her railroad builders, her engines and her cars, her electric plants and her sewing machines, her soil productions and her manufactured goods, the best in quality, in beauty and in cheapness the earth can furnish. These imports and the Americans who go with them are the best and the surest civilizers. The torch, the sword and the bullet have had their day as such. They are the means that monarchy has always used; and the United States, with the door propped open, can turn proudly to her record of a hundred years and proudly compare what she has done in a single century with the work of throne-dotted Europe during fifteen hundred years. Monarchy, absolute and limited, has had its day. Its aims and its means of accomplishment belong to the past. The new world has entered upon its work with new ideals and better methods. Destruction will not pioneer the way nor follow in her footsteps. Life, not death, attends her. Through her propped-open doors will be carried to every nation and to every clime the blessings of peace, which are getting to be considered more and more the only real civilizers; and China may be the first instance in the history of nations so to pass from darkness into light.

#### FICKLENESS OF THE MOB.

Admiral Dewey once thought that his popularity was based on a grand, heroic act and a great achievement performed for and in the service of his country, and doubtless he believed that those services, so signal and distinguished, had built his fame upon a lasting foundation and had embalmed him forever in the hearts of the American people. The Admiral now realizes that he was merely the favorite of the moment and that there is a fashion in favorites as well as in many other matters. Time was when the prime favorite of the American people was a prize fighter, and so changeable is popular favor that it is difficult to forecast what manner of man may next catch the popular fancy.

Let the great Admiral realize, as many other of the world's most eminent men have done before him, that it is their fate to experience the vicissitudes of fortune. Robert Morris, the great financier, who spent his large private fortune to carry on the war for independence, spent the years of his old age in a debtors' prison; while Belisarius, the splendid soldier and patriot who had saved Rome from destruction by the terrible Vandals, was by popular demand deprived of his sight and compelled, as a blind beggar, to gain a miserable subsistence upon scanty alms grudgingly bestowed by the very people whom he had rescued from a most dreadful fate.

It has been the experience of the human race that the men who have rendered the greatest service to their kind have invariably been the victims of ingratitude and disfavor, and from this should be learned the lesson that it is quite as unwise to put any trust in the acclaim of the populace as in the promises of princes. The man who rejoices that he has won the plaudits of the mob will do well to look to himself, as the next moment he may be stoned in the street.

The only rule in any case is for every man to do his duty as he sees it to the best of his ability, and regard no public outcry, whether it be made in his behalf or against him. As for Admiral Dewey, impartial history will preserve his fame. Daring every danger and braving every risk, he led the way with his flagship into an enemy's harbor, over its torpedoes and in face of its land batteries, and destroyed the enemy's war fleet, which was protected by the powerful shore guns. No other American admiral in the Spanish war achieved such a deed, although the opportunity was offered, and this fact is recognized by the world's naval chiefs. Dewey may lose the applause of the populace, but nothing can mar his fame, as it is recorded in history. Let him rest on that. It is enough.

#### BUSINESS CONDITIONS.

With all visible conditions favoring a general advance in the New York stock markets, the week has been characterized by a steady average in prices of industrials, followed at the latest by a sharp decline on account of the feeling of stringency in the money situation. During the week it was thought that the offer of the Government to sell bonds, which caused \$11,000,000 in transactions, was creating such confidence that the stringency and uneasiness would disappear as a factor. But unaccountably at the last the financial bugbear seems as terrible as ever. The effects are most manifest in the industrial list, probably on account of the more excessive watering. Transportation stocks

are carried upward by the impetus of the unprecedented volume of business and earnings.

The volume of the general trade of the country is constantly increasing in almost all lines, with a steady appreciation in prices. While a few industries seem to have about reached their culmination, there is little indication of reaction and in many cases the increase keeps on beyond all expectation and prediction. It is a reassurance as to the future that there are some conservative elements, as in the stock market situation and in the pausing in price movement of a few products. Should the pace have kept up in all these directions a serious reaction at an early day must have been the consequence.

In the iron situation there is yet a scarcity in the cruder forms, in spite of the tremendous production. Billets at Pittsburg are scarce at \$35. But in finished products there is an indication that many works are getting into the field of competition by closing out their orders in hand and bidding for more, in some cases at a concession in price. Foreign orders for railway material are still coming—Russia for 3,000 cars and a quantity of locomotives and Japan for 200,000 tons of rails.

Export movement of grain, especially corn, still continues heavy. Wheat output is a little less than that of last year and the price change is very little, and that in the direction of decline. The price of corn is held firm and the great quantity going out is no mean factor in the export situation.

In textiles the condition is one of enhancing values and increasing activity all along the line. The price of cotton is advanced 5 per cent. and the demand for goods is increasing the price of all its products. The activity in wool continues unabated, sales for three weeks amounting to about 62,000,000 pounds, an amount never exceeded in any full month except two. In boots and shoes advancing prices are exerting an influence in restraint of new contracts, but shipments are 16.5 per cent. larger than in any preceding year.

Traveling men will be interested in the opinion of Hatch & Wilson, published elsewhere in this week's paper, relative to a liability of hotel landlords for baggage and hats. This opinion is not based on supposititious cases, but on actual occurrences which happened at the Livingston Hotel. The loss of baggage was sustained by Mr. Rogers, who covers Michigan for the J. W. Butler Paper Co., of Chicago. Mr. Rogers has been a patron of the Livingston Hotel for several years, but will transfer his patronage to the Morton, because of the refusal of Edwin F. Sweet to recompense him for his loss. The loss of the hat was sustained by Geo. H. Lamber-ton, who covers Michigan for the Milwaukee branch of the Goodyear Rubber Co. He was recompensed for his loss, although the landlord distinctly stated that he did it as a matter of policy and not because of any liability. Mr. Sweet appears to have been incorrect in this statement, inasmuch as Judge Hatch finds that a landlord is liable for a hat stolen or carried away from a hat rack while the owner is in the dining room of the hotel.

About Thanksgiving time, one man can always tell what some other man should be thankful for.

A conceited man is not endowed with a sense of gratitude.



## ONE MERCHANT'S THANKSGIVING.

How the Turkey and the Burglar Made It Happy.  
Written for the Tradesman.

It was the same old story, the story you and I have heard told over and over again for any number of years: Isaac Slater declared that "he had nothing to be thankful for," and was resolved that year not to go one inch out of his routine of habit for all the proclamations in the world. He had his little grocery, with its few shelves of canned goods and candy jars, its barrels and baskets and bins of ground grains, its fruits and vegetables, its dirty showcases and its colonies of fat flies behind the cracked panes of the show windows, and little else.

He lived quite alone and slept over the store in a musty little room with time-discolored ceiling and walls and a faded rag carpet on the floor in front of the old-fashioned post bedstead. Whenever officious acquaintances remonstrated with him about his mode of life Isaac invariably observed that his surroundings were good enough for an old man of 60 whose best clothes were usually shiny with grease and molasses and who often felt himself in need of a wig and a stronger pair of glasses.

A kind-hearted old man was Isaac and I am afraid that less deserving people took undue advantage of him. Most of his customers treated him with a mean condescension, for his character lacked combativeness and he was woefully defective in personal dignity and terribly wanting in due deliberation of speech. For people will insult men and women who won't fight back, and will look down upon those who are too modest to hold their heads up high, and will go away and leave you in the middle of a sentence or a story if you talk faster than their slow brains can comprehend.

One Wednesday night, the night before Thanksgiving in a year now long gone by, Old Isaac sat by the stove in his mussy little store grumbling and rubbing his rheumatic legs until all the other lights in the village stores seemed to have gone out. Then he arose to put out his own lamp and go to bed. It was dark and cold outside and the old man shivered as he paused for a moment before the glass-paneled door and looked out into the street, which was white with snow in little spots here and there. He was thin and his shoulders rounded over his chest and his teeth chattered with the cold as he watched the people hurrying along. Decidedly, he had nothing to be thankful for. And really, come to size men and women by their own standards, how many of us have? Doctor Cork, since the last Thanksgiving, has inherited a fine house and a handsome coach and has secured a coachman who looks well in livery and folds his arms across his manly chest after the most approved style. You, my friend, would have been thankful for a piece of luck like that, but the Doctor's heart was set on going to the State senate, and the riff-raff of his party beat him at the primaries, if you are to believe his version of the affair, and now he "hasn't a thing to be thankful for." You who are reading this would be thankful for what your neighbors have, but you can't see why you should have been denied the social recognition you seek or why your daughter Sarah couldn't have won that well-to-do young salesman for her very own, thus relieving you of her support, or why you couldn't have invented that thing-a-bob

that John Smith made a fortune on. Well, well, this is an odd world after all.

Old Isaac had not always been "old Isaac." Time was when he had a larger store in a larger city and a fine business building of his own and an ambition to become a millionaire blazed in his now faded eyes. Yes, and there had been a fluffy-haired young lady, too, with eyes like diamonds and teeth like pearls, of course; but she had disappeared with all the rest and here he was standing alone, old and badly dressed, before the door of his store on a frosty night shivering with cold and wondering whether he hadn't better take a little—just little, mind you—whisky before going to his dreary bedroom upstairs.

If he had anything to be thankful for he'd just like to have it pointed out!

Brother John and the fluffy-haired creature had disappeared one night, and with them had disappeared a package of bank notes of a large denomination, thousands and thousands of dollars in value, which were to have been paid over on the morrow as the final payment on the new business building. To be sure, the money never should have been left in the safe and old Isaac might have seen months before that Miss Fluffy-Hair was more in love with brother John than with himself and he should have been more watchful of his own interests and all that. But the money was in the safe that night and brother John, who was not a partner and had no right to it, had the combination of the lock and Old Isaac had implicit faith in little Miss Fluffy-Hair. He was innocent and confiding, and the world is calculating and deceitful above all things and desperately wicked.

A thankful heart for a wrecked and ruined life! The idea of being thankful for a spar on the bosom of a troubled sea after the ship had gone down with every soul on board! Old Isaac was bitter and cynical and in his eyes there was no truth, no honor in the world. For the loss of the banknotes had brought ruin on the soft-hearted merchant, for his creditors even affected to believe that he had hidden the money for the purpose of defrauding them and the soul-sick man had to battle fiercely for his liberty. At the end of a long series of expensive lawsuits he had packed up what few things the demands of lawyers and creditors had left him and set them out for sale in this village. And so he had stood there behind the tipsy counter of the smallest store in the place for more years than he liked to count over. And some of the goods he had brought from the city store were on his hands still, for trade was dull and old Isaac was not popular there.

Yes, yes, all was vanity and vexation of spirit. He drew his thin shabby coat closer about his shivering body as he stood there before the frosty glass pane and thought it all out. Was this the once rich and respected Isaac Slater in this sad attire? Was this small and smoky room, not too well stocked with goods, the business place of Isaac Slater, once the most prosperous merchant in the first city of the State? Ah, how the years had crushed his hopes and his ambitions.

"Gobble, gobble, gobble!"

What was that? Old Isaac gave a start and ran his fingers nervously through the few gray hairs which Time had spared to his shiny pate. What did the noise mean? He was certain that he had disposed of every turkey in stock, he had not handled so many that

one might have been overlooked. He had lost money on them, too, and couldn't even think of having one for his own dinner. He must get along with such things as he could pick up in the store. Business on such a very little, little scale could not provide all the luxuries of life.

"Gobble, gobble, gobble!"

There could be no mistake about it. The challenge came from the basement, where the fowls had been kept. Perhaps Charley had neglected to deliver the fat old gobbler ordered by Mrs. Smith-Smith. Charley was the one chore boy and clerk and he was often forgetful and not infrequently lazy. Yes, that must be the truth regarding that gobble-gobble in the basement, and that meant an additional loss, for Thanksgiving morning would be too late for the delivery.

Old Isaac took the flat kerosene lamp out of the wall bracket and made his way cautiously down the uncertain cellar stairs. There strutted the turkey, obvious of the fact that his proper place at that moment was in the kitchen of Mrs. Smith-Smith. At the bottom of the stairs the old man hesitated a moment and listened. Was that the front door opening and closing? Was that a stealthy step on the floor above? Pshaw! Who could want anything there at that time of night?

He toiled up the stairs and set the lamp on the counter by the stove. Then he locked the doors, took a little—just a little, mind you, my temperance friend—whisky from a bottle on the shelf back of the counter and toddled off upstairs to his cold room, carrying the lamp with him. As his heels disappeared through the door at the head of the stairs a ragged, evil-faced man of mighty frame rose softly from behind the counter and advanced to the stove. He had evidently been watching and waiting a long time out in the frosty night, for he shivered with the cold as he extended his hands toward the glowing iron.

He could hear the old merchant moving about overhead, but he seemed to have no fear of his returning to the store again that night. He sat down by the stove and made himself comfortable. After a time he even ventured to poke the fire and help himself to crackers and cheese from a barrel and a box not far away. Then, by the light of the blaze he discovered the bottle of whisky on the shelf—of course he must have some of that!

He had been out in the cold all day without food, and the fire was so comfortable, and the whisky so welcome to his thirsty throat, and the crackers and cheese tasted better than any meal he had ever eaten, and there was no haste about taking what he could find in the place and making off with his booty, for Old Isaac would sleep soundly until morning—and in five minutes the tramp-burglar was sound asleep there by the stove!

And so it came about that the only form of animal life awake on the premises at 12 o'clock that night was the turkey gobbler which awaited the headsmen's ax in the basement and which ought by rights to have been lying, fully dressed, on the white table in the kitchen of Mrs. Smith-Smith. Perhaps I should have said fully undressed, but that depends wholly on whether you look at the matter from the standpoint of a turkey or the standpoint of a turkey-eater.

The turkey was very much awake at 12 o'clock. Perhaps he had bad dreams

when he tried to sleep. Perhaps he had had his sleep out during the hours he had been hiding from the vexed delivery boy. However this may be, he strutted over to the stairs and craned his neck to see if anything good to eat might be discovered. The corn which had been thrown into the basement during the day was all gone and his imprisonment had not interfered with his appetite. He mounted step after step until he came to the very head of the stairs, and there he found the door open! Old Isaac had forgotten to close it after his expedition to the basement!

And so Mr. Gobble-Gobble made his way into the store, and up to the stove where the burglar sat sound asleep. There were crackers scattered about the floor there and he made free with them, never doubting that they had been placed there for his especial benefit. The tramp never stirred in his sleep, even when the turkey mounted to his knee and began eating the crackers which his hands still mechanically retained. But when the gobbler began picking at his big red nose that was a different thing, and he awoke with a start.

The turkey flopped his wings, gave an unearthly gobble-gobble and glared out of a pair of red and ugly eyes, all without condescending to drop to the floor. The tramp was only half awake, and he had a guilty heart, and the place was dark and eerie at best, and so was terribly frightened. He sprang to his feet and made for the door. Under the circumstances he can hardly be blamed for arriving at the hasty conclusion that the Old Nick was after him. When he gained the door he was too excited to unlock it, for the turkey was right there behind him, it being the nature of large fat gobblers to pursue those who flee from them.

The burglar now thought more of getting away from The Thing which pursued him than he did of getting away from the place, so he sprang for the counter and from its top attempted to gain the summit of the row of shelves which ran along behind it. The shelves were surmounted by a wide board which was not very heavily stocked with merchandise and which would have supplied a secure resting place for the tramp if he could have reached it. But, as I said, the tramp was a heavy man, and the shelves were thin and old, and the first leap brought the whole array of canned goods, candy, bottled pickles, plus the dusty boards, to the floor in one wild crash!

The turkey was no longer an aggressor, and, frightened by the noise, he made for the front of the store, gobble-gobbling with fright and complaining in his own way of the manner of his reception there. The door being locked, he made nothing of beating at the window with his great wings until the sharp sound of breaking glass was added to the din made by the tramp, who lay kicking and swearing under the shelves, sneezing in the dust and trying to stem the torrent of tin cans flowing into his face from the broken shelves.

When Old Isaac at last heard the commotion and timidly thrust his head down into the store he saw a man of mighty frame disappearing through the window. In another minute he stood by the stove mourning his loss, mourning and complaining but not idle. The crash seemed to have disturbed no one in the village save himself, for all was still in the street outside; even the burglar was getting away without making much



noise in running over the frozen ground.

Old Isaac braced some boards against the broken window, lighted all the lamps he possessed and proceeded to make an examination of the place. The money drawer had not been touched. The whisky bottle had been emptied, that was all. Patiently then, and wondering at the manner of the catastrophe which had so disarranged his store, the old man went to work straightening out the canned goods and the broken shelves. Here was the wreck of a box of canned corn. It had been on the shelves in the old store in the city and he might as well throw it out. No one would buy it now. But something remarkable happened when he lifted the first can from the box.

The top came off and there before his astonished eyes lay the most precious treasure ever stored away in a box of canned corn! The money that had been stolen! The money that had not been stolen! There it lay rolled into a tight wad, a little dusty, but just as good as the day it came from the bank! And there was a note with it, a note written in a feminine hand looking for all the world like the notes Miss Fluffy-Hair used to write him in the old days!

"We had planned to take this," the note said, "but I can not find it in my heart to rob you of your money as well as your love. You will find every dollar taken from the safe hidden here in this empty can at the last moment. My last wish is that you read every word of the letter which I leave upon your desk, and believe as you read that I have told you the truth."

Fool, fool! The letter found on the desk had been destroyed in a whirl of passion, had never even been opened. Oh, the poverty-stricken years! How useless! This fortune lying there so long! Why had they placed it there? He went back to his bedroom with the roll of money—thousands and thousands of dollars—hugged tight to his heart, and slept with it there! What a blessed Thanksgiving it would be after all! How he would reward Charley for forgetting to deliver the turkey the tramp had stolen! For that is the way the old man figured it out. How he would make his store the very largest and best in the village, and would be "Old Isaac" no longer. He would even have rewarded the tramp if he could have found him!

And such a dinner as he had the next day! And such turkeys and such cans of oysters as were given away to the village poor! And Charley was rewarded, although he should not have been, and Mrs. Smith-Smith received a turkey free, although she was amply able to pay for it, and Old Isaac was happy!

And he was soon doing a fine business again and was really the big man of the village. Such is the power of bits of green paper released from their long slumber in a box of tinned corn! And when brother John and his wife—gray-haired, sharp of tongue and not at all to Old Isaac's notion now—came back repentant to live with him, I believe the only question that he asked them in connection with the affair was, "Why the something-or-other they hadn't put the money back in the safe and saved him a large number of bad years?" I don't know what reply he got, but I have heard it said that he then and there expressed the opinion that John always was a fool.

And that Thanksgiving day I started to tell you about wasn't such a very disagreeable one after all.

Alfred B. Tozer.

#### When to Talk and When to Listen.

No complaint is more frequently heard than that the art of conversation is a lost art in these degenerate days at the end of the century. No longer do we take the trouble to round out our sentences properly and elegantly, or even to give honor to those syllables where honor is due, while, as for anyone studying upon any particular subject in order to be able to discourse fluently upon it, such a thing is unheard of. We even have a pretty shrewd idea that if we were so much as suspected of doing such a thing our friends would flee us as they do the plague.

Undoubtedly many just criticisms may be made upon the conversation of the day. Too often it is apparently only a contest where the race is to the swift and the victory to the strong-voiced. It seems to be the fashion to talk and not to listen, but at least in this happy-go-lucky arrangement it gives us all an equal chance.

As a matter of fact the famous conversationalists of the past were monologuists. It is said that Macaulay could talk for hours with an untiring fund of reminiscences and information, and a never-ceasing flow of words, while Carlyle upon one occasion harangued a dinner party the entire time of the entertainment with a discourse on the virtues of silence. That we have no such talkers now is a matter of sincere congratulation. Indeed, the truth is that if one of these famous monologuists should arise from the dead he would have to bring his audience with him, for nobody nowadays has the patience to sit and listen, with never a chance to get in a word of their own.

On the whole one is inclined to think that the much-vaunted conversation of other days must have been distinctly tiresome, when one person, no matter how learned, was permitted to dominate the talk, and no one dared enter a protest. We give short shrift to the monologuist now, and the moment we perceive a man preparing to mount his hobby we leave him to address empty chairs, and nobody has the slightest hesitation in giving him to understand that he is a bore.

Conversation, to be enjoyable, must be give and take, with the topic tossed from one to another as lightly and rapidly as a ball. Moreover, its obligations are mutual and should be debts of honor. If I listen with an interested air to your stories of your children and your recitals of your domestic grievances, you are bound in all fairness to present an unwearied front to me while I regale myself by repeating my Tommy's bonmots, and recalling the troubles with my Mary Ann. Such conversation may not be as instructive as the monologue of a Carlyle or a Dr. Johnson, but to most of us it is a deal more interesting.

If, however, we have escaped the tyranny of the monologuist and gotten conversation down on a more equal basis, we still have much to learn of the art of listening, and we may well envy the ability of those who could lend unwearied attention to the same voice hammering away at the same subject a whole evening. The ability to listen intelligently is indeed a precious talent, the very acme of flattery, to which alike the cleverest, and the wisest and the dullest of us respond, and it is well worth our while to cultivate this agreeable gift.

Cora Stowell.

Man imposes on woman, but she always thinks he doesn't mean it.

#### Crockery and Glassware

##### AKRON STONEWARE.

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.	43½

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	
½ gal., per doz.	40
¾ 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.	1 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, slide 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, slide 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 CO.

162, 164, 166, 168 Jefferson Ave.

DETROIT, MICHIGAN.

In the Market Stronger Than Ever.

Manufacturers of  
a full line of

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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 CO.



ON THE WING.

Graphic Glimpses of a Half Dozen Michigan Towns.

Flint, Nov. 25—Have you ever been to Jackson? From Grand Rapids to Jackson, at first glance, would not seem to offer much that would or could interest one—it's mostly Thornapple River—and one does need to bring into requisition the spiritual vision to see much of interest along the unpicturesque line of railway that carries you there. True, you pass through Hastings—where a gubernatorial possibility lives—and Charlotte—where Lamb & Spencer carry on one of the most successful grocery stores in the state—and Eaton Rapids—which once aspired to recognition as a watering place—and then you are in Jackson. Jackson in itself, while quite metropolitan, having all modern conveniences, is not quite my ideal city. Perhaps it is the gloom of the prison walls which casts their shadow over me; at all events I always feel depressed when I am there. There is a fine public library, a little gem of a postoffice, no hotel worth mentioning and three wholesale grocery houses there. The Jackson Grocery Co., Brown, Davis & Warner and Howard & Solon present a galaxy of genial buyers one seldom meets.

Lansing came next on my list, but every one has been to Lansing—or wants to go. Just now the streets look dreary and lonely. The legislators are at home dreaming, of coming honors, or out among their constituents pulling wires. As a business town, like all capital cities, it is not all one might wish. Of course, there is Bob Shank, whose name throughout the State is a synonym, for push and success in the grocery line, and Charlie Longstreet, whose store is a joy to the eye, and a good many more shrewd up-to-date dealers, but the political element which invades the city is a sorry handicap.

I liked Owosso long before it was my privilege to see it, and seeing it regularly for the last four years has confirmed my very good opinion of it. I think there is no city in the State that has made more rapid progress during that time. The streets used to be quite as deep as they were broad, but recently they have been paved with asphalt, so one is able to get out of town without a forced visit to China. The Wildermuth House is located here and one is sure of something good to eat, there is no place one gets better. To mention the successful grocery dealers is simply to copy that division of the city directory headed "Grocers." There is a casket factory here, but I hope their product will never be utilized by the grocers of Owosso.

The evening train took me on to Durand. I've always heard of Bedlam, but never was able to conceive what it meant until the first night I stepped off the train at Durand. Then I said, This is Bedlam! My many visits since have not put me at my ease, and if you were to see me scurrying over the scores of railway tracks, dodging in and out among the trains, you would think me a "Bedlamite let loose." The large number of railway employees, with their monthly pay-days, makes this an especially prosperous town. C. P. Fires, E. C. Barlow and Obert Bros. are among the leading dealers and are quite abreast of the times in their business methods.

I met an amusing experience here last night while dining at the Hotel Bryant. A guest on the opposite side of the table was a good humored and sociable personage, very much inclined to converse with any who would listen, the topic being the usual one of hotels and commercial travelers (not present). After a while he asked of a gentleman who sat next, "Have you met any of these traveling saleswomen?" The answer was in the negative. "Ah, indeed!" he replied. "For my part I can always tell them at a glance." "How, pray?" I asked. "Oh, by a remarkable strut they all have and their general bearing of self-sufficiency," was his answer. I thought it hardly fair to allow him to go on any further, so I signified the very personal interest I had in what he was saying, which had already nearly

convulsed another guest who happened to know that I was of the class described. His confusion was extreme for a moment, but I assured him that I had not appropriated his remarks, since it was evident that he had not perceived in me the peculiarities of which he spoke. I did not let him go, however, without some truths in return. His narrowness needed a little broadening out and I fancy he carried away with him quite new notions about "women salesmen," but even yet I find myself craning my neck as I pass plate glass windows to see if I "strut."

It seems so strange that all these centuries of time have not yet taught men to know that women are identical with men. God created both human, and no development has altered that proposition. Mary Krout, the bright little Chicago journalist, writing on this subject, says, "First of all, the world will have to learn to regard women as human beings, as one important half of the human race without which the other half could have no existence. The feminine half is not only as important as the masculine half, but is in nature as complete in itself." Men seem not yet to have recognized the fact that we have hopes, ambitions, aspirations, talent, skill and endurance—and we are only but beginning to know it ourselves. So endowed by the Creator, it was meant that woman, equally with man, should exercise those faculties and not any limited portion of them, not that portion which is least antagonistic to the interests of the sterner sex, but all of them. This, it seems to me, puts the proposition of our equality in ability and in rights clearly and logically, and in accepting this argument the world must allow to us precisely the same freedom in choosing our work as is allowed to men. Bernhard.

One Way to Raise the Wind.

Charles E. Olney (Olney & Judson Grocer Co.), who recently spent a week in Grand Rapids on his way from his summer home at Thompson, Conn., to his winter home at Santa Barbara, Calif., hands the Tradesman the following letter which was received by his coachman in Connecticut from an alleged reverend gentleman in Madrid, Spain, by the name of Manuel Oliva:

My duty of minister of God obliges me to write you this letter. There is in this town an innocent prisoner, victim of the world's intrigues. This gentleman was a particular friend of King Alphonse XII. In the month of November, 1889, he went to Paris with a King's commission. A few days after the King's death, the Spanish ambassador at Paris received orders to reclaim the person of this gentleman. Providentially, he was informed and concluded to abandon France. After some time he was in your country, where he received very bad news regarding his wife's health, whereupon he resolved, by this motive, to come to Spain. Being unable to take his fortune with him, and not having any person in whom to entrust it, he was obliged to hide his treasure and return to Spain, after having drawn a plan of the hiding place. This plan he put into a valise, which was seized by the tribunal and, in order to recover it and to carry out this matter, it is necessary that I have pecuniary assistance, for which I am authorized to recompense your service. I am also obliged to come into your country to secure its extraction.

I entreat you to the utmost reserve. Also, you must write me to the name and address of my brother-in-law, Mr. Jose Guill.

There are a good many ways of raising the wind, but this is the most ingenious contrivance the Tradesman has ever heard of along these lines.

Why Married Men Are Preferred.

Large Employer—I always employ married men, if possible.

His Friend—Good idea. Help conserve that sacred institution, the home. "I hadn't given that a thought, but I guess it is so. I employ married men because they are more tractable."

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

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Rare Chance

The old established business of J. Lowenthal & Co., Mobile, Ala., consisting of a stock of Dry Goods, Notions, Crockery and Glassware, with lease of building, is offered for sale at a low figure for CASH.

Intending purchasers address

LOUIS LOWENTHAL, Mobile, Ala.

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.

For Sale Cheap

Residence property at 24 Kellogg street, near corner Union street. Will sell on long time at low rate of interest. Large lot, with barn. House equipped with water, gas and all modern improvements.

E. A. Stowe,  
Blodgett Building,  
Grand Rapids.

G. J. Johnson Cigar Co.'s



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## Shoes and Leather

### Pertinent Pointers for Progressive Shoe Dealers.

Courtesy is a valuable trait in a shoe clerk, more so than in any other kind of clerk, for he is brought into closer and more familiar contact with customers than other clerks. But there is danger of carrying his courtesy too far, by making it purely ostensible. Ostensible courtesy has fastened upon clerks the habit of enquiring for the customer's health at every call. "How have you been?" "How are you to-day?" These are the established forms of greeting, and between people of sound nerves it is all right, for the enquiry slips from the memory like the proverbial "water from a duck's back." But how many callers are of sound nerve? With the majority of people the enquiry starts a series of reflections that tend to lower the standard of contentment. It is strange how adverse the average person is to owning up to good health; an ailment of some kind seems to make one so much more interesting, to give one a claim to so much more consideration. And so when the question is asked, "How are you?" the average customer immediately begins to search his or her mind for some indisposition with which to burden and dignify the reply. The faintest headache, a cut finger, any complaint of yesterday or the day before, is put under a mental magnifying glass and presented for the consideration and condolence of the questioning clerk. So, give up personal questions unless you are sure the caller is healthy.

The retail shoe merchant who does not reside in the building in which he has his store should see to it that some reliable employe is authorized to open the store each morning; the merchant himself might close it at night. When going along one of the principal business thoroughfares of Philadelphia, not long ago, the writer noticed twelve men waiting to be let into a large wholesale house where they work. It was not very early in the morning—in fact, about 8 o'clock—and the one who carried the key was apparently late. All the work had to wait in consequence. The workmen experienced delay and the firm suffered loss in consequence of the tardiness of one careless employe. If the twelve men had to each wait only ten minutes after 8 to get in, it would mean a loss in the aggregate of 120 minutes or two hours of time. Every employer, therefore, should be sure that the duty of opening the store in the morning is intrusted to a reliable, prompt and dependable employe.

American rubber shoes have been exported to some extent for many years, but within the past four or five years the exports have been multiplied. This has been due to the establishing in foreign countries of agencies of the American manufacturers and to the making of increased efforts to introduce the goods, to some extent to the demand of Americans abroad for American overshoes, with the result that wide-awake dealers care to keep them in stock, and largely to the goods themselves, which, like many other American manufactured products, are superior in style, lightness, finish and durability.

The needy man in business can not be too explicit. He can not state too plainly what he is about. He can not tell too much about his business. We

all know that the social bore is the person who, in telling a story, never skips the least particular, even if he uses all the marks in the printing shop for foot notes, and all the brackets for parenthetic remarks.

\* \* \*

The man who talks about his business in cold type need not resort to these assistants of the bore. He can take one item and say what he has to tell about it, draw a rule below it, and begin a new subject with a new paragraph before the new item is mentioned. The talker should be sure that his description is followed by a price. If there is a reduction it's well to say so. Let people know just how much they are going to save; just how much they will have left over from what they reasonably expected to pay, to apply towards the purchases of the next article on your list.—Shoe and Leather Facts.

### How Hotel Guests Take Off Their Shoes.

"In a hotel experience of over a quarter of a century, and in the largest hotels, I have picked up many points," said a hotel man, "and am competent to express some opinions on the subject of hotels and hotel guests. Without going into the general or large question, I can say that people show the condition of their mind and disposition by the way they take off their shoes on retiring for the night. Now, as a matter of fact, I seldom or ever see any of the guests when they are in the act of taking off their shoes, because such things are generally done after the doors have been closed, but I hear them, and I have made up my mind on what I hear rather than what I see. To start off, ladies make much more noise in taking off their shoes than do men, although the shoes of the ladies are always lighter, as far as weight is concerned. They may not know it, but any man or woman who has had experience in hotel halls, and who is not deaf, can tell whether a man or a woman is the occupant of a room by the noises that issue therefrom, even if there were no other way. The ladies invariably pitch their shoes on the floor after they remove them from their feet, and invariably the heels strike on the floor and make a noise which in time becomes so familiar.

"They use their hands to take off their shoes and rarely lay them on the floor. Now, with male guests they seldom, if ever, use their hands, removing one shoe with the aid of the other, or foot, and when they do, put them on the floor with their hands quietly, making no noise whatever. Men show the condition of their mind more in their manner of taking off their shoes than do women, who make noise all the time. When things go wrong with some men they tell us of it by the way they unboot themselves, and it is as easily understood as if they told us by expressed word or words. It is slap, bang and bang again when things have not gone exactly as they would have them, and it is slap, bang and bang again when things have gone their way. There is noise both times, but there is such a difference in it that no one can mistake one for the other. Last week there were several marked illustrations as to what I am trying to explain. There were two New York men stopping at the house, both interested in getting a contract from the city. While they were friendly enough on the outside, they were active as business rivals. Well, the day for the decision on the award came, and I had no difficulty in telling, by the way these men—they had opposite rooms on the same hall—went to bed, which got the contract. The way they handled their shoes, on retiring, explained the whole business to me, and it was confirmed by what one of them told a clerk down at the office the next morning."

We carry a full line  
manufactured by

## Snedicor & Hathaway Co.

Kangaroo Drivers Grain Drivers  
Veal Calf Drivers  
Men's Veal Calf Shoes Men's Veal Grain Shoes  
Boys' Oil Grain Creedmors  
Boys' Oil Grain Bals

The above are all made of very best stock to wear. No rubbers needed. Write for prices. We want an agent for this line in every town in the State. Every pair has their name and trade mark stamped on bottom, which means a guarantee. We are also agents for the Lycoming Rubbers.

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

## YOU NEED THEM

SHOES that will fit.  
SHOES that will wear.  
SHOES that bring comfort.  
SHOES that give satisfaction.  
SHOES that bring trade.  
SHOES 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.





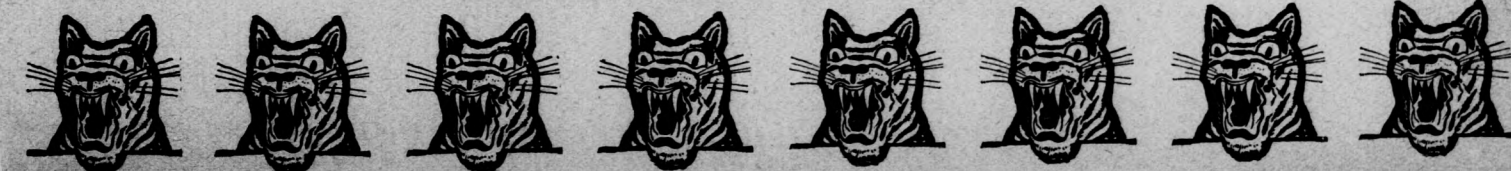
PHELPS, BRACE & Co.'S  
**Royal Tiger**  
**10c.**



**Tigerettes**

**5c.**

**"A SMOKER'S SMOKE."**





# NOTICE!—Detach This Sheet and Preserve for Future Use.

PASTE IT IN YOUR HAT.

**PHELPS, BRACE & CO., DETROIT, MICH.**

**The Largest Cigar Dealers in the Middle West.**

## WHOLESALE PRICE LIST OF CIGARS.

IMPORTED CLEAR HAVANA CIGARS.			(Lagora-Fee Co.)			(T. J. Dunn & Co.)			Little Barrister			Cuban Star						
<b>Carolinas</b>			<b>Lagora</b>			<b>Robert Mantell</b>			<b>Artie</b>			<b>Countess</b>						
Regalia Perfectos	25	185.00	Puritano Chicos(2 bundles)	50	\$68.00	Regalia Chico	50	\$55.00	50	35.00	50	50	15.00	50	\$15.00			
Majors		100.00	Puritano Especial	100	68.00	Invincible Extra	50	70.00	50	35.00	50	Village Belle	50	12.00	50	12.00		
<b>Bock &amp; Co.'s</b>			Puritano Regalia (13 top)	50	68.00	(Maurice Sanborn, Key West.)			Puritano	50	35.00	<b>Happy Days</b>			50	12.00		
Panatellas	100	130.00	Puritano Cans	50	70.00	<b>Pond Lily</b>			Aristocrat	50	35.00	<b>LITTLE CIGARS, CIGARETTES AND</b>						
<b>Henry Clay</b>			Puritano Wood	50 and 100	70.00	Conchas Especiales			50	50.00	50	35.00	<b>CHEROOTS.</b>					
Conchas Especial Extras	50	102.00	<b>SEED AND HAVANA.</b>			Magnificos			50	55.00	<b>La Flor de Dunn</b>	50	35.00	Uncle Sam Cheroots	250	15.00		
<b>Nuevo Mundo</b>			<b>Royal Tiger</b>			<b>MISCELLANEOUS.</b>			<b>Gloria</b>	50	35.00	<b>White Beauty</b>	50	35.00	Silver 5s (Cheroots)	100	15.00	
Regalia Deliciosos	50	98.00	Bouquet	50	55.00	<b>Capitol</b>			<b>La Flor Cubana</b>	50	35.00	<b>La Flor Cubana</b>	50	35.00	Old Mexico, pap. c'rt'n, 5 for 10c	250	15.00	
<b>Manuel Garcia</b>			Concha Especiales	50	55.00	<b>Crawford</b>	UNION LABEL	50	55.00	<b>Hoffmanettes Junior</b>	50	35.00	<b>Hoffmanettes</b>	50 and 100	35.00	Early York, Cher't, foil 5 for 10c	100	15.00
Selectos	50	97.00	Rothschilds	50	68.00	<b>Carmencita</b>	Seniors—UNION LABEL	50	55.00	<b>Robert Emmett</b>			<b>Robert Emmett</b>			Cuban Dainties	100	12.50
NOTE—The prices given above are quoted subject to change. No two shipments of cigars being alike in weight the prices necessarily fluctuate.			Perfectos	50	70.00	<b>Banners</b>	Concha Especiales	50	55.00	Tin box with lock	50	35.00	<b>Jolly Tar</b>			Old Virginia Cheroots, 5c pkg.	250	12.50
<b>KEY WEST CIGARS.</b>			Invincibles	25	80.00	<b>Royal Banners</b>	Concha Especiales	50	55.00	<b>Hoffmanettes</b>	50 and 100	35.00	<b>Exquisite</b>	50	35.00	Key West Havana Cher'ts, tin cans	100	12.00
(A. B. Ballard & Co., Tampa, Florida.)			<b>American Inventors</b>			<b>Hemmetters</b>	Loose	50	70.00	<b>Robert Emmett</b>			Conchas	50	35.00	New Rival, large size,	100	12.00
<b>Princesa Louisa</b>			Bouquet	50	55.00	<b>Banners</b>	Concha Especiales	50	55.00	<b>Jolly Tar</b>			<b>Red Rooster</b>			Hoffman House Magnums	100	12.00
Invincibles	25	175.00	Conchas Especial	50	60.00	<b>Royal Banners</b>	Loose	50	70.00	Exquisite	50	35.00	Exquisite	50	35.00	Blue Points (Stogies)	100	10.00
Perfecto Grande	25	120.00	Deliciosos	50	60.00	<b>Hemmetters</b>	Concha Especiales	50	55.00	Conchas	50	35.00	<b>Hemmetters' Champion</b>	50	35.00	It's a Smoke (Stogies)	100	10.00
Perfecto Chicos	25	105.00	Deliciosos	25	65.00	<b>Big</b>	Big	50	70.00	<b>S. C. W.</b>			<b>S. C. W.</b>			Ideal (Tobies)	100	10.00
Rothschilds	50	100.00	Puritanos	50	65.00	<b>HIGH GRADE DOMESTIC.</b>			Less than 500		33.00	Monopole, Casino, 20 in package			with Gold Tips, in cartons	500	9.00	
Bouquets Extra	25	90.00	Perfectos	50	70.00	<b>Tigerettes</b>			500 or over		32.00	Monopole, Cairo, 10 in package,			with mouthpiece, in carton	500	7.50	
Diplomaticos	25	85.00	Invincible	25	85.00	Majestics			1000 or over		31.00	Between the Acts	500	8.50	Little Hoffman House, 10 in pap.			
Puritano Finos	50	80.00	(The Hilson Co.)			Regulars						cartons	250	7.50				
Londres Finos	100	75.00	<b>Hoffman House Bouquet</b>			Tampas						Lucke's Rolls	100	7.50				
Panatellas	50	75.00	Conchas Espcl.	50	55.00	<b>Crown Five</b>						New Rival, Little Havana Cigars						
Principes	25	70.00	Eurekas, banded	50	62.00	<b>Captain Corker</b>						10 in tin box, 250 in carton,						
Regalia del Principes	50	65.00	Jockey Club	100	65.00	<b>Club Five</b>						(UNION LABEL)						
Conchas Finos	50	60.00	Olympias, 3 in foil	50	65.00	<b>Cuban Hand Made</b>						New Light	250	7.50				
Selectos	50	55.00	Victorias, fancy tin box	25	65.00	<b>Generals</b>						Benedicts	100	7.50				
<b>Key West Superior</b>	100	40.00	Perfectos, banded	50	70.00	<b>Little Peggy</b>						Sweet Caporal Little Cigars	500	4.00				
(Seidenberg & Co., Key West, Fla.)			Rothschilds	50	70.00	<b>Knight Pythias</b>						Sweet Caporal Cigarettes 10s	500	4.00				
<b>La Rosa Espanola</b>			<b>Vicente Portuondo</b>			<b>Mr. Thomas</b>						<b>Fairest Wheel, New Pattern</b>						
Belmont	25	120.00	Conchas, banded	50	50.00	<b>Signal Five</b>						<b>Globe Cash Register</b>						
Magnifico	50	100.00	Puritanos	50	55.00	<b>Silver Cross</b>						<b>L. A. W. Bicycle Slot Machine</b>						
Rothschilds Extra	50	90.00	Bouquet, banded	25	60.00	<b>Crawford</b>						<b>Electric Cigar Lighter</b>						
Puritanos	50	75.00	Londres Grande, 1 bundle	100	65.00	<b>Juniors—UNION LABEL</b>			50	35.00		Figure 2, Style A						
Conchas Especial	50	60.00	Perfectos	25	70.00	<b>Vicente Portuondo</b>						<b>Royal Tiger Electric Cigar</b>						
<b>CLEAR HAVANA.</b>			(Celestino Costello & Co.)			Chicos, banded			50	35.00		<b>Lighter and Clipper,</b>						
(T. J. Dunn & Co.)			<b>Barrister</b>			Londres Chico, 1 bundle			100	35.00								
<b>Zenda Bouquet</b>			Conchas	50	55.00	Opera Reina, 1 bundle			100	35.00								
Conchas	50	\$60.00	Esquitos	50	55.00	Panatellas, 2 bundles			100	35.00								
Panatellas	50	70.00	Puritano Finos	50	60.00	Petite, 2 bundles			100	35.00								
Puritano Finos	50	70.00	Rothschilds	50	68.00	Sublima			50	35.00								
Medium Perfectos	25	85.00	Perfectos	25	70.00	Veguero			50	35.00								
(Bernard Stahl & Co.)			<b>Lagora</b>			Conchas			50	55.00								
<b>Padrona</b>			Conchas	50	55.00	Exquisite			50	55.00								
Jockey Club	50	65.00	Lagora-Fee	50	70.00	Lagora-Fee			50	70.00								
Puritano Finos	50	75.00	Perfectos	50	70.00	Perfectos			50	70.00								
Rothschilds	50	75.00																

NOTE—We sell fifteen hundred \$35 cigars for \$50; three thousand at \$35 or five thousand at \$32 or if sold at regular prices, give one hundred extra (of the same brands) gratis with fifteen hundred cigars, 250 with 500 cigars or 500 with 500 cigars.

The above free cigars also apply to all cigars (except stogies, cheroots, cigarettes and similar goods) ranging in price from \$15 to \$35 per thousand, and may be assorted in as many different brands as the customer desires.

These discounts or free goods do not apply to parties having show cases or similar articles on lease.

THESE TERMS DO NOT APPLY TO

NOTE—We sell fifteen hundred \$35 cigars for \$50; three thousand at \$33 or five thousand at \$32 or if sold at regular prices, give one hundred extra (of the same brands) gratis with fifteen hundred cigars, 250 with 3000 cigars or 500 with 5000 cigars.  
The above free cigars also apply to all cigars (except stogies, cheroots, cigarettes and similar goods) ranging in price from \$15 to \$35 per thousand, and may be assorted in as many different brands as the customer desires.  
These discounts or free goods do not apply to parties having show cases or similar articles on lease.

THESE TERMS DO NOT APPLY TO BROWN BROS.' BRANDS.



# SUCCESSFUL SALESMEN.

E. A. Foster, Representing C. E. Smith Shoe Co.

Ernest A. Foster was born in 1866 at Buckfield, Me., his antecedents being Yankee on both sides. When 10 years of age his parents removed to Auburn, Me., where he attended the high school until 18 years of age, graduating on the English course. He then entered the employ of his father, who was running a shoe factory at that place, devoting three years to a mastery of the trade in all its branches. At the expiration of his apprenticeship he was made superintendent of the factory, which position he resigned a year later to take the superintendency of F. A. Harlow's factory at the same place, which position he filled for a year. He then went on the road for a Buffalo leather house, covering the large trade of the entire country. Four years later he entered the employ of a New York leather house in the same ca-



capacity with the same territory. Two years later he engaged with and took the superintendency of a new shoe factory at Caracas, Venezuela, started by Paul & Co. When this factory was first established it was so much of an innovation over the hand work then in vogue that the natives threatened to destroy the machinery. The threat was not carried into execution and the factory was opened under what amounted to Government auspices, President Anduazo Polacac and his entire cabinet gracing the affair with their presence. Mr. Foster enjoyed his stay in Venezuela very much, principally because of the opportunities for enjoyment in the fishing and hunting line. He shot crocodiles on the Caribbean Sea and birds of paradise in the Andes Mountains. He was compelled to learn to speak the Spanish language because all of his employees were Spaniards, except the dozen which he took with him from New England. He enjoyed the climate, but soon tired of the diet and the lack of congenial society and handed in his resignation two years after the factory was started. On returning to this country, he learned that an old friend was about to embark in the shoe business at Detroit under the style of the C. E. Smith Shoe Co. and he sought an alliance with that house, which has continued to the present time and which he intends shall continue for some time to come. Until last year his territory was in Wisconsin and Minnesota, but on the death of the late Wm. Boughton he was transferred to Western Michigan, in which field he undertakes to see his trade every six or seven weeks.

Mr. Foster is married and resides in Grand Rapids. He has only one child, a boy, who is at present sojourning in Paris. He is not much of a "jiner," having affiliated with but one organization, in which he has since permitted his membership to lapse.

Mr. Foster attributes his success to the fact that he understands his business, inasmuch as he gave ten years of his life to the manufacture of shoes and thoroughly understands every part of the business. He asserts that he has never intentionally deceived a merchant and that, when he once gets hold of a customer, he is usually able to retain him indefinitely. He is of a philosophic turn of mind, believing that the man who is contented with what he has—no matter what his condition in life may be—is happier than the man who has a million and wants another million to go with it.

## Ballad of the Bashful Shoe Clerk.

The shoe clerk looked at the blond cashier  
In the restaurant where he ate;  
He looked and he longed, but not long, for fear  
She might freeze him up with a frigid sneer  
As she sat at her desk in state.

Though her look was chill and her bearing cold,  
Yet her eyes were blue and bright,  
And her lips were red and her tresses gold  
(Just a trifle filled, if the truth were told),  
And her neck it was milky white.

Oh, the days went by, but the poor young man  
Dared never his love reveal.  
He came and he ordered his "cold ham san,"  
His "one in the dark" and "two in the pan,"  
And sighed as he took his meal.

He stammered and blushed as his checks he paid,  
But never a word said he,  
For marble and ice seemed that oxide maid  
(Had he known, he need not have been afraid,  
But he was quite young, you see).

He thought that the stars in the evening sky  
Were no further than she from reach,  
So he came and feasted his mouth on pie  
And his eyes on her. And the days went by  
(With twenty-four hours in each).

Then a bold, bad man with a wicked leer  
To that restaurant gayly came,  
And he fearlessly joshed that blond cashier  
And he whispered low in her shell-like ear,  
And the shoe clerk he saw that same.

The shoe clerk he hid him back to the store  
And he picked out some right thick shoes:  
Oak-tanned and hob-nailed behind and before,  
Broad-welted, hand-sewn, box-toed and lots  
more—  
Quite the heaviest man might choose.

Then he put them on and he laced them tight,  
And gaspingly drew his breath,  
And he went away where no person might  
Be terribly shocked with the fearsome sight  
And there kicked himself to death.

## Nothing Neglected.

Great Explorer's Friend (as the latter is about to start)—Well, Professor, you've arranged for your lectures and book when you come back, haven't you?"

Great Explorer—Yes. Also my testimonials are written for the canned goods, the clothing, the boats and the cooking utensils. All I have to do now is to get lost and be rescued and my fortune is made.

## 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.  
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M. W. O'BRIEN, Treas.  
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## Shoes for Little Folks

Grand Rapids, Michigan.

Hirth, Krause & Co.

SEND US A

## Photograph of your Mother-in-Law

OR THE BABY

YOUR PET DOG

YOUR STORE FRONT

THE OLD HORSE

THAT STRING OF FISH

(You didn't catch)

YOUR OWN "PHYS."

YOU  
ARE NOTHING  
NOW-A-DAYS  
IF YOU  
ARE NOT  
ORIGINAL.

ANYTHING

You would like to hand out to your friends or customers on January 1st. We will reproduce it and get you up a Calendar with an individuality that won't need a trademark or a patent.

WE ALSO HAVE A VARIETY OF DESIGNS IN STOCK WHICH WE CAN FURNISH ON IMMEDIATE NOTICE.

Don't Hang Fire!  
Talk Now!

TRADESMAN COMPANY,

Getters-up of Original Printing.



## The Meat Market

Everyday Incidents in the Life of the Meat Dealer.

An old man, his shoulders bent with age, entered a local meat market. The proprietor was waiting on a lady customer. A little boy who had fallen down and torn his pants was crying loudly. Between his bursts of grief and fear of what was likely in waiting for him when he got home, he managed to say he wanted a pound of chopped beef. I tried to soothe the youngster, but the more I sympathized with him the louder he cried. The old man, sizing up the situation, suggested to the butcher that he be permitted to chop the meat and end the agony of having to listen to the distressing sobs of Young America. The butcher looked at the speaker doubtfully. "I had a market once," he explained. "I knew how to handle the cleavers, too, and could drum as fine an accompaniment to a street organ as you ever heard." He picked up a cleaver by the end of the handle, tossed it a few feet in the air, at the same time giving it a revolving motion, and as it came turning over and over in its descent, deftly caught the extreme end of the implement on the palm of his hand and balanced it, while the butcher looked on in astonishment. This butcher is one of those silence-and-fun gentleman. He enjoys things without saying so. He is as sparing of his words as of his dollars. In this case, while his face showed satisfaction at the old man's performance, he did not utter one syllable, but picking up a chunk of beef laid it on a block and went back to the customer he was serving.

In the meantime the crying of the boy was growing less violent, and the sudden, renewed bursts were less frequent. The old man picked up another cleaver, clashed the flat sides of the two blades together and then brought them both down into the beef. Then he began the chopping, slow at first, and then faster and faster, until it gave the effect of a locomotive tearing along at a mile a minute. Then he began to drum. I have heard many others drum, but none compared to this man. He was a magician with the cleavers. Suddenly the rapid drumming ceased, and in its place came a sound like the clatter of horses' hoofs on the pavements, that effect made so popular a few years ago in Bronson Howard's "Shenandoah." Then came his best imitation, that of a spile driver. I think that with some practice most anyone familiar with handling cleavers can do it. The imitation started with the solid piece of iron ascending, and was made with a tattoo of the cleavers, first slowly and gradually faster, until it had reached the place where it is released for the descent. The release effect is produced by clashing the blades together and immediately hitting the handles together sharply. Then the cleavers are worked rapidly into the meat to give the effect of the iron descending and the sound of the iron pounder hitting the log is made by stamping the foot sharply on the floor.

By this time the meat was well chopped, and the old man laid down the cleavers. The boy had stopped crying. The lady customer was looking on in wonder, and the butcher was lighting a cigar. "It isn't so much what you were, it's what you are to-day," said the old fellow, "and I'm as good a man to-day as any of 'em, but I'm in hard

luck. There's a job waiting for me in the next town, and I need 20 cents to get there. It ought to be worth that to you. I've chopped your meat and soothed the boy, and showed you some tricks. Do I get it?" He got it.

Have you noticed that the regular body wagon has crowded out the butcher cart? And if you have, did you stop to think why? A few days ago I put the question to a friend. He took off his hat, showed me a scar on the back of his head and said: "That's why I gave up carts." This answer, you agree, was very indefinite. On pressing him for an explanation I learned this: When he was a butcher's order boy he drove a lively horse attached to a cart. He had a "girl," too, every butcher boy has. One day while out for orders he met the girl, who was on the way to post a letter to him. When he learned the nature of her errand he persuaded her to save Uncle Sam's postmen trouble and give him the note. When he reached for it, the horse started, and the lover tipped over, hitting his head on the tailboard. "And," he said solemnly, "I took an oath that if ever I owned a market, I would not have a cart."

While this is not a satisfactory explanation of the disappearance of the carts, it bears out the old saying that "there's a woman in everything." The sequel to the story may be of interest, too. The girl helped nurse the young man through sickness which the accident caused, and their love grew stronger because of it. They are now married. The butcher, it will be seen, indirectly owes the fact of marrying the girl to the other fact of having driven a butcher cart. Perhaps that is why he "hates 'em," as he puts it. Who knows?—Stroller in Butchers' Advocate.

### Stiff Prices for Lambs Next Spring.

Good, stiff prices for fat lambs next spring and summer. Why not? The range lamb crop, which furnishes three-fifths of the feeding lambs of the country, is at least 25 per cent. short of the average. That makes a bad break in the supply. Owing to the poverty of the ewes at and after lambing time, the range lamb will be many pounds lighter than in former years, which is another bad break in averages. Exceedingly dry weather and the stomach worm have cut down average numbers and weights in the agricultural states at least a dozen points. The feeding lambs in sight are so far short of the average, at this time of the year, that it is simply impossible that feeders can supply the demand for lamb mutton. If the feeders lost money on lambs last season, they have a mighty good show for making up their losses on the coming feed. The prospects for such an issue are certainly bright.—American Sheep Breeder.

### Squared Her Account With the Butcher.

There are more ways than one of taking up a note, as S. F. McGonnigle, a well-known butcher of Greensburg, Pa., has found out. The note in question was given the butcher by one of his customers, a lady. It became due recently, and when the butcher asked that it be "taken up" the lady grabbed it from his hand, immediately tore it into pieces, and jammed the fragments into her mouth, and as she hastened away from the startled butcher she cried: "I have paid you all I owe." Mr. McGonnigle, of course, was not satisfied with the plan of adjusting the debt, and caused the woman's arrest.

If man has enthusiasm he can get along without ability.

## IF YOU ARE SHIPPING POULTRY

to Buffalo, N. Y., why not ship to headquarters, where you are sure of prompt sales at highest prices and prompt remittances always. That means us.

## POTTER & WILLIAMS

144, 146, 148 MICHIGAN ST.,  
BUFFALO, N. Y.

ESTABLISHED 22 YEARS.

## ..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

## 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,

38 S. DIVISION ST.,

GRAND RAPIDS, MICH.

## WANTED

We are always in the market for Fresh  
**BUTTER AND EGGS**

36 Market Street.

R. HIRT, JR., Detroit, Mich.



Highest Market Prices Paid. Regular Shipments Solicited.  
98 South Division Street, Grand Rapids, Mich.



## Fruits and Produce.

Observations by a Gotham Egg Man.

A large receiver of eggs called me in to his store a short time since to show a sample of some of the "fresh gathered" eggs coming to market. He had received a shipment of some fifty or sixty cases and in handling the cases from the truck to the store some of them were noticed to be remarkably light weight. The difference was so marked that the light cases were easily separated simply by "hefting" them. At first they were supposed to be short count, but an examination showed that the cases were all full and the eggs of average good size. They weighed about 43@44 pounds to the case while the balance of the shipment showed about the usual weight—say 51@52 pounds to the case. It was rather a striking illustration of the effect of shrinkage on the actual quantity of egg material; it was also an interesting question why these ten cases should have been about 8 pounds to the case lighter than the rest of the shipment.

\* \* \*

The demand for limed eggs seems to be unusually light this fall; there were less of them put away last spring than usual and yet the moderate offerings have been slow to move. The abundance of cheap fresh gathered eggs is generally given as a reason for this, many of the bakers—who usually buy a large part of the limed—taking instead the grades of fresh collections which can be bought at about 15@16c. It has seemed singular that bakers would prefer these mixtures of stale and fresh, and I am inclined to think that they often overlook the effect of shrinkage upon the efficiency of the stock per dozen for baking purposes. A case of these ordinary fresh collections—containing say 60 per cent. or more of badly shrunken eggs—will hardly weigh over 48 pounds to the case, while limed eggs of good quality, being full and strong meated, will weigh 52@53 pounds. I saw one fancy mark which tips the scale at 54 pounds to the case. When eggs are bought to be broken out for baking purposes it would seem as if this difference in weight would induce buyers to give preference to the limed stock unless the difference in price was very considerable.

\* \* \*

At this time of year, when all the fresh gathered eggs arriving contain varying proportions of stale, shrunken country holdings, the market reporter has a hard job to determine proper quotations for top qualities. There are always buyers looking for better stock than can be found and making bids for such above the price which receivers are willing to accept for the goods they have to sell; if these bids were taken as the basis for quotations they would represent the value of a grade practically unobtainable in any quantity and would very soon result in unhealthy conditions. Net results in egg sales are affected as much or more by loss returns than by price per dozen when sales are made loss off and buyers who bid a premium for fancy quality generally candle the stock down so close that the difference in loss amounts to more than the difference in price. By keeping the market quotation at a point where average best marks can be sold to good buyers with reasonable promptness healthier conditions are maintained and the full value of exceptional qualities can be realized by limiting the loss to a light average or even, if stock deserves it, by sales at mark.

Now that we are getting into the refrigerator eggs in earnest and enough have been taken out to show the general quality of the holdings, it is becoming evident that the average is below the usual standard. This is undoubtedly because of the lateness of the storage season and the fact that a very large part of the goods went into the refrigerators during warm weather. The marked difference in quality between the April and later packings should be remembered during another storage season. It is quite evident that eggs gathered and packed in hot weather, no matter how fine they may appear at the time, are not fit to stand the severe test of five or six months' holding; they do not fill the bill with buyers looking for first-class eggs and should be put away only at very low prices.—N. Y. Produce Review.

### How to Dress Poultry For Market.

In the first place poultry should be well fed and well watered, and then kept from eighteen to twenty-four hours without food before killing. Stock dresses out brighter when well watered and it adds to the appearance. Full crops injure the appearance and are liable to sour. Never kill poultry by wringing the neck.

Kill by bleeding in the mouth or opening the veins of the neck, hang by the feet until properly bled. Leave head and feet on and do not remove intestines nor crop. Scalded chickens sell better to home trade, and dry picked better to shippers, so that either manner of dressing will do if properly executed. For scalding chickens the water should be as near the boiling point as possible, without boiling; pick the legs dry before scalding; hold by the head and legs and immerse and lift up and down three times; if the head is immersed it turns the color of the comb and gives the eyes a shrunken appearance, which leads buyers to think the fowl has been sick; the feathers and pin feathers should then be removed immediately, very cleanly, and without breaking the skin; then "plump" by dipping ten seconds in water nearly or quite boiling hot, and then immediately into cold water; hang in a cool place until the animal heat is entirely out of the body. To dry pick chickens properly, the work should be done while the chickens are bleeding; do not wait and let the bodies get cold. Dry picking is much more easily done while the bodies are warm. Be careful and do not break and tear the skin.

To dress turkeys observe the same instructions as given for preparing chickens, but always dry pick.

### Gross Evil in the Egg Trade.

From the New York Produce Review.

The almost universal custom of buying eggs in the country "as they run," no discrimination being made as to their quality except as the varying proportions of good, poor and bad affect the rate paid uniformly for the whole lot. This system of case count buying can be more satisfactorily adopted in a consuming market than in the primary markets whence eggs are shipped to all parts of the country. It is not impossible to estimate pretty closely the value of a mixed lot of eggs and fix a price on them in proportion to the general quality; but where this is done in the country it covers up the real difference in value between fresh and stale, and encourages a holding of eggs by producers and country storekeepers which, although it may have an appearance of profitability, is often in reality a source of loss, besides materially lowering the general quality of eggs and filling distributing markets with inferior goods.

If shippers could inaugurate the system of candling all receipts and paying different prices according to quality it would very soon become apparent that eggs can not be profitably held for any length of time outside of cold storage and there would be a saving to the egg trade at large of thousands of dollars now paid for packages and freight on rotten and worthless eggs.

## 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.

Make a Note of It. We Handle

## Mexican Oranges

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

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

## 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.

## 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.

## 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.





# Commercial Travelers

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

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

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

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

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

## LIABILITY OF LANDLORD.

### Legal Opinion of Interest to Every Traveling Man.

Grand Rapids, Nov. 28—Your favor of Nov. 25, asking us for an opinion as to the liability of hotelkeepers in certain cases, is received. In the first case to which you refer, that of Mr. Rogers, who lost his valise containing clothing at the Livingston Hotel in this city, we understand from what you say that he is a commercial traveler and an occasional guest at the hotel, spending, as a rule, one week in four there; that a short time ago he had, as usual, been a guest at the hotel for about a week and, on taking his departure, he paid his bill and checked his valise at the check-room. You do not say whether this was with the knowledge of the clerk or not, but we will assume that it was. We will also assume that when he paid his bill it was his intention to return again in about three weeks and that he so informed the clerk; that at the expiration of that time he did return and, on calling for his valise, it was missing and could not be found and that its loss was unexplained. We also assume that during Mr. Rogers' absence from the hotel he paid nothing for the safekeeping of his valise. Under this state of facts, we should say that the proprietor of the hotel would not be liable as an innkeeper, but only as a gratuitous bailee, and in case of gross negligence on his part, for the reason that when the loss occurred, Mr. Rogers was not a guest at the hotel. After settling his bill and departing from the hotel until he returned, he was not a guest. In order to charge the proprietor of the Livingston Hotel with the liability of an innkeeper, the owner of the valise must have been a guest of the hotel at the time of its loss.

In some states it has been held that, like a common carrier, a hotel keeper is an insurer of the baggage of his guest left within the hotel during the time of his sojourn, and nothing but the act of God, the public enemy, or the fault or negligence of the guest, his servant or the companion he brings with him, will excuse a loss. In Michigan, however, this rule is somewhat modified. In a certain case which came before the Supreme Court, involving the liability of the defendants, who were innkeepers, for the value of a span of horses and wagon which were destroyed by fire in their barn, without any fault or negligence on their part, the law governing the liability of hotel keepers is clearly stated. In that case it was claimed by the plaintiffs, who were the owners of the horses and wagon, that the defendant was an insurer of the goods and responsible for all losses not caused by the public enemy or some casualty in no way arising out of human acts and in that respect common carriers and innkeepers stood on the same footing. Mr. Justice Campbell, in delivering the opinion of the court, says there are many cases in which it has been said that there is no distinction between the liability of common carriers and innkeepers, but, "With one or two exceptions the cases referred to have arisen from thefts or unexplained losses of property while it was in the legal custody or protection of the innkeeper. The rule actually applied in all of these cases has been that all such losses were

presumably due to the neglect of the innkeeper. Generally, and perhaps universally, he has been held to an absolute responsibility for all thefts from within, or unexplained, whether committed by guests, servants or strangers. But he has quite as uniformly been discharged by any negligence of the guest conducing to the injury, and he has not been held for acts done by the servants of guests, or by those whom they have admitted into their rooms. And in many cases he has been held discharged where the guest has exercised any special control over his property. The general principle seems to be that the innkeeper guarantees the good conduct of all persons whom he admits under his roof, provided his guests are themselves guilty of no negligence to forfeit the guaranty. Beyond this, we have found no decided case anywhere. We have found no decision holding innkeepers liable for losses by purely accidental casualties or from riots or acts of force from without such as have been from the beginning excepted by the text writers. These writers, or at least such of them as are of recognized authority, have drawn a line between carriers and innkeepers, resting on the distinction between absolute and qualified responsibility. And none of the accepted writers have found any authority for disregarding this distinction. The two classes of bailees have been kept carefully separate."

It has been held where a guest, intending to be absent from the hotel for a short time, leaves his baggage in charge of the proprietor or clerk for safe keeping during his absence, with the understanding that he intends to return to the hotel as a guest, the liability of the proprietor as an innkeeper would continue for a reasonable time after the departure of the guest, but that is on the theory that during the interval of his absence he does not cease to be a guest at the hotel. If his absence is so prolonged that he can not be said to be a guest at the hotel, the hotel keeper would not be liable except for gross negligence on his part or on the part of an employee.

In the case of Mr. Lamberton, whose hat was either stolen or lost in some unexplained manner while he was in the dining room at a meal, the hat having been left by him on a rack provided for that purpose near the entrance to the dining room, we think that the proprietor of the hotel would be liable for the value of the hat. When he provided the hatrack he expected the guests would leave their hats upon it before entering the dining room. He did not expect that they would leave their hats in their rooms or check them at the check room. The latter course would be an almost unheard-of proceeding in a hotel and a great inconvenience, both to the guests and to the proprietor. The responsibility of the landlord for the safety of the hat would be the same, whether it was left in his room by a guest or placed upon the hat rack. In some hotels a servant is stationed at the dining room door, to whom the hats of the guests are delivered and whose duty it is to return them when the guests are through with their meals, but this does not increase the liability of the landlord. It makes no difference whether the hat is delivered to a servant for safe keeping or placed upon the hat rack by the guest himself. Hatch & Wilson.

### Last Quarterly Meeting For This Year.

Lansing, Nov. 27—An adjourned meeting of the Board of Directors of the Michigan Knights of the Grip was held at the New Plaza Hotel, Grand Rapids, on Saturday, Nov. 25. The meeting was presided over by President Stevens, with a full Board in attendance.

Secretary Saunders' report of receipts since the last Board meeting was as follows:

General fund,	- - -	\$26 00
Death fund,	- - -	194 00
Deposit fund (advance assessments),	- - -	40 80

The report was approved by the Finance Committee, adopted and ordered placed on file.

Treasurer Gould reported as follows:

General Fund.	
Balance on hand,	- - - \$271 24
Received from Secretary Saunders,	- - - 26 00
	\$297 24
Disbursements,	- - - 232 17
Balance,	- - - 65 07

Death Fund.	
Balance on hand,	- - - \$2,417 50
Received from Secretary Saunders,	- - - 104 00

Disbursements (two death losses),		- - - 1,000 00
Balance,	- - -	1,611 50

Deposit Fund.	
Balance on hand,	- - - \$16 00
Received from Secretary Saunders,	- - - 40 80
Balance,	- - - 56 80

The report was approved by the Finance Committee, adopted and placed on file.

The following bills were allowed and warrants ordered drawn for same:

Barlow Bros., membership book,	\$8 50
Lansing Journal Co., printing,	13 00
J. C. Saunders, postage and express,	7 35
Exchange on checks,	4 97
J. C. Saunders, salary to date,	16 20
O. C. Gould, salary to date,	5 49
C. L. Stevens, attending Board meeting,	7 68
J. C. Saunders, attending Board meeting,	5 10
O. C. Gould, attending Board meeting,	7 10
C. H. Smith, attending Board meeting,	7 10
E. M. Converse, attending Board meeting,	5 96
J. W. Schram, attending Board meeting,	8 12
J. W. Thorn, attending Board meeting,	5 20
G. H. Randall, attending Board meeting,	8 12
C. L. Stevens, expenses to Kalamazoo,	4 56

Proofs of death of the following members in good standing were presented, allowed and claims ordered paid:

Seth E. Wells, Des Moines, Ia.
F. J. Truesdell, Quincy, Mich.
Jas. L. Benson, Chicago, Ill.
B. W. Schram, San Antonio, Texas.
R. K. Stallings, Grand Haven, Mich.
Charles Hewes, Flint, Mich.
George L. Crawford, Flint, Mich.

On motion of Director Thorn, Assessment No. 3 for 1899, together with notice of annual dues for 1900, was ordered to be issued Dec. 1 and close on Jan. 1, 1900.

On motion, an order for \$50 was drawn in favor of the Secretary to cover postage on Assessment No. 3.

The chairman of the Railroad Committee was requested to correspond with the passenger agents in regard to securing rates to the Bay City convention.

An order for \$50 was ordered drawn in favor of Geo. H. Randall, chairman

of Post D, Bay City, for postage on invitations for the annual convention.

Moved by Director Mills that if it be possible a notice of No. 3 Assessment be enclosed with the invitation to the annual convention at Bay City. The motion was lost, after which the Board adjourned to meet in Bay City during the convention.

J. C. Saunders, Sec'y.

### Gripsack Brigade.

Kalamazoo News: Frank Vroman, day clerk at the American, has accepted a position as clerk at the Ruhl House in Jackson. His place here has not been permanently filled as yet.

Owosso Press: A commercial traveler from Ypsilanti, who bears a strong resemblance to Rev. J. F. Berry, of Chicago, was in town this week. He has a clerical look about him and a number of Owosso people who know the famous Methodist editor accosted the visitor and found him to be—a commercial traveler.

Cornelius Crawford has sold Senator K., which made a record of 2:18½ during the State Fair last fall, to Pennsylvania parties for \$800. The purchasers insist that the trotter will show a record of 2:08 before the close of another season; but inasmuch as Cornelius made a profit of nearly \$1,000 on the horse, including the earnings he made on the track during the past season, he is not at all disturbed over the possibilities of the horse reaching the Maud S. class.

Cassopolis Vigilant: Clayton Higgins, of Wakelee, accompanied by F. L. O'Shaughnessey, a traveling man from Kalamazoo, drove over a steep embankment in J. N. Marshall's yard on South O'Keefe street, Tuesday night, and team, buggy and men rolled to the bottom of Mr. Marshall's sand pit. By rare good luck they were not much injured, but Mr. O'Shaughnessey had in his pockets \$25 in silver and a bunch of keys, all of which fell out and were buried in the sand. A thorough hunt next day resulted in the recovery of \$17, but the remainder of the money and the keys are still missing.

The Tradesman is obliged to retract what it said about Willis P. Townsend in last week's paper relative to his seeing dandelions in bloom in the woods between Copemish and Thompsonville. The Tradesman always supposed that dandelions grew in the open fields and roadways, instead of in the woods, but the merchants of Thompsonville and Copemish have deluged this office with samples of dandelions in full bloom, thus fortifying Mr. Townsend's statements to that extent that it will not be necessary for him to procure an affidavit hereafter when he tells stories which appear to be decidedly fishy.

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

## 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 to the best.

Our goods are all new and bright—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 expense. 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, 1899  
GEO. GUNDRUM, Ionia - Dec. 31, 1900  
L. E. REYNOLDS, St. Joseph - Dec. 31, 1901  
HENRY HEIM, Saginaw - Dec. 31, 1902  
WIRT P. DOTY, Detroit - Dec. 31, 1903

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

### Examination Sessions

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

### State Pharmaceutical Association

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

### How to Create a Demand For One's Own Product.

It is hard to estimate with any degree of accuracy the exact results that any advertising effort secures. This inability to trace results has often been a reason for the discouragement of the retail druggist as an advertiser. The history of advertising as applied to the retail druggist is about the same in every instance. When he first starts in business, having heard of the enormous success which some businesses, such as Wanamaker's, have attained by advertising, he orders his announcement to appear in the local paper. He watches for results and compares these with his bill for advertising. There are three or four months of this sort of thing, and with the consequence that he loses faith in advertising as a business-builder and thereafter advertises but fitfully.

Whether you advertise a special article at a special price or your announcement is general in nature, the results are to an extent but cumulative. Do you suppose that Wanamaker can trace results \$100,000 worth? He uses advertising as a means to get people to his store. The people once there, his goods, the treatment of customers, and methods of doing business are the greatest factors in making his advertising pay him.

To get results from advertising is a process of growth the same as the building of a successful business. One can't advertise at night and wake up in the morning and find that the effort has paid him 100 per cent. on his investment. One honest argument every day, and arguments used day after day, coupled with the right conduct of business, result ultimately in the successful advertiser.

The mistake has been in the method of figuring results. Here is a method of estimating advertising results, both direct and cumulative, that will prove adequate and satisfactory: If the money spent in advertising during the year has not exceeded 2 per cent. of the gross business, and the business has seen a steady and natural growth, it is safe to conclude that advertising has paid. The next year will give a more satisfactory illustration of the good points of this plan. Furthermore, if it is desired to determine exactly how much value advertising has been to you, it will be required that all advertising be stopped for a year and then compare your gross business, less your usual advertising appropriation, with that of the years you have advertised.

This last method is not advisable by any means. It is only by pounding away, year after year, without cessation, that advertising will develop into the investment that it really is. It is required that you cause your announcement to appear before the public time

and time again, so that when drugs or medicines are mentioned the mind will revert involuntarily to your store.

Pushing a specialty will secure more results, direct and cumulative, than almost any other method of advertising. It is unfortunate that some druggists, while actively pushing specialties which bear their name, pay little or no attention to them from a professional or pharmaceutical standpoint. They do not manufacture these specialties themselves, nor are they even made after their formulae. The results secured by pushing such specialties can not be satisfactory. The tendency in specialties thus turned out is to lessen their cost even at a sacrifice of the purity and quality of their ingredients, and the character of the preparation as a whole. All this might not be so bad if it stopped here.

We'll say, for instance, that the specialty which is being pushed is a cough syrup. If its formula is not carefully evolved so that a pleasant tasting and handsome preparation is obtained, and if the ingredients are not of the purest quality and of full therapeutic value, the cough syrup will never secure much of a place in the public favor as a remedial agent. The first bottle is sold on your recommendation, and the second bottle remains unsold. Your cough syrup has not secured the results you claimed for it; it did not cure the cough; it was bad-tasting and couldn't be given to the children; it had a dark, ill-looking sediment, and to look at it confidence in it was lost.

This second-rate cough syrup is not only a failure in itself, but its failure to secure the results you claimed for it helps to destroy confidence in other claims you may make and in other drugs that you may sell. These are all factors in determining the success of your advertising efforts. Furthermore, this will serve to show you the necessity of maintaining the highest possible standard of everything that leaves your store if you would make a success of your business, and if you expect to become a successful advertiser.

This is pre-eminently the season for pushing cough syrups and cold cures. A few of the details necessary to create a demand for these specialties may be helpful: Sampling is expensive but necessary, although promiscuous sampling had better be avoided. A window display of samples and a window poster with the following announcement is one of the best paying methods of sampling: "Just leave your name and get a free sample of our Pine Balsam. It cures coughs and colds." A newspaper announcement to the same effect is helpful, and in most cases is necessary. Every sample bottle should be accompanied by literature which should set forth in simple yet strong language the good points of this particular cough syrup, together with some bona fide local testimonials. Be very careful and preserve a record of the names of the people who have asked for a sample. As the season advances and as coughs and colds become more prevalent, mail this list of names more literature about your cough syrup to strengthen any appeal the samples may have made.

It is probable that a majority of the readers of this article are located where they can afford to use the columns of the local daily paper. In this case use extra space for a week or two, of sufficient size that the attention of every reader is directed forcibly to your announcement. Where the cost of space is not

over ten cents an inch per day it is not extravagance to use a one and one-half inch space across an entire page. This foots up about a dollar a day, and ten dollars per week expended in this way is not too much. Where space costs more than this, use to the amount of one dollar a day. In the way of announcement just give the name of your cough syrup in as large bold letters as possible, its price, and your location. Your announcement regarding the giving away of samples will be most effective if inserted as a news item among pure reading matter.

Other auxiliary methods of pushing your remedy will probably suggest themselves. Some of the more important ones, and those which are applicable generally, I will give here. Have your wrapping paper cut into useful shapes for the ordinary different sized packages, and on these have printed some of the strong points peculiar to your cough syrup, or a strong local testimonial. In your regular newspaper space, in addition to enumerating the important features of your cough syrup, alternate with different local testimonials. Use liberally store cards calling attention to your cough syrup and giving its price or one of its strong points summed up in a word or two. Thus aggressively pushed for a season, your cough syrup, if a good one, should bring you the second season twice the returns at less than one-half the cost.—Harry M. Graves in Bulletin of Pharmacy.

### The Drug Market.

Opium—On account of higher prices at the primary market, opium is firm and a trifle higher.

Morphine—Is steady at unchanged price.

Quinine—The demand is small at this season of the year, but the market is very firm.

Carbolic Acid—Has advanced abroad and, as stocks are low in this country, an advance of 3c is noted and higher prices are predicted for the near future.

Cantharides—Are very firm at the advance noted.

Cocaine—On account of the higher prices for crude material, cocaine is very firm, with no prospects of lower prices for some time to come.

Cod Liver Oil—The market is very strong and another advance is predicted.

Glycerine—As the season is now on for large consumption, the article is very firm, on account of the position of crude.

Menthol—Has been advanced, and foreign markets are cabled higher. Indications are for another advance.

Naphthaline Balls—Have been advanced about 1/2c per pound. The demand is good and another advance is probable.

Balsam Copaiba—Is firm at the advance and stocks are concentrated.

Balsam Peru—Is weak.

Balsam Tolu—Higher prices are looked for, on account of the revolution in Venezuela.

Sassafras Bark—Has again advanced, and, on account of small stocks, will be higher.

Essential Oils—Citronella is firm and advancing. Pennyroyal is scarce and firm. Wintergreen is in a strong position at the advanced price. Sassafras is also firm and is likely to be higher.

Gum Camphor—Is very firm at the advance and, as the Japanese government is believed to now have full control, higher prices are looked for.

Gum Tragacanth—Is higher abroad and very firm in this market.

Buchu Leaves—Continue in a strong position and are very scarce and firm.

Linseed Oil—On account of the sharp advance in seed, has been advanced 3c per gallon.

### Deterioration of Infusions.

As might be anticipated from the character of the menstruum and the nature of the substances which it dissolves, nearly all infusions keep badly. The dissolved substances are a favorable medium for bacterial growth, and fermentation and souring quickly take place in warm weather. Infusions made from drugs rich in volatile oil commonly keep better than others, as the oils are natural antiseptics. The use of artificial preservatives is not permissible. It is sometimes recommended to preserve infusions by placing them in small bottles completely filled, which are then brought to the boiling point of water and corked while thus heated, or to heat the liquid to the boiling point and preserve it in a large jar from which it may be drawn by a siphon. The length of time an infusion may be kept in good condition can not be accurately stated. There are too many conditions involved. The best and safest method is to prepare the desired quantity of the infusion whenever wanted.

### Looking For Trouble and Got It.

A Vienna medical student surreptitiously obtained a bottle of bacilli from his professor's sanctum and then sent a blackmailing letter to an elderly lady of great wealth, stating that unless a specified sum, 10,000 florins (\$5,000), was sent to a certain address a bottle containing the bacilli of various infectious diseases would be opened in her room and that her death would certainly ensue therefrom. The elderly lady invoked the aid of the police, who discovered the culprit. In lieu of the 10,000 florins he received eighteen months at hard labor.

There is a man in our town  
Wh. thinks he's wondrous wise,  
And when there is an argument  
He is willing to advise,  
But when there's labor to be done  
This man with smile so bland  
Looks wiser yet and shakes his head  
But he never lends a hand.

**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—

Acidum	
Aceticum, \$	60 8
Benzoleum, German.	70 75
Boric.	16
Carbonic.	29 32
Citricum.	43 46
Hydrochlor.	36 5
Nitricum.	8 10
Oxalicum.	12 14
Phosphoricum, dil.	40 50
Salicylicum.	13 15
Sulphuric.	90 100
Tannic.	38 40
Tartaric.	38 40
Ammonia	
Aqua, 16 deg.	4 6
Aqua, 20 deg.	6 8
Carbonas.	13 15
Chloridum.	12 14
Aniline	
Black.	2 00 2 25
Brown.	80 1 00
Red.	45 60
Yellow.	2 50 3 00
Bacca	
Cubebae, po. 15	12 14
Juniperus.	6 8
Xanthoxylum.	20 25
Balsamum	
Copaiba.	55 60
Peru.	2 10
Terabin, Canada.	40 45
Tolutan.	40 45
Cortex	
Abies, Canadian.	18
Cassia.	12
Cinchona Flava.	18
Euonymus atropurp.	30
Myrica Cerifera, po.	12
Prunus Virgin.	12
Quillaja, gr'd.	12
Sassafras, po. 18	14
Ulmus, po. 15, gr'd.	15
Extractum	
Glycyrrhiza Glabra.	24 25
Glycyrrhiza, po.	28 30
Hamatox, 15 lb. box	11 12
Hamatox, 18.	13 14
Hamatox, 1/8s.	14 15
Hamatox, 1/4s.	16 17
Ferru	
Carbonate Precip.	15
Citrate and Quina.	2 25
Citrate Soluble.	40
Ferrocyanidum Sol.	15
Solut. Chloride.	2
Sulphate, com'l.	80
Sulphate, com'l. by	7
bbl. pr cwt.	
Sulphate, pure.	
Flora	
Arnica.	14 16
Antemiss.	22 25
Matricaria.	30 35
Folia	
Barosma.	38 40
Cassia Acutifol, Tin-	20 25
nevelly.	25 30
Cassia, Acutifol, Alx.	12 14
Salvia officinalis, 1/4s	8 10
and 1/8s.	
Uva Ursi.	8 10
Gummi	
Acacia, 1st picked.	45
Acacia, 2d picked.	45
Acacia, 3d picked.	45
Acacia, sifted sorts.	45
Acacia, po.	45 65
Aloe, Barb. po. 18 20	12 14
Aloe, Cape, po. 15.	12 14
Aloe, Socotri, po. 40	12 14
Ammoniac.	55 60
Assafoetida, po. 30	25 30
Benzoinum.	50 55
Catechu, 18.	13 14
Catechu, 1/4s.	14 15
Catechu, 1/8s.	15 16
Camphore.	55 60
Euphorbium, po. 35	40 45
Galbanum.	1 00
Gamboge, po.	65 70
Guaiacum, po. 25	60 65
Kino, po. \$1.25	60 65
Mastic.	60 65
Myrrh.	40 45
Opi, po. 4.50 @ 4.80	3 30 3 35
Shellac.	25 30
Shellac, bleached.	40 45
Tragacanth.	50 60
Herba	
Absinthium, oz. pkg	25
Eupatorium, oz. pkg	25
Lobelia, oz. pkg	25
Majorum, oz. pkg	25
Mentha Pip. oz. pkg	25
Mentha Vir. oz. pkg	25
Rue, oz. pkg	25
Tanacetum V. oz. pkg	25
Thymus, V. oz. pkg	25
Magnesia	
Calcined, Pat.	55 60
Carbonate, Pat.	18 20
Carbonate, K. & M.	18 20
Carbonate, Jennings	18 20
Oleum	
Absinthium.	6 50 6 75
Amygdale, Dule.	30 35
Amygdale, Amare.	8 00 8 25
Anisi.	1 85 2 00
Aurant Cortex.	2 40 2 50
Bergam.	2 80 2 90
Caljput.	80 85
Caryophylli.	75 80
Cedar.	35 40
Chenopadi.	2 75
Cinnamoni.	1 40 1 50
Citronella.	35 40
Conium Mac.	35 40
Copaiba.	1 15 1 25
Cubeba.	90 100
Execithitos.	1 00 1 10
Erigeron.	1 00 1 10
Gaultheria.	2 10 2 20
Geranium, ounce.	6 75
Gossippi, Sem. gal.	50 60
Hedoma.	1 70 1 75
Juniper.	1 50 2 00
Lavendula.	90 100
Limonia.	1 35 1 45
Mentha Piper.	1 25 2 00
Mentha Verid.	1 50 1 60
Morruha, gal.	1 15 1 25
Myrica.	4 00 4 50
Olive.	75 80
Picea Liquida.	10 12
Picea Liquida, gal.	6 35
Ricin.	96 105
Rosmarini.	6 100
Rose, ounce.	6 50 8 50
Succini.	40 45
Sabina.	90 100
Santal.	2 50 7 00
Sassafras.	50 55
Sinapis, ess. ounce.	6 65
Thymi.	1 50 1 60
Thyme, opt.	40 50
Theobromas.	15 20
Potassium	
Bi-Carb.	15 18
Bichromate.	13 15
Bromide.	52 57
Carb.	12 15
Chlorate, po. 17 19	16 18
Cyanide.	35 40
Iodide.	2 40 2 50
Potassa, Bitart. pure	28 30
Potassa, Bitart. com.	6 15
Potass Nitras, opt.	75 10
Potass Nitras.	6 8
Prussiate.	23 26
Sulphate po.	15 18
Radix	
Aconitum.	20 25
Althea.	22 25
Anchusa.	10 12
Arum po.	6 25
Alamus.	20 40
Gentiana, po. 15	12 15
Glycyrrhiza, pv. 15	16 18
Hydrastis Canada.	6 70
Hydrastis Can., po.	6 75
Hellebore, Alba, po.	12 15
Inula, po.	15 20
Ipecac, po.	4 25 4 35
Iris plox, po. 35 @ 38	35 40
Jalap, pr.	25 30
Maranta, 1/4s.	6 35
Podophyllum, po.	22 25
Rhei.	75 100
Rhei, cut.	6 125
Rhei, pv.	75 135
Spigella.	35 38
Sanguinaria, po. 15	6 18
Serpentaria.	40 45
Senega.	60 65
Smilax, officinalis H.	6 25
Smilax, M.	6 25
Scilla, po. 35	10 12
Symplocarpus, Fosti-	6 25
dus, po.	6 25
Valeriana, Eng. po. 30	15 20
Valeriana, German.	15 20
Zingiber a.	12 16
Zingiber j.	25 27
Semen	
Anisum, po. 15	6 12
Apium (graveleons).	13 15
Bird, is.	4 6
Carui, po. 18	11 12
Cardamon.	1 25 1 75
Coriandrum.	8 10
Cannabis Sativa.	5 6
Cydonium.	75 100
Chenopodium.	10 12
Piptoris Odorata.	1 40 1 50
Foeniculum.	6 10
Foenugreek, po.	7 9
Lini.	3 1/2 4 1/2
Lini, gr'd. bbl. 3 1/4	4 1/2 4 1/2
Lobelia.	35 40
Pharlaris Canarian.	4 1/2 5
Rapa.	4 1/2 5
Sinapis Alba.	10 12
Sinapis Nigra.	11 12
Spiritus	
Frumentum, W. D. Co.	2 00 2 50
Frumentum, D. F. R.	2 00 2 25
Frumentum.	1 25 1 50
Juniper Co. O. T.	1 65 2 00
Juniperis Co.	1 75 2 00
Saccharum N. E.	1 90 2 10
Spt. Vini Galli.	1 75 6 50
Vini Oporto.	1 25 2 00
Vini Alba.	1 25 2 00
Sponges	
Florida sheeps' wool	
carriage.	2 50 2 75
Nassau sheeps' wool	
carriage.	2 50 2 75
Velvet extra sheeps'	
wool, carriage.	6 150
Extra yellow sheeps'	
wool, carriage.	6 125
Grass sheeps' wool,	
carriage.	6 100
Hard, for slate use.	6 75
Yellow Reef, for	
slate use.	6 140
Syrups	
Acacia.	6 50
Aurant Cortex.	6 50
Zingiber.	6 50
Ipecac.	6 50
Ferri Iod.	6 50
Rhei Arom.	6 50
Smilax Officinalis.	50 60
Senega.	6 50
Scilla.	6 50
Menthol.	6 340
Morphia, S. P. & W.	2 20 2 45
Morphia, S. N. Y. Q.	2 10 2 35
& C. Co.	2 10 2 35
Moschus Canton.	6 46
Myristica, No. 1.	65 80
Nux Vomica, po. 15	6 10
Os Sepia.	25 30
Pepsin Saac, H. & P.	6 100
P. Co.	6 100
Pieis Liq. N. N. 1/2 gal.	2 00
doz.	6 100
Pieis Liq. quarts.	6 85
Pieis Liq. pints.	6 50
Pil Hydrarg. po. 80	6 18
Piper Nigra, po. 22	6 30
Piper Alba, po. 35	6 7
Pilix Burgun.	10 12
Plumbi Acet.	1 30 1 50
Pulvis Ipecac et Opi	6 75
Pyrethrum, boxes H.	25 30
& P. D. Co., doz.	8 10
Pyrethrum, pv.	37 42
Quassia.	29 39
Quinia, S. P. & W.	31 41
Quinia, S. German.	12 14
Quinia, N. Y.	10 12
100 Rubia Tinctorum.	18 20
Saccharum Lactis pv	3 50 3 60
Salmali.	40 50
Sanguis Draconis.	12 14
Sapo, W.	10 12
Sapo M.	6 15
Sapo G.	6 15
Seidlitz Mixture.	20 22
Sinapis, opt.	6 18
Snuff, Maccaboy, De	6 41
Voes.	6 41
Snuff, Scotch, De Vo's	9 11
Soda, Boras.	36 41
Soda et Potass Tart.	1 1/2 2
Soda, Carb.	3 6 5
Soda, Bi-Carb.	3 1/2 4
Soda, Ash.	6 2
Soda, Sulphas.	6 2 60
Spts. Cologne.	50 55
Spts. Ether Co.	6 2 00
Spts. Myrcia Dom.	6 2 00
Spts. Vini Rect. bbl.	6 2 00
Spts. Vini Rect. 1/2 bbl	6 2 00
Spts. Vini Rect. 1/4 bbl	6 2 00
Spts. Vini Rect. 1/8 gal	6 2 00
Strychnia, Crystal.	1 00 1 20
Sulphur, Subl.	2 1/2 4
Sulphur, Roll.	2 1/2 3 1/2
Tamarinds.	8 10
Terebenth Venice.	28 30
Theobroma.	50 52
Vanilla.	9 00 16 00
Zinci Sulph.	7 8
Oils	
Whale, winter.	70 70
Lard, extra.	55 65
Lard, No. 1.	35 40
Paints	
Red Venetian.	1 1/2 2 @ 8
Ochre, yellow Mars.	1 1/2 2 @ 4
Ochre, yellow Ber.	1 1/2 2 @ 3
Putty, commercial.	2 1/2 2 1/2 @ 3
Putty, strictly pure.	2 1/2 2 1/2 @ 3
Vermilion, Prime	
American.	13 15
Vermilion, English.	70 75
Green, Paris.	13 16
Green, Peninsular.	13 16
Lead, red.	6 6 1/2
Lead, white.	6 6 1/2
Whiting, white Span	6 70
Whiting, gliders.	6 90
White, Paris, Amer.	6 100
Whiting, Paris, Eng.	6 100
Universal Prepared.	1 00 1 15
Varnishes	
No. 1 Turp Coach.	1 10 1 20
Extra Turp.	1 60 1 70
Coach Body.	2 75 3 00
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.

Hazeltime &amp; 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.

<b>AXLE GREASE</b>		<b>Corn</b>		<b>G. J. Johnson Cigar Co.'s brand.</b>		<b>COUPON BOOKS</b>		<b>Grits</b>		<b>HERBS</b>	
Aurora..... doz. gross		Fair.....		S. C. W..... 35 00		<b>Trademan Grade</b>		Walsh-DeRoo Co.'s Brand.		Sage..... 15	
Castor Oil..... 6 00		Good..... 85		Phelps, Brace & Co.'s Brands.		50 books, any denom..... 1 50				Hops..... 15	
Diamond..... 4 00		Fancy..... 95		Royal Tigers..... 55 80		100 books, any denom..... 2 50				<b>INDIGO</b>	
Frazer's..... 9 00		<b>Hominy</b>		Royal Tigerettes..... 35		500 books, any denom..... 11 50				Madras, 5 lb. boxes..... 55	
IXL Golden, tin boxes..... 9 00		Standard..... 85		Vincente Portuondo..... 35 70		1,000 books, any denom..... 20 00				S. F., 2, 3 and 5 lb. boxes..... 50	
Mica, tin boxes..... 75 90		<b>Lobster</b>		Ruhe Bros. Co..... 25 70		<b>Economic Grade</b>				<b>JELLY</b>	
Paragon..... 55 60		Star, 1/2 lb..... 1 85		Hillson Co..... 35 110		50 books, any denom..... 1 50				15 lb. palls..... 35	
<b>BAKING POWDER</b>		Star, 1 lb..... 3 10		T. J. Dunn & Co..... 35 70		100 books, any denom..... 2 50				30 lb. palls..... 62	
<b>Absolute</b>		Picnie Tails..... 2 25		McCoy & Co..... 35 70		500 books, any denom..... 11 50				V. C. Brand..... 35	
1/4 lb. cans doz..... 45		<b>Mackerel</b>		Brown Bros..... 15 70		1,000 books, any denom..... 20 00				15 lb. palls..... 35	
1/2 lb. cans doz..... 85		Mustard, 1 lb..... 1 75		Bernard Stahl Co..... 35 90		<b>Superior Grade</b>		24 2 lb. packages..... 1 80		30 lb. palls..... 62	
1 lb. cans doz..... 1 50		Mustard, 2 lb..... 2 80		Banner Cigar Co..... 10 35		50 books, any denom..... 1 50		100 lb. kegs..... 2 70		Pure apple, per doz..... 15	
<b>Aeme</b>		Soused, 1 lb..... 1 75		Seidenberg & Co..... 55 125		100 books, any denom..... 2 50		Split, bu..... 1 40		<b>LICORICE</b>	
1/4 lb. cans 3 doz..... 45		Soused, 2 lb..... 2 80		Fulton Cigar Co..... 10 35		500 books, any denom..... 11 50				30 lb. palls..... 62	
1/2 lb. cans 3 doz..... 75		Tomato, 1 lb..... 1 75		A. B. Ballard & Co..... 35 175		1,000 books, any denom..... 20 00		<b>Peas</b>		Pure..... 30	
1 lb. cans 1 doz..... 1 00		Tomato, 2 lb..... 2 80		E. M. Schwarz & Co..... 35 110		<b>Universal Grade</b>		Green, Wisconsin, bu..... 1 35		Calabria..... 25	
Bulk..... 10		<b>Mushrooms</b>		San Telmo..... 35 70		50 books, any denom..... 1 50		Green, Scotch, bu..... 1 40		Sicily..... 14	
<b>Aretie</b>		Stems..... 14 16		Havana Cigar Co..... 18 35		100 books, any denom..... 2 50				Root..... 10	
6 oz. Eng. Tumblers..... 85		Buttons..... 20 25		C. Costello & Co..... 35 70		500 books, any denom..... 11 50		Split, bu..... 3		<b>MATCHES</b>	
<b>El Purity</b>		<b>Oysters</b>		LaGora-Fee Co..... 35 70		1,000 books, any denom..... 20 00		<b>Rolled Oats</b>		Diamond Match Co.'s brands.	
1/4 lb. cans per doz..... 75		Cove, 1 lb..... 85		S. I. Davis & Co..... 35 185		<b>Coupon Pass Books</b>		Rolled Avena, bbl..... 4 85		No. 9 sulphur..... 1 65	
1/2 lb. cans per doz..... 1 20		Cove, 2 lb..... 85		Hene & Co..... 35 90		Can be made to represent any		Steel Cut, 1/2 bbls..... 2 75		Anchor Parlor..... 1 50	
1 lb. cans per doz..... 2 00		<b>Peaches</b>		Benedict & Co..... 75 90		denomination from \$10 down.		Monarch, bbl..... 4 60		No. 2 Home..... 1 30	
<b>Home</b>		Pie..... 1 25		Hemmett Cigar Co..... 35 70		20 books..... 1 00		Monarch, 1/2 bbl..... 2 45		Export Parlor..... 4 00	
1/4 lb. cans, 4 doz. case..... 35		Yellow..... @ 1 65		G. J. Johnson Cigar Co..... 35 70		50 books..... 2 00		Monarch, 90 lb. sacks..... 2 25		Wolverine..... 1 50	
1/2 lb. cans, 4 doz. case..... 55		<b>Pears</b>		Maurice Sanborn..... 50 175		100 books..... 3 00		Quaker, cases..... 3 20		<b>MOLASSES</b>	
1 lb. cans, 2 doz. case..... 90		Standard..... 70		Buck & Co..... 65 300		250 books..... 6 25		Huron, cases..... 2 00		<b>New Orleans</b>	
<b>JAXON</b>		Fancy..... 80		Manuel Garcia..... 80 375		500 books..... 10 00				Black..... 11	
1/4 lb. cans, 4 doz. case..... 45		<b>Peas</b>		Neuva Mundo..... 85 175		1,000 books..... 17 50		<b>Sago</b>		Fair..... 14	
1/2 lb. cans, 4 doz. case..... 85		Marrowfat..... 1 00		Henry Clay..... 85 550		<b>CREAM TARTAR</b>		German..... 4		Good..... 20	
1 lb. cans, 2 doz. case..... 1 60		Early June..... 1 00		La Carolina..... 90 200		5 and 10 lb. wooden boxes..... 30		East India..... 3 1/2		Fancy..... 24	
<b>Jersey Cream</b>		Early June Sifted..... 1 60		<b>CLOTHES LINES</b>		Bulk in sacks..... 29		Salus Breakfast Food		Open Kettle..... 25 35	
1 lb. cans, per doz..... 2 00		Grated..... 1 25 @ 75		Cotton, 40 ft. per doz..... 1 00		<b>DRIED FRUITS—Domestic</b>		F. A. McKenzie, Quincy, Mich.		Half-barrels 2c extra	
9 oz. cans, per doz..... 1 25		Sliced..... 1 35 @ 25		Cotton, 50 ft. per doz..... 1 20		Apples..... @ 6 1/2		36 two pound packages..... 3 60		<b>MUSTARD</b>	
6 oz. cans, per doz..... 85		<b>Pumpkin</b>		Cotton, 60 ft. per doz..... 1 40		Evaporated, 50 lb. boxes..... @ 8 1/2		18 two pound packages..... 1 85		Horse Radish, 1 doz..... 1 75	
<b>Our Leader</b>		Fair..... 65		Cotton, 70 ft. per doz..... 1 60		California Fruits..... @ 15		<b>Battle Creek Crackers.</b>		Horse Radish, 2 doz..... 3 50	
1/4 lb. cans..... 45		Good..... 85		Cotton, 80 ft. per doz..... 1 80		Apricots..... @ 15		Gem Oatmeal Biscuit..... 7 1/2 @ 8		Baile's Celery, 1 doz..... 1 75	
1 lb. cans..... 75		Fancy..... 85		Jute, 60 ft. per doz..... 80		Blackberries..... @ 15		Lemon Biscuit..... 7 1/2 @ 8		<b>PICKLES</b>	
1 lb. cans..... 1 50		<b>Raspberries</b>		Jute, 72 ft. per doz..... 95		Nectarines..... @ 11		New Era Butters..... 6 1/2		Medium	
<b>Peerless</b>		Standard..... 90		<b>COFFEE</b>		Peaches..... 10 @ 11		Cereola..... 4 00		Barrels, 1,200 count..... 5 75	
3 oz., 6 doz. case..... 2 70		Salmon..... 1 35		Roasted		Raspberries..... 7 1/2		Flake..... 5		Half bbls, 600 count..... 3 38	
6 oz., 4 doz. case..... 3 20		Pink Alaska..... 95		<b>AIC</b>		Prunelles..... 7 1/2		Pearl, 24 1 lb. packages..... 6 1/2		Small	
9 oz., 4 doz. case..... 4 80		Sardines..... @ 4		HIGH GRADE		Raisins..... @ 15		Cracked, bulk..... 3 1/4		Barrels, 2,400 count..... 6 75	
1 lb., 2 doz. case..... 4 00		Domestic, 1/2 s..... @ 8		COFFEES		California Prunes		24 2 lb. packages..... 2 50		Half bbls, 1,200 count..... 3 88	
5 lb., 1 doz. case..... 9 00		Domestic, Mustard..... @ 8		Special Combination..... 20		100-120 25 lb. boxes..... @ 3 1/2		<b>FLAVORING EXTRACTS</b>		<b>PIPES</b>	
<b>BATH BRICK</b>		French..... 8 @ 22		French Breakfast..... 25		90-100 25 lb. boxes..... @ 4 1/2		DeBoe's		Clay, No. 216..... 1 70	
American..... 70		<b>Strawberries</b>		Lenox..... 30		80-90 25 lb. boxes..... @ 5		Vanilla D. C..... 2 oz. 4 02		Clay, T. D., full count..... 65	
English..... 80		Standard..... 85		Vienna..... 35		70-80 25 lb. boxes..... @ 5 1/2		Lemon D. C..... 70 1 35		Cob, No. 3..... 85	
<b>BLUING</b>		Fancy..... 90		Private Estate..... 38		60-70 25 lb. boxes..... @ 6		Vanilla Tonka..... 75 1 45		<b>POTASH</b>	
<b>CONDENSED PEARL</b>		Succotash..... 1 20		Supreme..... 40		50-60 25 lb. boxes..... @ 7 1/2		<b>JENNINGS' FLAVORING</b>		48 cans in case..... 4 00	
<b>BLUING</b>		Tomatoes..... 1 15		Less 33 1/2 per cent. delivered.		40-50 25 lb. boxes..... @ 8		Carolina head..... 6 1/2		Babbitt's..... 4 00	
Small 3 doz..... 40		Gallons..... 2 35		Rio		30-40 25 lb. boxes..... @ 8 1/2		Carolina No. 1..... 5		Penna Salt Co..... 3 00	
Large, 2 doz..... 75		<b>CATSUP</b>		Fair..... 9		1/4 cent less in 50 lb. cases		Carolina No. 2..... 4		<b>DOMESTIC</b>	
<b>BROOMS</b>		Columbia, pints..... 2 00		Good..... 10		London Layers 2 Crown..... 1 75		Japan, No. 1..... 5 1/2 @ 6		Carolina head..... 6 1/2	
No. 1 Carpet..... 2 75		Columbia, 1/2 pints..... 1 25		Prime..... 12		London Layers 3 Crown..... 2 00		Japan, No. 2..... 4 1/2 @ 5		Carolina No. 1..... 5	
No. 2 Carpet..... 2 50		<b>CHEESE</b>		Peaberry..... 14		Cluster 4 Crown..... 2 25		Java, fancy head..... 5 1/2 @ 5		Carolina No. 2..... 4	
No. 3 Carpet..... 2 25		Acme..... @ 14		Fair..... 9		Loose Muscatels 2 Crown..... 7 1/4		Table..... @		Broken..... 3 1/4	
No. 4 Carpet..... 1 85		Amboy..... @ 13 1/2		Good..... 10		Loose Muscatels 3 Crown..... 8 1/4		<b>Imported.</b>		Japan, No. 1..... 5 1/2 @ 6	
Parlor Gem..... 2 75		Carson City..... @ 13		Fancy..... 15		L. M., Seeded, choice..... 9 1/4		Japan, No. 2..... 4 1/2 @ 5		Japan, No. 1..... 5 @ 5 1/2	
Common Whisk..... 95		Elsie..... @ 15		Gallons..... 2 35		L. M., Seeded, fancy..... 10 1/2		Java, No. 1..... 5 @ 5 1/2		Table..... @	
Fancy Whisk..... 1 20		Gem..... @ 14 1/2		<b>CATSUP</b>		<b>DRIED FRUITS—Foreign</b>		Table..... @		<b>SALERATUS</b>	
Warehouse..... 3 15		Gold Medal..... @ 13 1/2		Columbia, pints..... 2 00		Citron..... 11		D. C. Vanilla..... 2 oz. 1 20		Packed 60 lbs. in box..... 3 15	
<b>CANDLES</b>		Ideal..... @ 14		Columbia, 1/2 pints..... 1 25		Currants..... 12		D. C. Lemon..... 3 oz. 1 50		Church's Arm and Hammer..... 3 00	
Electric Light, ss..... 9 1/2		Jersey..... @ 13 1/2		<b>CHICORY</b>		Patras, cases..... 6 1/4		3 oz. 1 50..... 3 02..... 1 00		Dwight's Cow..... 3 15	
Electric Light, 16s..... 10		Riverside..... @ 14		Bulk..... 5		Cleaned, bulk..... 7 1/4		4 oz. 2 00..... 4 02..... 1 40		Emblem..... 2 10	
Paraffine, 6s..... 11 1/2		Limburger..... @ 13		Red..... 7		Cleaned, packages..... 7 3/4		No. 8..... 4 00..... No. 8..... 2 40		L. P..... 3 00	
Paraffine, 12s..... 12		Pineapple..... 50 @ 75		<b>CHOCOLATE</b>		<b>Peel</b>		No. 10..... 6 00..... No. 10..... 4 00		Sodio..... 3 15	
Wicking..... 20		Sap Sago..... @ 17		Walter Baker & Co.'s.		Citron American 19 lb. bx..... 13		No. 2 T. 1 25..... No. 2 T..... 80		Wyandotte, 100 1/2 s..... 3 00	
<b>CANNED GOODS</b>		<b>CIGARS</b>		German Sweet..... 23		Lemon American 10 lb. bx..... 10 1/2		No. 3 T. 2 00..... No. 3 T..... 1 25		<b>SODA</b>	
Apples..... 75		The Bradley Cigar Co.'s Brands		Breakfast Cocoa..... 46		Orange American 10 lb. bx..... 10 1/2		No. 4 T. 2 40..... No. 4 T..... 1 50		Granulated, bbls..... 80	
Beans..... 75		Advance..... 35 00		<b>COCOA</b>		<b>Raisins</b>		Northrop Brand		Granulated, 100 lb. cases..... 85	
Baked..... 75 @ 1 30		Bradley..... 35 00		James Epps & Co.'s		Sultana 1 Crown..... 1 75		2 oz. Taper Panel..... 75 1 20		Lump, bbls..... 75	
Red Kidney..... 80		Clear Havana Puffs..... 35 00		Boxes, 7 lbs..... 40		Sultana 2 Crown..... 2 25		2 oz. Oval..... 75 1 20		Lump, 145 lb. kegs..... 80	
Wax..... 85		"W. H. B."..... 55 00		Cases, 16 boxes..... 38		Sultana 3 Crown..... 2 25		3 oz. Taper Panel..... 1 35 2 00		<b>SALT</b>	
<b>Blackberries</b>		"W. B. B."..... 55 00		<b>COCOA SHELLS</b>		Sultana 4 Crown..... 2 25		4 oz. Taper Panel..... 1 60 2 25		Table, cases, 24 3 lb. boxes..... 1 50	
Standards..... 75		Columbian Cigar Co.'s brand.		20 lb. bags..... 2 1/2		Sultana 5 Crown..... 2 50		<b>Perrigo's</b>		Table, barrels, 100 3 lb. bags..... 2 75	
Blueberries..... 85		Columbian..... 35 00		Less quantity..... 4		Sultana 6 Crown..... 2 50		doz. doz.		Butter, barrels, 40 7 lb. bulk..... 2 40	
Standard..... 85		Columbian Special..... 65 00		<b>CONDENSED MILK</b>		Sultana package..... 2 50		1 lb. cans..... 30		Butter, barrels, 280 lb. bulk..... 2 25	
Cherries..... 85		H. & P. Drug Co.'s brands.		4 doz in case..... 4		Farina..... 1 25		1 lb. cans..... 30		Butter, barrels, 20 14 lb. bags..... 2 50	
Red Standards..... 85		Fortune Teller..... 35 00		Gall Borden Eagle..... 6 75		Haskell's Wheat Flakes		1/2 lb. cans..... 18		Butter, sacks, 28 lbs..... 25	
White..... 1 15		Quintette..... 35 00		Crown..... 6 25		36 2 lb. packages..... 3 00		K. P. pitcher, 6 oz..... 2 25		Butter, sacks, 56 lbs..... 55	
				Daisy..... 5 75		<b>Hominy</b>		<b>FLY PAPER</b>		<b>Common Grades</b>	
				Champion..... 4 50		Flake, 50 lb. drums..... 2 50		Perrigo's Lightning, gro..... 2 50		100 3 lb. sacks..... 1 80	
				Magnolia..... 4 25		Flake, 50 lb. drums..... 2 50		Petrolatum, per doz..... 75		60 5 lb. sacks..... 1 75	
				Challenge..... 4 25		Maccaroni and Vermicelli		<b>GUNPOWDER</b>		28 10 lb. sacks..... 1 50	
				Dime..... 3 35		Domestic, 10 lb. box..... 60		Rifle—Dupont's			
						Imported, 25 lb. box..... 2 50		Kegs..... 4 00		56 lb. dairy in drill bags..... 30	
						<b>Pearl Barley</b>		Half Kegs..... 2 25		56 lb. dairy in drill bags..... 15	
						Common..... 2 50		Quarter Kegs..... 1 25		<b>Ashton</b>	
						Chester..... 2 50		1 lb. cans..... 30		56 lb. dairy in linen sacks..... 60	
						Empire..... 2 50		1/2 lb. cans..... 18		<b>Higgins</b>	
								<b>Choke Bore—Dupont's</b>		56 lb. dairy in linen sacks..... 60	
								Kegs..... 4 25		<b>Solar Rock</b>	
								Half Kegs..... 2 40		56 lb. sacks..... 22	
								Quarter Kegs..... 1 35		<b>Geon</b>	
								1 lb. cans..... 34		Granulated Fine..... 85	
								<b>Eagle Duck—Dupont's</b>		Medium Fine..... 95	
								Kegs..... 8 00		<b>SALT FISH</b>	
								Half Kegs..... 4 25		Cod	
								Quarter Kegs..... 2 25		Georges cured..... @ 5	
								1 lb. cans..... 45		Georges genuine..... @ 5 1/2	
										Georges selected..... @ 6	
										Georges or bricks..... 6 @ 9	
										Pollock..... @ 3 1/4	
										<b>Halibut.</b>	
										Strips..... 14	
										Chunks..... 15	



Herring	
Holland white hoops, bbl.	6 50
Holland white hoops, bbl.	6 50
Holland white hoop, keg.	95
Holland white hoop, mechs.	95
Norwegian	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 60
No. 1 10 lbs.	1 48
No. 1 8 lbs.	1 20
No. 2 40 lbs.	11 50
No. 2 100 lbs.	4 90
No. 2 40 lbs.	1 30
No. 2 8 lbs.	1 07

Trout	
No. 1 100 lbs.	15 00
No. 1 40 lbs.	6 30
No. 1 10 lbs.	1 65
No. 1 8 lbs.	1 35

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
Maccaboy, in jars	35
French Kappie, in jars	43

## SOAP

JAXON	
Single box	2 85
5 box lots, delivered	2 80
10 box lots, delivered	2 75

## JAS. S. KIRK &amp; 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 1/2 lb.	3 00
Kirkline	3 50
Eos	2 50

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

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

## SPICES

Whole Sifted	
Allspice	10
Cassia, China, in mats	12
Cassia, Batavia, in bund	25
Cassia, Saigon, in rolls	32
Cloves, Amboyna	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

## STOVE POLISH

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

## Kingsford's Silver Gloss

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

## Diamond

64 10c packages	5 00
125 5c packages	5 00
30 10c and 64 5c packages	5 00

## Common Corn

20 1-lb. packages	5
40 1-lb. packages	4 1/2

## Common Gloss

1-lb. packages	4 1/2
3-lb. packages	4 1/2
6-lb. packages	5
40 and 50-lb. boxes	3
Barrels	3

## 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 56
Cubes	5 31
Powdered	5 25
Coarse Powdered	5 25
XXXX Powdered	5 31
Standard Granulated	5 18
Fine Granulated	5 18
Coarse Granulated	5 31
Extra Fine Granulated	5 11

2 lb. cartons Fine Gran	5 25
2 lb. bags Fine Gran	5 25
5 lb. cartons Fine Gran	5 25
5 lb. bags Fine Gran	5 25
Mould A	5 44
Diamond A	5 18

Confectioner's A	4 94
No. 1, Columbia A	4 69
No. 2, Windsor A	4 69
No. 3, Ridgewood A	4 69
No. 4, Phoenix A	4 63
No. 5, Empire A	4 56
No. 6	4 50
No. 7	4 44
No. 8	4 38
No. 9	4 31
No. 10	4 18
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 &amp; PERRIN'S SAUCE

The Original and	
Genuine	
Worcestershire	

Lea & Perrin's, large	3 75
Lea & Perrin's, small	2 50
Halford, large	3 75
Halford, small	2 25
Salad Dressing, large	4 55
Salad Dressing, small	2 75

## VINEGAR

Malt White Wine, 40 grain	7 1/2
Malt White Wine, 30 grain	11
Pure Cider, Red Star	12
Pure Cider, Robinson	12
Pure Cider, Silver	11

## WASHING POWDER

Kirk's Eos	2 00
Wisdom	3 75
Roseline	3 25
Nine O'clock	3 50
Babbitt's 1776	3 12
Gold Dust	4 25
Johnson's	2 88
Swift's	3 50
Rub-No-More	3 50
Pearline, 100 Gs.	3 30
Pearline, 36 Is	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, 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 sticks	40
Trojan spring	9 00
Eclipse patent spring	9 00
No 1 common	8 00
No 2 patent brush holder	9 00
12 lb. cotton mop heads	1 25

## Pails

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

## Tubs

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

## Wash Boards

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

## Wood Bowls

11 in. Butter	75
13 in. Butter	1 00
15 in. Butter	1 30
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 5c, 3 doz.	1 00
Sunlight Yeast, 3 doz.	1 00
Warner's Safe, 3 doz.	1 00

## Provisions

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

Dry Salt Meats	
Belles	6 1/2
Briskets	6 1/2
Extra shorts	5 1/2

Smoked Meats	
Hams, 12 lb. average	@ 10 1/2
Hams, 14 lb. average	@ 10
Hams, 16 lb. average	@ 9 1/2
Hams, 20 lb. average	@ 9 1/2
Ham, 12 lb. average	@ 14 1/2
Shoulders (N. Y. cut)	@ 7
Racon, clear	7 1/2 @ 8 1/2
California hams	@ 7
Roast hams	@ 9
Cooked ham	10 @

Lards-In Tierces	
Compound	5 1/2
Kettle	6 1/2
55 lb. Tubs, advance	3 1/2
50 lb. Tubs, advance	3 1/2
50 lb. Tins, advance	3 1/2
20 lb. Pails, advance	3 1/2
10 lb. Pails, advance	3 1/2
5 lb. Pails, advance	1
3 lb. Pails, advance	1 1/2

Sausages	
Bologna	5 1/2
Liver	6
Frankfort	8
Pork	7 1/2
Blood	6 1/2
Tongue	9
Headcheese	6

Beef	
Extra Mess.	10 00
Booneless	12 00
Rump	11 75

Pigs' Feet	
Kits, 15 lbs.	75
1/4 bbls., 40 lbs.	1 50
1/2 bbls., 80 lbs.	2 70

Tripe	
Kits, 15 lbs.	70
1/4 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, 1/4s.	50
Potted ham, 1/2s.	90
Deviled ham, 1/4s.	50
Deviled ham, 1/2s.	90
Potted tongue, 1/4s.	50
Potted tongue, 1/2s.	90

Oils	
Eocene	@ 13
Perfection	@ 12
XXX W. W. Mich. Hdt	@ 12
W. W. Michigan	@ 11 1/2
Diamond White	@ 10 1/2
D. S. Gas	@ 12 1/2
Deo. Naphtha	@ 12 1/2
Cylinder	@ 34
Engine	@ 21
Black, winter	@ 9

## Grains and Feedstuffs

Wheat	
Wheat	64

## Winter Wheat Flour

Local Brands	
Patents	4 20
Second Patent	3 70
Straight	3 50
Clear	3 00
Graham	3 50
Buckwheat	3 25
Rye	3 25
Subject to usual cash discount	
Flour in bbls., 25c per bbl. additional	
Ball-Barnhart-Putman's Brand	
Diamond 1/4s.	3 60
Diamond 1/2s.	3 60
Diamond 3/4s.	3 60
Worden Grocer Co.'s Brand	
Quaker 1/4s.	3 60
Quaker 1/2s.	3 60
Quaker 3/4s.	3 60

## Spring Wheat Flour

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

Butter	
Seymour	5 1/2
New York	5 1/2
Family	5 1/2
Salted	5 1/2
Wolverine	6

Soda	
Soda XXX	6 1/2
Soda, City	8
Long Island Waters	11
Zephyrette	10

Oyster	
Faust	7
Farina	6
Extra Farina	6 1/2

## Hardware

### Why I Did Not Go Into Business.

I had reached that stage in my business career when, a partnership being out of the question with my old firm, for whom I had labored in season and out of season for nearly twenty years, having accumulated a small amount of money I felt prepared to engage in the hardware business, provided a good chance presented itself. I had not very long to wait before a man who had carried on a retail business for many years, and had made a snug fortune, suddenly died. He left a son who had been brought up in the store and I supposed he would still continue in the business. I had not much faith in the young fellow's ability, so I quietly made up my mind that his business career would be short, and then my chance would come and I would buy out the business when he made a failure of it.

Imagine my surprise, however, when I learned one morning that the young man had sold out to another party. Had I dreamed of his intention of selling I would have approached him on the subject. Here was a chance which might not come again, and I was caught napping. When speaking of the circumstance to a friend soon after, he informed me that perhaps the person who had bought would sell again, as my friend was informed that he had only bought it on a speculation and that he did not intend to carry on the business.

This information put a new phase on the matter, so I resolved to interview the man in question. As I had lost one opportunity by being too backward I thought I would make bold and see what the prospects were anyway.

I called on the man in his store and told him I had been informed he wanted to sell out. He said he would sell, but he was not anxious. His lease had another year to run and he proposed to close it up in that time. He knew he had a good bargain and was easy about the result; yet, if he got a good offer he would sell.

Here was the chance I had been looking for. Here was a hardware business which had been established for over twenty years in the same store which had made a fortune for its proprietor.

The location was a good one, the rent was moderate, the store was well adapted for the business and if I could buy on advantageous terms I would be the luckiest man in town. I was shown around the store and carefully looked over the stock.

I asked my man to name his price and I would consider it. As I told him the price would be cash down, I thought to bring him to the point at once, but he refused to name a figure; he would prefer that I should make an offer. I told him I could make no offer, as I could form but a vague idea of the stock by looking over it once or twice. I asked him if he could not tell me how much stock he had, but he said he did not know. He had bought it without taking stock. The former owner had not taken stock since his father's death. If I wished to buy he would consider an offer en bloc, but he would not take stock now, as the fall trade was coming on and he was not that anxious to sell to take stock now. Here was a difficulty in the way. I did not like the idea of buying a stock of hardware by guess-work. I fancied I could give a fair estimate of the amount of stock on hand; yet when I wanted to buy I did

not like the idea of being guided solely by my judgment. Then the question of dead stock was an important consideration.

The probabilities were that, in view of the length of time the business had been running and the manner it had been conducted the past few years, there would be considerable quantities of unsalable goods. I looked over the situation and the stock many times. My man accorded me the fullest opportunity for obtaining all possible information, but he was not in a position to give much. I asked for his price book. He had none and there never had been one used in the store. The books of the old firm had been carted away. He was unable to tell the amount of former business or to refer to any of the old invoices. He showed me his sales book and how much business he had done during the three months he had been in possession. From these I learned the following particulars of the business: The sales for the time he had been running it were on an average of \$1,500 monthly, of which two-thirds were cash. He had bought \$2,500 worth of merchandise. The present expenses would about amount to \$2,200 per year.

The business seemed better than I had expected, as I supposed it had run down a good deal the past few years, and I was a little surprised at the figures shown me. This trade was obtained without pushing by the present owner, as he had not advertised, not even changed the sign, but came as a matter of course and was entirely owing to the good will of the business. With this showing I was satisfied, and knew that if I bought I could easily increase the sales very materially.

I figured that, by turning over the stock three and a half times a year, a gross profit of 20 per cent. on sales could easily be counted on. The sales being \$18,000, the gross profit ought to be \$3,600, which, after paying expenses of \$2,200, would leave \$1,400 as my share for salary and interest on capital. I considered that, taking things as they appeared, there should be about \$5,000 worth of stock upon the shelves. Yet, in looking it over carefully, I was convinced that this was a high estimate. In consideration of my eagerness to secure a business of my own, and knowing that the chances of working up a profitable trade were good, and taking into account the value of an old-established business, I mentally resolved I would give \$5,000 for the business as it stood, the proprietor to pay all outstanding bills and collect the open accounts. I was earning a salary of \$1,000 a year and wanted to do as well the first year. I had \$2,500 in cash and could easily borrow the remainder from a relative. If I could secure the business on these terms I would be making a good trade. I took a friend of mine, who was well acquainted with stocks, and who had been connected with hardware for many years longer than I, to look it over. His estimate of the value was about the same as mine, so I considered I was not far astray.

I referred the subject to my employer. He was much surprised when I unfolded my scheme, would be very sorry to lose my services, yet, if the chance was a good one, he would not stand in my way.

He thought there was a good opening, provided I bought the stock right. On this point he urged me to go cautiously, as he said it was like buying a cat in a bag to buy a business en bloc

## A Reward is offered

to every one of our customers who purchases Robes, Blankets, Harness and Carriages of us. The reward is prompt shipment, large choice, superb goods and fair prices and treatment. We shall be glad to pay it to any dealer.

**Brown & Sehler,**  
Grand Rapids, Michigan.



## Air Tight Stoves

Write  
for  
Price  
List.

**FOSTER,  
STEVENS,  
& CO.,**  
GRAND RAPIDS.

## 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.

Office, 82 Campau st.  
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ESTABLISHED 1868

Detroit, Mich.  
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## 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.



and that I might make a great mistake. I took his advice and resolved I had made a safe estimate and again interviewed the merchant.

I urged him to name his price, but he would not. Then I asked him to name an advance on his bargain. This he would not do. At last, seeing he would do nothing, I told him I would make an offer, as I meant business and I wanted the store, but as I was entirely at sea in regard to the value of the stock I might offer too low. Well, he did not care, I might come up in my figures.

Well, I would give him \$4,000 cash. A look of supreme disgust came across his face at this.

"What!" he said, "\$4,000 for this business? Young man, if that's all the idea you have of hardware, it's of no use of my wasting any more time."

I then apologized if I had made a mistake but I did what I thought about right, but how much would he take?

"I will take \$6,500 and not a cent less."

I told him I would consider his offer and let him know in a week. I thought perhaps I had made a mistake in my estimate of the stock and began to think it over. The store consisted of three flats and a basement, with only one window for display. The main stock of hardware was on the first floor, with heavy goods in the basement. The second and third floors contained wood-ware, a few fancy goods which had been in the store for years and odds and ends of surplus stock from below.

Taking his figures, the sales were far too low in proportion to stock and I could not see much profit in it. Moreover I knew that \$6,500 would buy a large amount of well-assorted hardware, and I considered the price far too high, so I told him that our negotiations would be at an end. I think the man was honest and was anxious to sell at a small advance on his purchase price, but I think he had been deceived himself in buying. He had paid too much for the stock, and I felt confident that he would find quite a loss when he had wound up the business.

How he eventually made out I never learned, but the more I canvassed the question in my own mind the more I was satisfied I did right. My eagerness and enthusiasm to engage in business were so great that I was in danger of erring on the amount of stock, as my better judgment since tells me that \$4,000 would be a big price and would have been too high a figure.

I did not engage in business on my own account at that time, nor since; but if I were to do so I would prefer buying my own stock; and if I thought the location suitable would not hesitate to make the venture. My estimate of needed capital to make the venture successful and give a man a salary of \$1,000 would be \$4,000. Of this I would put \$3,000 in stock and reserve \$1,000 for working capital and store fixtures. I would divide the money something like this:

Heavy goods, nails, glass, paint.....\$1000  
Tinware and house furnishing goods.....500  
Cutlery and plated ware.....300  
Shelf Hardware and carpenters' tools.....1200

Total.....\$3000

I would calculate to turn over this stock at least four times a year, making the sales \$12,000, which should yield a gross profit of 25 per cent. or \$3,000. The expenses would be about \$1,500, leaving \$1,500 for proprietor, of which \$1,000 would be his living expenses and leave \$500 for profit on the investment. To achieve these results a man would

need to understand his business thoroughly and would need to give it close personal attention in every detail. Yet I think it could be done.—Lyle Merton in Hardware.

#### Field for the American Commercial Traveler Abroad.

From the Chicago Tribune.

The volume of exports of American manufacturers continues to increase. It would increase even more rapidly if the American manufacturers could or would send to foreign countries commercial travelers as bright and as pushing as those who are engaged in making sales in the home market. If those commercial travelers who are being thrown out of work by the combination or consolidation of industrial concerns which have hitherto been competing actively in the United States had the gift of tongues it would be easy for them to change the field of their labors and to do in Europe and South America on a grander scale the same kind of work they have been doing in the United States. Unhappily, they have not received the needful education, and when they are displaced at home there is nothing for them to do. It is no wonder, therefore, that the commercial travelers organizations are fighting the trusts and combines tooth and nail.

The fact remains, however, that there is a great opening for the Americans who first qualify themselves to engage in the commercial traveling business abroad. They will be the aristocrats, the money makers of the profession. Until energetic Americans are sent out to all quarters of the globe by the American manufacturers the latter will not get the full volume of trade they are entitled to. They must compete abroad with foreign rivals precisely as they have been competing at home with domestic rivals. They must not expect foreigners to order their products on faith or come to this country to inspect them. They must send smart agents to Europe and other parts of the world precisely as they have been sending them throughout the American states. Probably there are not many such men now who can be put at work. Such men are needed, however, and the demand should produce them.

The American manufacturers should have at their command men who can speak foreign languages and who have the buoyant energy and determination which distinguish the American commercial traveler. Such men will get better pay than any of their brethren in the home field. The wisest thing the younger commercial travelers can do is to set themselves to the learning of foreign tongues. Then their future will be safe.

#### At a Decided Disadvantage.

A young woman clerk, in the leather novelties department of a dry goods store not far from Philadelphia, was trying to sell to a rural gentleman a leather pocketbook, which he wished to make a present to some one. She showed him purses from \$2.50 to \$15. The \$15 purse struck the gentleman as the likely thing, but he wanted to know of what leather it was made. The saleswoman was non-plussed—had no idea what to say. She called the buyer to one side and asked him. He knew just as little as she, so the only reply was, "It's very nice smooth leather; wears so nicely and has solid gold corners—in fact, the nicest purse we have." To a rural gentleman it seemed strange that such ignorance could occur in the leading dry goods store in the big town. However, he made an offer for the book, and while it took a long time to figure out the cost mark and decide what to do, he got it.

The man who knows how to spend money prudently knows how to keep it.

#### TRAVEL VIA

**F. & P. M. R. R.**

AND STEAMSHIP LINES  
TO ALL PORTS IN MICHIGAN

H. F. MOELLER, A. G. P. A.

### Hardware Price Current

Augurs and Bits	
Snell's.....	60
Jennings' genuine.....	25&10
Jennings' imitation.....	50&10
Axes	
First Quality, S. B. Bronze.....	6 50
First Quality, D. B. Bronze.....	10 00
First Quality, S. B. S. Steel.....	7 75
First Quality, D. B. Steel.....	11 50
Barrows	
Railroad.....	14 00
Garden.....	30 00
Bolts	
Stove.....	60
Carriage, new list.....	50
Plow.....	50
Buckets	
Well, plain.....	\$3 50
Butts, Cast	
Cast Loose Pin, figured.....	65
Wrought Narrow.....	60
Cartridges	
Rim Fire.....	40&10
Central Fire.....	20
Chain	
Com.....	8 e. 5-16 in. 3/4 in. 1/2 in.
IB.....	9 e. 7 e. 6 e. 6 e.
BBB.....	9 1/2 8 1/4 7 1/2 7 1/4
Crowbars	
Cast Steel, per lb.....	6
Caps	
Ely's 1-10, per m.....	65
Hick's C. F., per m.....	55
G. D., per m.....	45
Musket, per m.....	75
Chisels	
Socket Firmer.....	65
Socket Framing.....	65
Socket Corner.....	65
Socket Slicks.....	65
Elbows	
Com. 4 piece, 6 in., per doz.....	net 65
Corrugated, per doz.....	1 25
Adjustable.....	40&10
Expansive Bits	
Clark's small, \$18; large, \$26.....	30&10
Ives' 1, \$18; 2, \$24; 3, \$30.....	25
Files—New List	
New American.....	70&10
Nicholson's.....	70
Heller's Horse Rasps.....	60&10
Galvanized Iron	
Nos. 16 to 20; 22 and 24; 25 and 26; 27, List 12 13 14 15 16.....	28 17
Discount, 65.....	
Gas Pipe	
Black or Galvanized.....	40&10
Gauges	
Stanley Rule and Level Co.'s.....	60&10
Glass	
Single Strength, by box.....	80&10
Double Strength, by box.....	80&10
By the Light.....	80
Hammers	
Maydole & Co.'s, new list.....	dis 33 1/2
Yerkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	30c list 70
Hinges	
Gate, Clark's 1, 2, 3.....	dis 60&10
Hollow Ware	
Pots.....	50&10
Kettles.....	50&10
Spiders.....	50&10
Horse Nails	
Au Sable.....	dis 40&10
Putnam.....	dis 5
House Furnishing Goods	
Stamped Tinware, new list.....	70
Japanned Tinware.....	20&10
Iron	
Bar Iron.....	3 c rates
Light Band.....	3 1/2 c rates
Knobs—New List	
Door, mineral, jap. trimmings.....	85
Door, porcelain, jap. trimmings.....	1 00
Lanterns	
Regular 0 Tubular, Doz.....	5 25
Warren, Galvanized Fount.....	6 00
Levels	
Stanley Rule and Level Co.'s.....	dis 70
Mattocks	
Adze Eye.....	\$17 00, dis 60
Metals—Zinc	
600 pound casks.....	9
Per pound.....	9 1/2
Miscellaneous	
Bird Cages.....	40
Pumps, Cistern.....	70
Screws, New List.....	80
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	50
Molasses Gates	
Stebbins' Pattern.....	60&10
Enterprise, self-measuring.....	30
Pans	
Fry, Aeme.....	60&10&10
Common, polished.....	70&5
Patent Planished Iron	
"A" Wood's patent planished, Nos. 24 to 27.....	10 20
"B" Wood's patent planished, Nos. 25 to 27.....	9 20
Broken packages 1/2c per pound extra.....	
Planes	
Ohio Tool Co.'s, fancy.....	50
Sciota Bench.....	60
Sandusky Tool Co.'s, fancy.....	50
Bench, first quality.....	50
Nails	
Advance over base, on both Steel and Wire.	
Steel nails, base.....	3 25
Wire nails, base.....	3 40
20 to 60 advance.....	Base 05
10 to 16 advance.....	10
8 advance.....	20
6 advance.....	30
4 advance.....	45
3 advance.....	70
2 advance.....	50
Fine 3 advance.....	15
Casing 10 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	45
Finish 6 advance.....	45
Barrel 3/4 advance.....	85
Rivets	
Iron and Tinned.....	50
Copper Rivets and Burs.....	45
Roofing Plates	
14x20 IC, Charcoal, Dean.....	6 50
14x20 IX, Charcoal, Dean.....	7 50
20x28 IC, Charcoal, Dean.....	13 00
14x20 IC, Charcoal, Allaway Grade.....	5 50
14x20 IX, Charcoal, Allaway Grade.....	6 50
20x28 IC, Charcoal, Allaway Grade.....	11 00
20x28 IX, Charcoal, Allaway Grade.....	13 00
Ropes	
Sisal, 1/2 inch and larger.....	11 1/2
Manilla.....	16
Sand Paper	
List acct. 19, '86.....	dis 50
Sash Weights	
Solid Eyes, per ton.....	22 50
Sheet Iron	
Nos. 10 to 14.....	com. smooth. com. \$3 20 \$3 00
Nos. 15 to 17.....	3 20 3 00
Nos. 18 to 21.....	3 30 3 20
Nos. 22 to 24.....	3 40 3 30
Nos. 25 to 26.....	3 50 3 40
No. 27.....	3 60 3 50
All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.....	
Shells—Loaded	
Loaded with Black Powder.....	dis 40
Loaded with Nitro Powder.....	dis 40&10
Shot	
Drop.....	1 45
B B and Buck.....	1 70
Shovels and Spades	
First Grade, Doz.....	8 60
Second Grade, Doz.....	8 10
Solder	
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.....	20
Squares	
Steel and Iron.....	65
Tin—Melyn Grade	
10x14 IC, Charcoal.....	\$ 8 50
14x20 IC, Charcoal.....	8 50
20x14 IX, Charcoal.....	9 75
Each additional X on this grade, \$1.25.....	
Tin—Allaway Grade	
10x14 IC, Charcoal.....	7 00
14x20 IC, Charcoal.....	7 00
10x14 IX, Charcoal.....	8 50
14x20 IX, Charcoal.....	8 50
Each additional X on this grade, \$1.50.....	
Boiler Size Tin Plate	
14x56 IX, for No. 8 Boilers, 1/2 per pound.....	10
14x56 IX, for No. 9 Boilers, 1/2 per pound.....	
Traps	
Steel, Game.....	75&10
Oneida Community, Newhouse's.....	50
Oneida Community, Hawley & Norton's.....	70&10
Mouse, choker, per doz.....	15
Mouse, delusion, per doz.....	1 25
Wire	
Bright Market.....	60
Annealed Market.....	60
Coppered Market.....	50&10
Tinned Market.....	50&10
Coppered Spring Steel.....	40
Barbed Fence, Galvanized.....	4 65
Barbed Fence, Painted.....	3 90
Wire Goods	
Bright.....	75
Screw Eyes.....	75
Hooks.....	75
Gate Hooks and Eyes.....	75
Wrenches	
Baxter's Adjustable, Nicked.....	30
Coe's Genuine.....	30&10
Coe's Patent Agricultural Wrought.....	70&10

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BOOK-KEEPING ACCURACY  
DISPUTED ACCOUNTS ASSURE PROFIT  
BAD DEBTS CONTENTMENT

We make four grades of books in the different denominations.

CIRCULARS ON INQUIRY  
SAMPLES

**TRADESMAN COMPANY,**  
GRAND RAPIDS, MICH.



## 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. Dealers are compelled to sort their stock carefully before making shipment, owing to the proportion of decayed apples in all stock which has been long out of cold storage.

Bananas—On account of the 10c export duty placed on bananas by the Guatemala government, noted last week, shipments of bananas from that point have been small for the past few weeks and the steamship, S. Oteri, which has been regularly employed in the banana carrying trade arrived in Mobile recently without a single bunch of bananas. No quotable change in price has occurred during the week, but the tendency is upward.

Beans—Eastern markets are generally weaker, but Western markets hold up strong, being influenced by the condition of things at Detroit, where the bean speculators on the Board of Trade appear to be having their own way. Last week beans for December delivery declined 8c, but so far this week one-half of the decline has been made up, with the probability of a complete recovery by the end of the week.

Beets—\$1 per 3 bu. bbl.

Butter—Factory creamery has advanced to 25c and is strong at that. Receipts of dairy are liberal, but the price is about the same as it was a week ago. Extra fancy readily commands 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 \$5.75 @6 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 8c for No. 2 and 10c for No. 1.

Eggs—Receipts continue heavy, but the average quality is very poor, owing to the amount of eggs the farmers are evidently finding in the oat bin, which are badly discolored by black spots and are also shrunken and sloppy. Dealers pay 16@17c for case count, holding candled stock at 18c. Fresh candled stock would easily command 20c, but the proportion of fresh eggs received is so small that it amounts to very little in the aggregate. Cold storage stock is in good demand at 17c.

Game—Rabbits are in active demand at \$1.25 per doz. Squirrels are in strong demand at \$1@1.25 per doz. Mallard ducks are in fair demand and ample supply at \$4.25 per doz. Teal ducks command \$2.50@2.75 per doz. Common ducks fetch \$1.50. Sand snipes bring 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—The lemon market is easier and prices have declined 50@75c during the past week. Although the Eastern movement of California lemons so far this season has been comparatively small, owing to the unripe condition of the fruit, the prospective large yield—estimated at 1,230,000 boxes—is not without its influence on the market for Sicily lemons, especially as the new crop of Sicily lemons now coming forward is composed for the most part of green fruit.

Live Poultry—Squabs are in fair demand at \$1 per doz. Pigeons are in strong demand at 50@60c per doz. Chickens are in good demand at 5@6c, providing they are fancy. Poor quality are not wanted at any price. Fowls are not so active at 4@5½c. Turkeys are eagerly purchased at 6@8c. Ducks are in fair demand at 5@6½c if good qual-

ity. Geese are in small demand at \$5 @7 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 at 35c for Red Weatherfields, Yellow Danvers and Yellow Globes and 40c for Red Globes. Between the frost and the hot wave in October, stock has sustained severe damage.

Parsnips—\$1.25 for 3 bu. bbl.

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

Potatoes—The market is strong and the tendency is toward higher prices. Outside buying points are paying about 28c, although Greenville is regularly paying 30c and occasionally pays 36@38c for a few loads in order to stimulate marketing. The noise of the high prices reaches the farmers and they rush stock in from long distances, when the price recedes to the proper figure. This sort of tactics on the part of the Greenville buyers tends to concentrate large quantities of stock at Greenville which would otherwise be marketed at other buying points. The scarcity of cars is playing an important figure in the situation and, unless the railroads are able to offer relief soon, there will likely be a still higher range of values.

Squash—Hubbard commands 1½c per pound.

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

Turnips—\$1 per bbl.

## The Grain Market.

The bears made it very interesting for the bull element during the past week. Foreign cables came in lower every morning, which had a depressing effect on wheat values—so much so that prices were being crowded down for cash as well as futures and, when the visible showed another increase of 1,935,000 bushels, much long wheat was put on the market by tired holders and the shorts took advantage of the drop to cover their short sales. However, a turn came late Tuesday, when Liverpool made an advance of ½d. Then the market became steady and regained 1c over opening prices. To make a long story short, the large elevator interests in Chicago are dictating prices to such an extent that outsiders have become disgusted and propose to let them run things alone until there are signs of more favorable chances for buying futures than at present.

Although wheat is very scarce in Michigan, there seems enough to come along to keep the mills going. How it will be after the New Year remains to be seen. The growing crop is not showing up as well as it did last season at this time. The weather being very warm gives the insects a good chance to put their work in early. The wheat in some fields has a yellow look, which shows plainly what the Hessian fly and the chintz bug are doing. We need snow and colder weather to stop their ravages. We might state that the visible is 55,936,000 bushels, against 23,369,000 bushels at the same date one year ago. The most is in Chicago, Minneapolis and Duluth. This large amount will have to be reduced before prices will advance, but, with the small amount back in farmers' hands, it looks as though the visible must begin to decrease soon.

Corn has held its own and no material fluctuations can be noted. There is more being used for feeding purposes, so that receipts are not as large as they would otherwise be. Western railroads complain that there is not much being shipped, as Western farmers propose to make pork and beef, rather than ship

their corn, as the former will be of more benefit to the grower.

Oats hold their own against any decline. It seems that this staple has been somewhat overestimated as regards the amount raised or there would be more offered for sale, so we think prices are at bottom with a strong undertone.

There is no change to report in rye. Not much is being offered, so prices are very steady.

Beans are being taken as fast as offered at \$1.82 for hand picked.

In flour no change can be reported, and the demand has kept pace with production. As wheat is scarce, the millers are not tumbling over one another to make sales or cut prices, as in years gone by.

Mill feed is in as good demand as ever, notwithstanding pasturage is fair for this season of the year. Should snow come prices will be enhanced.

Receipts have been as follows: wheat, 56 cars; corn, 5 cars; oats, 2 cars; rye, 2 cars; malt, 2 cars; hay, 2 cars.

Mills are paying 64c for wheat.

C. G. A. Voigt.

## The Macedonian Cry For Relief.

From the Portage Lake Mining Gazette.

Red Jacket merchants are beginning to grow tired of having all sorts of people who contribute little or nothing to the upbuilding or the expense of running their town drop in for a few days and take the cream of their trade away. The village Council appears to sympathize with them, and undoubtedly action will be taken to make it difficult for so-called fakirs to make any money there. The matter has been up before the Council, and a committee has been appointed to take legal advice and be prepared to instruct the Council how best to rid the town of these nuisances. The aldermen have been told by City Attorney MacDonald that the best way is to repeal their license ordinance, and then for the officers to run these objectionable ones off the streets as public nuisances. Merchants in every town in the copper country submitted to heavy losses during the summer from these people, mid-summer especially being marked by an influx of scores of men who had nothing but the shoddiest goods to sell and who, while apparently disposing of them at a price below their value, in reality got at least twice what they were worth.

## Thanksgiving.

The fields of grain are garnered now.  
High-heaped are stack and bin and mow,  
A wealth of fruit the cellars hide,  
Nor is there lack of grain beside.  
Kindred and friends who gather here  
Shall swell the strain of mirthful cheer.  
Great God, to Thee our songs of praise  
In humble gratitude we raise.  
Victorious over foreign woes  
In peace our land triumphant grows;  
No voice but Thine would we obey,  
Grant us Thy blessing, Lord, to-day.

## Honest With His Employer.

"Young man," asked the proprietor of the store, who was making the rounds of the various departments, "how can you afford to dress so elaborately and expensively on the salary we pay you?" "I can't," gloomily answered the salesman. "I ought to have more salary."

## Business Wants

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

## BUSINESS CHANCES.

HOUSEHOLD GOODS SHIPPED TO CALIFORNIA and all points West at reduced rates. Trans-Continental Freight Co., 38 Market St., Chicago, Ill.

FOR SALE, RENT OR EXCHANGE—STORE and residence building in prosperous railroad town. Excellent location for business of any kind. Address No. 141, care Michigan Tradesman.

FOR SALE OR EXCHANGE FOR SHOE OR Dry Goods Stock—40 acre farm; good barn and orchard; well watered; near two good towns. Address No. 142, care Michigan Tradesman.

TO EXCHANGE FOR STOCK OF GENERAL Merchandise—100 acre farm near Jeddio, Mich., with good barn and orchard and farm house; 120 acres improved; living spring; first-class stock farm; title perfect; taxes paid. Address Box 145, Upton Works, Mich.

FOR SALE AT A DISCOUNT IF TAKEN at once—A drug and bazaar stock in a thriving village of 1,573 people (last census) at the junction of two trunk lines of railroad. Owner has other business; splendid opportunity. Address 139, care Michigan Tradesman.

PAPER ROLLS FOR DESK CASH REGISTERS, price \$1.50 per dozen; all widths. Send sample. E. L. Maybee, 1162 Slater St., Cleveland, Ohio.

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.

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.

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

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.

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

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

FOR SALE OR EXCHANGE FOR STOCK of Merchandise—Farm; good buildings; two miles from flourishing village. Address 438 Sixth St., Traverse City, Mich.

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.

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.

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.

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.

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

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. F., care Michigan Tradesman.

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

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.

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

FOR SALE OR EXCHANGE FOR GENERAL Stock of Merchandise—60 acre farm, part cleared, 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.

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

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.

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

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

## MISCELLANEOUS.

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

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.



## Travelers' Time Tables.

### CHICAGO and West Michigan R'y

Nov. 19, 1899.

#### Chicago.

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

#### Traverse City, Charlevoix and Petoskey.

Lv. G. Rapids, 7:30am 4:00pm  
Ar. Trav City, 12:40pm 9:10pm  
Ar. 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 19, 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-	
treil & 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	
Eastbound 6:50am train has new Buffet parlor	
car to Detroit, eastbound 3:27pm train has new	
Buffet parlor car to Detroit.	

\*Daily. +Except Sunday.  
C. A. JUSTIN, City Pass. Ticket Agent,  
97 Monroe St., Morton House.

### GRAND Rapids & Indiana Railway

October 22, 1899.

#### Northern Division.

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

7:45am and 2:10pm trains, parlor cars; 11:00pm  
train, sleeping car.  
**Southern Division**  
Kalamazoo, Ft. Wayne Clin. .... 7:10am + 9:45pm  
Kalamazoo and Ft. Wayne. .... 2:00pm + 2:00pm  
Kalamazoo, Ft. Wayne Clin. .... 7:00pm + 6:45am  
Kalamazoo and Vicksburg. .... 11:30pm + 9:10am  
7:10am train has parlor car to Cincinnati,  
coach to Chicago; 2:00pm train has parlor car to  
Fort Wayne; 7:00pm train has sleeper to Cinci-  
nati; 11:30pm train, sleeping car and coach to  
Chicago.

#### Chicago Trains.

##### TO CHICAGO.

Lv. Grand Rapids, 7:10am 12:00pm \*11:30pm  
Ar. Chicago, 12:30pm 8:45pm 7:00am

##### FROM CHICAGO

Lv. Chicago, 12:02pm 2:02pm \*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, 7:35am 11:35pm 4:40pm  
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, 7:18am 12:15pm 4:00pm  
Ar. Grand Rapids, 9:30am 1:30pm 5:20pm  
+Except Sunday. \*Daily.

C. L. LOCKWOOD,  
Gen'l Pass'r and Ticket Agent  
W. C. BLAKE,  
Ticket Agent Union Station.

### MANISTEE & Northeastern Ry.

Best route to Manistee.

Via C. & W. M. Railway.

Lv. Grand Rapids, 7:00am	Ar. Manistee, 12:05pm
Lv. Manistee, 8:30am	Ar. Grand Rapids, 4:10pm
Lv. Grand Rapids, 1:00pm	Ar. Grand Rapids, 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. FRANK.

Grand Rapids Retail Grocers' Association  
President, FRANK J. DYK; Secretary, HOMER  
KLAP; Treasurer, J. GEORGE LEHMAN.

Saginaw Mercantile Association  
President, P. F. TREANOR; Vice-President,  
JOHN McBRATNIE; Secretary, W. H. LEWIS.

Jackson Retail Grocers' Association  
President, J. FRANK HELMER; Secretary, W.  
H. PORTER; Treasurer, L. PELTON.

Adrian Retail Grocers' Association  
President, A. C. CLARK; Secretary, E. F.  
CLEVELAND; Treasurer, WM. C. KOEHN

Muskegon Retail Grocers' Association  
President, H. B. SMITH; Secretary, D. A.  
BOELKINS; Treasurer, J. W. CASKADON.

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

Kalamazoo Retail Grocers' Association  
President, W. H. JOHNSON; Secretary, CHAS.  
HYMAN.

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

Owosso Business Men's Association  
President, A. D. WHIPPLE; Secretary, G. T.  
CAMPBELL; Treasurer, W. E. COLLINS.

Alpena Business Men's Association  
President, F. W. GILCHRIST; Secretary, C. L.  
PARTRIDGE.

Grand Rapids Retail Meat Dealers' Association  
President, L. M. WILSON; Secretary, PHILIP  
HILBER; Treasurer, S. J. HUFFORD.

St. Johns Business Men's Association  
President, THOS. BROMLEY; Secretary, FRANK  
A. PERCY; Treasurer, CLARK A. PUTT.

Perry Business Men's Association  
President, H. W. WALLACE; Secretary, T. E.  
HEDDLE.

Grand Haven Retail Merchants' Association  
President, F. D. VOS; Secretary, J. W. VER-  
HOEKS.

Yale Business Men's Association  
President, CHAS. ROUNDS; Secretary, FRANK  
PUTNEY.



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.

## Aluminum Money

Will Increase Your Business.



Cheap and Effective.  
Send for samples and prices.

C. H. HANSON,  
44 S. Clark St., Chicago, Ill.

## Winter Weddings

Are now on tap. We make a  
specialty of wedding invitations,  
both printed and engraved on  
copper, and cheerfully submit  
samples and quote prices on ap-  
plication.

Tradesman Company,  
Grand Rapids, Mich.

## Epps' Cocoa

## Epps' Cocoa

GRATEFUL COMFORTING

Distinguished Everywhere

for

Delicacy of Flavor,

Superior Quality

and

Nutritive Properties.

Specially Grateful and

Comforting to the

Nervous and Dyspeptic.

Sold in Half-Pound Tins Only.

Prepared by

JAMES EPPS & CO., Ltd.,

Homœopathic Chemists, London,

England.

BREAKFAST

SUPPER

## Epps' Cocoa

## Epps' Cocoa

## 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 de-  
sired.

The gracefulness of the design, the  
exquisite workmanship, the nice atten-  
tion 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 FURNI-  
TURE 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  
Satis-  
faction

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, dia-  
mond 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.

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NITURE

BEFORE BUYING FURNI-  
TURE OF ANY KIND WRITE  
US FOR ONE OR ALL OF OUR  
"BIG 4" CATALOGUES OF  
HOUSEHOLD FURNITURE

WE PREPAY FREIGHT

# China has Advanced 20 per cent.



No. 2015 Teapot Stand



No. 2005 Mug



No. 2011 Creamer



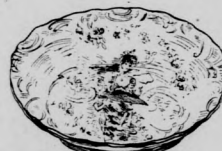
No. 2010 Oatmeal



No. 2012 Cake Plate



No. 2021 Bowl



No. 2013 Plate



No. 2014 Plate

Buying these goods now at the old prices is a splendid investment. The offerings shown here are only a hint of the values we can give you. Catalogues No. 150 (holiday goods) and No. 151 (staples) show 256 pages of just such opportunities at a clear saving of 15 to 30 per cent. on every purchase. Don't fail to ask for them.

## Assorted Package 10 cent Decorated German China.

Every article a ready seller. Fine translucent German China, good sizes, floral and Watteau decorations and rich and gold edges. Many of the articles can be sold for 15 to 25 cents each—none need be sold for less than 10 cents. Package contains one dozen each of the following:

No. 2004—Partition Shaving Mug.  
No. 2005—Mug.  
No. 2006—Mug.  
No. 2007—Sugar and Creamer (open).  
No. 2008—Open Teas.  
No. 2009—Open Teas.

No. 2010—A. D. Coffees.  
No. 2011—Creamers.  
No. 2012—Cake Plates.  
No. 2013—Plates.  
No. 2014—Plates.  
No. 2015—Tea Pot Stands.

No. 2016—Olives.  
No. 2017—Fruit Saucers.  
No. 2018—Fruit Saucers.  
No. 2019—Oatmeals.  
No. 2020—Spoons.  
No. 2021—Bowls.

Total of 18 dozen articles, at 84c per doz. (no charge for package).....\$15 12  
Minimum retail value.....21 60  
Profit of over 42 per cent., or.....6 48

**H. LEONARD & SONS,** IMPORTERS JOBBERS  
MANUFACTURERS

FULTON AND COMMERCE STREETS, GRAND RAPIDS, MICH.



No. 2021 Cup



No. 2020 Spooner



No. 2008 Tea Cups

# If You Are Looking for Gold



You need not go beyond the confines of your own store; there's money in your business if you only know how to get it out.

If you will use The Money Weight System of weighing your merchandise you can make money in business; if you stick to the old pound and ounce method you can't. Remember our scales are sold on easy monthly payments.

**The Computing Scale Co.,**

Dayton, Ohio.